EUROPEAN ASSOCIATION OF SOCIAL PSYCHOLOGY
GENERAL MEETING 2014
PROGRAMME
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Dear friends and colleagues

On behalf of the organizational team we are very pleased to welcome you all to Amsterdam for the 17th General Meeting of the European Association of Social Psychology. As you may know and certainly will experience, Amsterdam is a city of water, with more than 100 km of canals. Water is therefore the leading theme in the design products of this conference. It stands for transparency, but also for movement, and thereby represents two major aims of Social Psychology in the coming years.

EASP keeps attracting a growing number of researchers who want to present their research to colleagues. We received a total of 154 proposals for symposia, 628 proposals for individual talks and 261 proposals for posters, adding up to a total 1043 submissions. Compared with the 960 submissions in Stockholm this is again an increase and makes the composition of an interesting and inspiring scientific program all the more challenging. The program committee has worked with great dedication to achieve this aim.

The final program consists of 12 parallel sessions, including 101 symposia and 61 thematic sessions (each consisting of up to 5 individual presentations) and 696 posters that will be presented in 6 different poster sessions. In addition, we will have the traditional round table sessions during lunch break, the award session and the Tajfel lecture, all held in the Aula. The scientific program will start on Wednesday July 9th at 9.00, and end on Saturday July 12, at 18.00. The social program also has its recurring elements, including a welcome reception on Wednesday evening, the football match on Friday evening and the conference dinner on Saturday evening in the famous Grand Hotel Krasnapolski on Dam Square. As a novelty, we introduce a program app that you can use on your smart phones and tablets.

The conference will take place in buildings of the University of Amsterdam, for a large part in the Oudemanhuispoort (OMHP) and the Atrium. They are all close to each other with a maximum walking time of about 8 minutes. Holding a conference of this size in old university buildings definitely contributes to an academic and intimate atmosphere, but it also implies that we need to take measures to ensure that the safety of the many attendants will not be endangered. We want you to enjoy this year’s General Meeting and try our best that it will not be remembered as a permanent mass. Therefore we will have student assistants and security employees in the central conference buildings who will give you instructions and from time to time will have to close a room because its maximum capacity has been reached. We kindly, but urgently ask you to follow their instructions and to keep your patience.

Finally, and most importantly, we hope that this conference will meet your expectations, that you will have an excellent time here, both as a scientist and a tourist, and that you will never forget this Amsterdam experience.

Welcome to Amsterdam!

Jean-Claude Croizet
Chair of the Program Committee

Welkom in Amsterdam!

Agneta Fischer & Kai Jonas
Co-chairs of the local organizing committee
Exhibition

The exhibition can be found in the Atrium. EASP extends our thanks to the following companies for their support and participation:


Sponsors

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

![Logos of University of Amsterdam, Gemeente Amsterdam, and EASP]
VOC zaal
Kloveniersburgwal 48
Oudemanhuispoort (OMHP)
Oudemanhuispoort 4-6

Ground floor

1. Toilets
2. Catering area
3. Rooms

Rooms D 1.09 and C2.17 are located on the first and second floor.
Atrium
Oudezijds Achterburgwal 237

1. Toilets
2. Registration & catering area
   exhibition stands
3. Posters 1-86

Posters 87-116 are located on the first floor
General Information

Around The Conference

App
A lot of the information concerning the program, the speakers and talks can be found in the EASP2014 App.

Badges
You will receive a badge in a small bag that not only contains your badge, but also your ticket for the conference dinner (if applicable), a map of the conference locations, and the general program structure. We hope that this makes it as easy as possible to find the session you want to attend and where it is held. Please take into account the fact that you may need five minutes or more to get there! Lunches will only be distributed to attendants wearing a badge, so PLEASE MAKE SURE TO WEAR YOUR BADGE AT ALL TIMES IN ORDER TO GET ACCESS TO THE SESSIONS AND TO RECEIVE YOUR LUNCH, COFFEE AND TEA.

Certificate of attendance
Certificates of attendance can be collected at the Information desk from Thursday onwards.

Children and family
There are two rooms for women who have to express milk, one in the Oudemanhuispoort and one near the Doelenzaal. A fridge is present in both rooms. Keys for these rooms need to be collected at the reception desk of either OMHP or at Single 425. There will also be a room in the Oudemanhuispoort (C1.23) where parents can withdraw with their children in order to play or read. Please note: there is no nanny, so the supervision of the children is the responsibility of the parents.

Disclaimer/Liability
Neither the Executive Committee nor the Conference Office accept any liability for personal injuries or loss or damage to property belonging to conference attendees, either during or after the conference. The registration fee does not include insurance.

Facebook
We are on Facebook: EASP 2014. Join us, ask questions and read local tips about special bars and restaurants, musea or other touristic information.

Internet Access
You can use the Eduroam network for internet access. If you do not have Eduroam, you can ask for a guest account at the registration desk if you have not already done this in advance. Once you have internet access, you can find a lot of information on our website.

Luggage
You can store your luggage on the day of arrival and the day of departure near the Information desk in the Atrium. The space will be monitored.

Lunch
Lunch will be distributed in the Atrium for those who follow sessions in the OMHP. Lunch will also be distributed in the other locations: the Aula, Doelenzaal, VOC zaal and University theatre.

Registration and information desk
The information desk is located in the Atrium and registration will take place here. Registration will start on Tuesday so that registrants who attend the pre-conferences can already register a day before the actual conference starts. We strongly advise you to register on Tuesday if possible (from 15.00-19.00), as there will be a huge number of people aligning for registration on Wednesday (registration starts at 7.30). The information desk is open on Wednesday from 7.30 and on the other days from 8.00 AM till the end of the conference day.

Signing
= Symposium
= Thematic Session
= Poster
Amsterdam And Around

Canals
Amsterdam is the city of canals. This is worth many pictures, a canal tour or a stroll. Although the water quality has improved greatly in the recent years, it is not advisable to jump and swim in the canals. You may hit a bike that has fallen in. Please note that every year especially male tourists die from falling into the canals drunken at night.

Climate
Amsterdam has an oceanic climate, which means that summers are moderately warm but rarely hot. The average daily temperature in July lies between 20 and 25 °C. Although we hope for a dry week, summers can be wet, so please take a raincoat or umbrella with you! We are close to the sea, so it is often windy!

Cycling
The best way to get around Amsterdam is by bike. There are many bike rentals, and some hotels even have rental bikes. Please do not forget to lock your bike at all time with two locks and ideally to an object that cannot be removed. Do not park your bike in the non-parking zones for bikes. Be aware of the tram tracks, do cross them at a great angle only.

Public transport
The conference locations are in the centre of the city, which means that many museums and tourist attractions are in walking distance. If you do not feel like walking, however, you can take the tram. (Please note that the metro does not go between Central Station and Amstel during the summer, due to maintenance). You can use an OV chipcard (https://www.ov-chipkaart.nl/?taal=en) for the tram and bus. You can also buy single fare tickets on the trams, but they are more expensive. Please check here for travel information: http://en.gvb.nl/pages/home.aspx

Restaurants
Information on very cheap or expensive restaurants can be found on our website and on Facebook.

Cash withdrawal and payment
Cash can be withdrawn from the many ATMs in town. The most common banks are Rabobank, ING, ABN Amro. Most Albert Heijn supermarkets include an ATM. There are several money exchange places in the touristic areas around the Dam square. Most payment in the Netherlands is with credit card and via the Maestro System. If your bankcard supports the Maestro system you should be able to use it. Some restaurants and shops do not accepts credit cards (such as the Albert Heijn supermarkets).

Emergency and doctors
In case of an emergency call the ambulance / police / fire department at 112. If you need to see a doctor (GP) during day for a non-life threatening emergency, you can report to a hospital (the closest to the center being OLVG, www.olvg.nl), or one of the Dutch GPs (here is a list of doctors called huisarts: http://www.zorgkaartnederland.nl), at night, during weekends, you can call 088 00 30 600 for the central GP dispatcher (non-life threatening emergencies). Anonymous STI checks and treatment can be arranged via the GGD STI policlinic: http://www.ggd.amsterdam.nl/menu-iii/english/sexually-transmitted or by calling 020-555 5822

Red light district
You will find the conference location to be close to the red light district. This is Amsterdam: As liberal as it may seem, please be aware that prostitution is often linked to human trafficking. As a tourist, do not take pictures when walking through the narrow streets. You may well loose your camera, or gain a bloody nose. Also, you will find street vendors that are trying to sell you drugs. Do not buy from them. First of all it is illegal, secondly these are mostly fake drugs. At the same time, the red light district is one of the most heavily policed areas in town. So it is absolutely safe to walk through, though you should always be aware of pick pockets.
Smoking, drugs, and drinking
Smoking is not permitted inside the university buildings. Please also note that individuals intoxicated with alcohol or drugs will be refused from entering the university premises, or may be removed from them. Soft drug consumption is tolerated in so called “coffee shops” (thus not a place for drinking a coffee), but is not fully legal, as it is often thought. Hard drug consumption is illegal. Please be aware that the Dutch-grown THC drugs are stronger than elsewhere. While you may not experience the effect immediately, the later effects can be strong! Drinking alcohol in most public spaces in Amsterdam is forbidden.

Taxi
Please only make use of official taxis, which can be recognized by the plate on the roof with the name of the taxi organization and the number of the taxi. The meters should always be visible. Note that even (and especially those) short taxi rides can be quite costly.

Time zone
We have central European Summer Time.

Tipping
Tips are not included in bars and restaurants and are appreciated. A good tip is about 10% of the prize, but small round-up tips are common too, especially when paying for drinks.

Tourism
There is a lot to explore in Amsterdam, and although we do not want to stimulate your touristic inclinations too much, you will find out anyway... All the touristic information can be found here: http://www.iamsterdam.com/ In addition, many hotels can also give you information on museums, canal tours.

Below you find a number of attractions that are really worth visiting.

The Rijksmuseum with is unique collection of Rembrandts and Vermeers has been renovated and open to the public. Please be aware that you may have to wait in line until you get in. Coming early and not on the weekend is advisable. https://www.rijksmuseum.nl/

The Van Gogh Museum is in the neighbourhood of the Rijksmuseum, and often sports equally long waiting lines. Coming early and not on the weekend is advisable. http://www.vangoghmuseum.nl/

The Stedelijk Museum has an excellent collection of modern art and changing exhibitions. http://www.stedelijk.nl/

The Anne Frank House highly recommends buying your tickets in advance. http://www.annefrank.org

There are several different canal tour operators, some of them starting right in the vicinity of the conference location. Pick and choose one that you like.

You can also visit the Heineken Brewery and learn more on how they make their world famous beer. Please note that access is limited to 18+. http://www.heineken.com/
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EDITOR
Dr. L. Rudman, Rutgers University, USA

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  Volume 48, Issue 4, July 2012, Pages 918-925
  Altmetric score: 526

- **Scientific faith: Belief in science increases in the face of stress and existential anxiety**
  Miguel Farias, Anna-Kaisa Newheiser, Guy Kahane, Zoe de Toledo
  Volume 49, Issue 6, November 2013, Pages 1210–1213
  Altmetric score: 216

- **The Ironic Effects of Weight Stigma**
  Brenda Major, Jeffrey M. Hunger, Debra P. Bunyan, Carol T. Miller
  Volume 51, March 2014, Pages 74–80
  Altmetric score: 205

- **Personal Prayer Buffers Self-Control Depletion**
  Malte Friese, Michaela Wänke
  Volume 51, March 2014, Pages 56–59
  Altmetric score: 84

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www.elsevier.com/locate/jesp
Organizing Committee

Executive Committee EASP

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<th>Name</th>
<th>Institution</th>
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<tr>
<td>President</td>
<td>Fabrizio Butera</td>
<td>University of Lausanne, Switzerland</td>
</tr>
<tr>
<td>Secretary</td>
<td>Sabine Otten</td>
<td>University of Groningen, The Netherlands</td>
</tr>
<tr>
<td>Treasurer</td>
<td>Daniël Wigboldus</td>
<td>University of Nijmegen, The Netherlands</td>
</tr>
<tr>
<td>EU Liaison Officer</td>
<td>Manuela Barreto</td>
<td>University of Exeter, UK</td>
</tr>
<tr>
<td>Meetings Officer</td>
<td>Xenia Chryssochoou</td>
<td>Panteion University Athens, Greece</td>
</tr>
<tr>
<td>Journals Officer</td>
<td>Alex Haslam</td>
<td>University of Queensland, Australia</td>
</tr>
<tr>
<td>Grants Officer</td>
<td>Mara Cadinu</td>
<td>University of Padova, Italy</td>
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Scientific Programme Committee

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<tr>
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<tr>
<td>Chair</td>
<td>Jean-Claude Croizet</td>
<td>University of Poitiers, France</td>
</tr>
<tr>
<td>Sub Chairs</td>
<td>Dario Spini</td>
<td>University of Lausanne, Switzerland</td>
</tr>
<tr>
<td></td>
<td>Michelle Ryan</td>
<td>University of Exeter, UK</td>
</tr>
<tr>
<td></td>
<td>Geoff Haddock</td>
<td>Cardiff University, UK</td>
</tr>
<tr>
<td></td>
<td>Carolyn Morf</td>
<td>University of Bern, Germany</td>
</tr>
<tr>
<td></td>
<td>Johannes Keller</td>
<td>University of Ulm, Germany</td>
</tr>
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Local Organizing Committee

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<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th></th>
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<tbody>
<tr>
<td>Chairs</td>
<td>Agneta Fischer</td>
<td>Kai Jonas</td>
</tr>
<tr>
<td>Deputy Chairs</td>
<td>Frenk van Harreveld (preconferences)</td>
<td>Bertjan Doosje (football)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Michael Vliek (football)</td>
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<tr>
<td></td>
<td></td>
<td>Daniela Becker (student team)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Tim Faber (student team, Facebook)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Liesbeth Mann (student team)</td>
</tr>
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The UvA Conference Office

Loes Hondelink
Martijn van Spijker
Marjolijn Roll

App development and Design

Festina Lente Collective
http://festinalentecollective.com
List of Reviewers

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Daniel Balliet
Rainer Banse
Laurent Begue
Dinka Corkalo Biruski
Herbert Bless
Nyla Branscombe
Armand Chatard
Xenia Chryssochoou
Alain Clémence
Mark Conner
Jean-Claude Croizet
Ruud Custers
Michael Dambrun
Céline Darnon
Agnieszka Golec de Zavala
Kenneth DeMarree
Olivier Desrichard
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Rhiannon Turner
Ayse K. Uskul
Gerben van Kleef
Martijn van Zomeren
Alberto Voci
Sue Watt
Michaela Wänke
# Programme at a glance

## Wednesday July 9

<table>
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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>07.30</td>
<td>Registration at Atrium</td>
</tr>
<tr>
<td>09.00</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>10.40</td>
<td>Coffee break</td>
</tr>
<tr>
<td>11.05</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>12.45</td>
<td>Lunch</td>
</tr>
<tr>
<td>13.00</td>
<td>Poster session 1 (Atrium)</td>
</tr>
<tr>
<td>13.20</td>
<td>Round table discussion (Aula)</td>
</tr>
<tr>
<td>14.30</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>16.10</td>
<td>Coffee break</td>
</tr>
<tr>
<td>16.15</td>
<td>Poster session 2 (Atrium)</td>
</tr>
<tr>
<td>17.15</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>19.00</td>
<td>Welcome reception</td>
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</table>

## Thursday July 10

<table>
<thead>
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<th>Time</th>
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<tbody>
<tr>
<td>09.00</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>10.40</td>
<td>Coffee break</td>
</tr>
<tr>
<td>11.05</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>12.45</td>
<td>Lunch</td>
</tr>
<tr>
<td>13.00</td>
<td>Poster session 3 (Atrium)</td>
</tr>
<tr>
<td>13.30</td>
<td>Round table discussion (Aula)</td>
</tr>
<tr>
<td>14.30</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>16.10</td>
<td>Coffee break</td>
</tr>
<tr>
<td>16.35</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>18.15</td>
<td>Poster session 4, including cash bar (Atrium)</td>
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</table>

## Friday July 11

<table>
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<th>Time</th>
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<tbody>
<tr>
<td>09.00</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
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<td>10.40</td>
<td>Coffee break</td>
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<tr>
<td>11.05</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
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<tr>
<td>12.45</td>
<td>Lunch</td>
</tr>
<tr>
<td>13.00</td>
<td>Poster session 5 (Atrium)</td>
</tr>
<tr>
<td>13.30</td>
<td>Round table discussion (Aula)</td>
</tr>
<tr>
<td>14.30</td>
<td>Award Session and Tajfel lecture (Aula)</td>
</tr>
<tr>
<td>17.15</td>
<td>Members’ meeting (Aula)</td>
</tr>
<tr>
<td>19.15</td>
<td>Soccer (Buitenveldert, see social program), including Surinamese soup and snacks</td>
</tr>
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## Saturday July 12

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>09.00</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
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<tr>
<td>10.40</td>
<td>Coffee break</td>
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<tr>
<td>11.05</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
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<tr>
<td>12.45</td>
<td>Lunch</td>
</tr>
<tr>
<td>13.00</td>
<td>Poster session 6 (Atrium)</td>
</tr>
<tr>
<td>13.30</td>
<td>Round table discussion (Aula)</td>
</tr>
<tr>
<td>14.30</td>
<td>Symposia and thematic session (12 parallel sessions)</td>
</tr>
<tr>
<td>16.20</td>
<td>Farewell dinner (Grand Hotel Krasnapolsky, Dam square 9)</td>
</tr>
</tbody>
</table>

All oral presentations are 20 minutes including discussion. We suggest 15 minutes presentation and 5 minutes discussion. Please stick to this format to allow switching between sessions, even when your session contains an open slot.
Welcome reception (July 9th, 19.00-20.00):
The welcome reception will take place in and outside the Atrium and the Oudemanhuispoort, You will not only be served famous Dutch beer, but we also have special Dutch treats (yes, for free!), such as haring, cheese, and bitterballen. You can also taste and buy the famous Dutch cheeses of Reypenaar, who will present different types of old cheeses based on a natural aging process.

Cash bar and posters
During the Tuesday postersession, there will be a cashbar, so that you can enjoy poster session and drinks simultaneously.

EASP Soccer Event (July 11th, 19.30-22.00):
Never change a winning formula. As during previous conferences, EASP organizes a soccer event. Not just for men, but for women as well. Come on and put on your soccer shoes! (Please note: artificial turf; you can use normal sneakers as well)

Location:
SC Buitenveldert, Gustav Mahlerlaan 2009, 1081 LB Amsterdam
Phone: 0031- 20 6445577

Organization:
Michael Vliek (m.l.w.vliek@uva.nl), Bertjan Doosje (doosje@uva.nl) & Rupert Brown

Departure time: 17.45
Because the football field is not very close, we leave as one group on Friday at 17.45 from the Atrium. Please be there, if you want to join!

Own Transport (please see map below):
- Take tram 6 or 24 from Muntplein in the direction “VU/Medisch Centrum”. It leaves every 8-10 minutes.
- Get out at the stop: De Boelelaan/VU (which is the 15th stop after you got in).
- When you get out, you are practically in front of the entrance of the soccer field.
Return: take the same tram 16 or 24 (direction “Central Station”).

Food
There will be sufficient food and drinks (at your own expense) to win this soccer match.
Farewell dinner at Grand Hotel Krasnapolsky
(Saturday July 12, 19:30):
The Farewell dinner will be held in the Krasnapolsky Hotel, located on the Dam Square (Dam 9, Amsterdam) in the heart of the city centre. Hotel Krasnapolsky is a five-star hotel and has 468 rooms, a convention center, restaurants and a pier for boats on the Oudezijds Voorburgwal canal.
The original owner of the hotel, Adolph Wilhelm Krasnapolsky, purchased the building in 1865 and turned it into a popular restaurant. He also bought the adjacent buildings and in 1879/1880 added rooms. During the same period he also built a chic conservatory with palm trees and cupola, designed by architect G.B. Salm. At that time, the use of glass and steel was a novelty and use of electric lighting was very modern for its time. To mark the exhibition of 1883 he built the business into a hotel with 125 rooms. In the late 19th century it was the only hotel in Amsterdam with hot water and telephones in each room. After World War I more buildings were purchased and the hotel was extended to Pijlsteeg. In 1971, the hotel was sold and in 1974 it became the Hotel Krasnapolsky.
Scientific Programme
Wednesday July 9
09:00 - 10:40

S01 Motivational processes - Implications for self and other harm-inflicting behavior
This symposium 1) discusses recent research exploring the mechanisms underlying automatic goal pursuit and 2) explores the implications of automatic goal pursuit for people's engagement in self and others harm-inflicting behavior
Catalina Kopetz, Wayne State University
Edward Orehek, University of Pittsburgh

S01:01 Motivational control of goal-directed behavior: The role of outcome representations and reward signals
The talk offers a new perspective on how outcome representations and reward signals work together to modulate the motivational control of goal-directed behavior.
Henk Aarts, Utrecht University
Hans Marien Utrecht University - Ruud Custers, University College of London
09:00 - Aula

S01:02 Rudimentary responses to reward cues increase with striatal dopaminergic functioning
Eye-Blink Rate (EBR) and individually averaged Error-Related Negativity (ERN) indicate that people exert more effort automatically in response to reward magnitude.
Ruud Custers, University College London
Pascal Pas, Utrecht University
09:20 - Aula

S01:03 Risk taking as motivated cognition and action
The research explores the notion that people engage in potentially harming behaviors as means to their current goals. This effect is augmented in the presence of cognitive resources suggesting strategic goal pursuit rather than lack of self-control.
Catalina Kopetz, Wayne State University
Alexis Matusiewicz, University of Maryland, College Park
09:40 - Aula

S01:04 Motivational determinants of sexual risk taking in high-risk STI/HIV populations
This research explores goal processes (unattained sexual goals, perceived obstacles in goal attainment) in relation to risky sexual behaviors
Kai Jonas, University of Amsterdam
Kai Epstude, Groningen University - Janina Marguc, University of Amsterdam
10:00 - Aula

S01:05 Moving on means leaving behind: Locomotors devalue support providers following goal progress
People may become automatically de-valued when the goal that they serve (for the individual) is attained. This effect is particularly strong among high locomotors who are motivated to perpetuate their psychological movement.
Edward Orehek, University of Pittsburgh
10:20 - Aula
Sexuality and homophobia

T01:01 Evolution of gender identity and attitudes towards homosexuality
Four experimental studies showed that the social evolution of gender identity increases heterosexism for heterosexual men, but not for heterosexual women. These findings suggest that men have a higher propensity to feel threatened by the evolution of gender identities.

Juan M. Falomir-Pichastor, University of Geneva
Jacques Berent, University of Geneva - Marion Chipeaux, University of Geneva
09:00 - VOC zaal

T01:02 Re-norming deviance: Homonegativity motivates the search for heteronormativity in gay relationships
This research reveals that both heterosexuals and homosexuals scoring high on homonegativity fit gay relationships and partner preferences to heteronormative conceptions of masculinity and femininity.

Jojanneke van der Toorn, Leiden University
09:20 - VOC zaal

T01:03 Gays are less than human when they are fags: The dehumanizing function of homophobic epithets
The supra-liminal (Study 1) and subliminal (Study 2) exposure to homophobic epithets (i.e., fag) compared to category labels (i.e., gay) and generic insults (i.e., asshole) led heterosexual participants to dehumanize homosexuals as a group.

Andrea Carnaghi, University of Trieste
Fabio Fasoli, University of Padova - Maria-Paola Paladino, University of Trento, Rovereto
09:40 - VOC zaal

T01:04 This presentation has been withdrawn

T01:05 On feeling torn about one’s sexuality: The effects of explicit and explicit-implicit sexual orientation ambivalence.
Three studies assessed implications associated with explicit and explicit-implicit sexual orientation ambivalence (SOA) in straight and gay individuals. Individual differences in SOA were differentially associated with the amount of time deliberating one’s sexuality in addition to homophobic attitudes and self-esteem.

Ben Windsor-Shellard, Cardiff University
Geoffrey Haddock, Cardiff University
10:00 - VOC zaal
Scientific Programme

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**S02** Social neuroscience of threat

In this symposium, we will discuss the neural circuitry underlying detection and regulation of threat, physiological signatures in the context of challenge and threat, and the neurophysiology of basic motivational systems involved in threat and defense.

_Johannes Klackl, University of Salzburg_
_Eva Jonas, University of Salzburg_

**S02:01** Dissociating potential and subjective ambivalence using fMRI

We used fMRI to examine the distinction between potential and subjective ambivalence on the neural level. Our findings suggest that potential ambivalence is associated with greater activity in an executive network whereas subjective ambivalence is more related to conflict-related regions.

_Hannah Nohlen, University of Amsterdam_
_Frenk van Harreveld, University of Amsterdam - Eveline A. Crone, Leiden University - William A. Cunningham, University of Toronto_

09:00 - Doelenzaal

**This presentation has been withdrawn**

Applying the biopsychosocial model of challenge of threat to intragroup conflict: findings, opportunities and pitfalls.

We present several studies in which we applied the biopsychosocial model of challenge and threat to understand how people deal with intragroup conflict, and highlight some opportunities, pitfalls, and technicalities of gathering cardiovascular data in experimental social psychological research.

_Frank de Wit, Melbourne Business School_

09:20 - Doelenzaal

**S02:02** The chronology of behavioral inhibition and activation in threat and defense

We provide evidence for our proposition that threats induce immediate behavioral inhibition, followed by behavioral activation that is closely linked to defensive behavior.

_Eva Jonas, University of Salzburg_
_Dmitrij Agroskin, University of Salzburg_

09:40 - Doelenzaal

**S02:03** Mortality salience: Neural evidence for suppression and modulation of awareness

We will present neuroimaging studies related to automatic emotion regulation and avoidance in response to reminders of mortality. Key regions are the prefrontal cortex and the insula.

_Johannes Klackl, University of Salzburg_
_Eva Jonas, University of Salzburg_
Scientific Programme

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09:00 - 10:40

T02 Social influence and moral judgement

T02:01 Being ostracized without feeling excluded: The influence of social norms on reflexive reactions to ostracism
Two experiments investigated how social norms influence reactions to ostracism from a situated cognition perspective. Individuals who believed that exclusion was consistent with compared to violating social norms of inclusion neither interpreted exclusion as threatening nor showed typical need-threat reactions.

Selma Carolin Rudert, University of Basel
Rainer Greifeneder, University of Basel
09:00 - Universiteitstheater

T02:02 The effects of ostracism on cognitive control
This study examines the effects of ostracism on cognition. Using the Cyberball, a standard Simon task (and electrophysiological indicators of emotional arousal) we show how powerful even short periods of ostracism can be in the regulation of inhibitory control.

Nelly Pannuzzo, Aix-Marseille University, CNRS
Idriss Tellier, Aix-Marseille University, CNRS, Fédération 3C, cognitive psychology laboratory - Jean-Yves Rotge, Psychiatry and Neurosciences center, INSERM, University of Paris Descartes - Philippe Fossati, UPMC, University of Paris Sorbonne, Hôpital de la Salpêtrière, ICM - Nathalie George, UPMC, CRICM, INSERM, CNRS, Hôpital de la Salpêtrière - Jean-Marie Besse, University of Lyon - Pascal Huguet, Aix-Marseille University, CNRS, Fédération 3C
09:20 - Universiteitstheater

T02:03 Lying as a matter of dying: Mortality salience and deception social relationships
We investigated and provided evidence for the idea that mortality salience increases adherence to the norm of honesty. We demonstrated, for example, that mortality salience led people to indicate less deception behavior in intimate relationships.

Marc-André Reinhard, University of Kassel
Simon Schindler, University of Kassel
09:40 - Universiteitstheater

T02:04 Motivated by vicarious models: The effectiveness of social exposure promoting cholesterol screening
We present an experimental study analyzing the effectiveness of social exposure, strengthening the persuasiveness of health-promotion communications. Results demonstrate that observing a role model matching message-framing improves individuals’ efficacy appraisal of cholesterol screening, and consequently their intention to perform it.

Lucia Bosone, Université Lumière - Lyon II
Frédéric Martinez, Social Psychology Research Group (GRePS), Université Lumière - Lyon II : EA4163
10:00 - Universiteitstheater
Self-interest bias of moral judgments of others’ actions
Three experiments showed that dishonest actions of others were judged as immoral, but the same actions seemed moral when serving observers’ material interests. This bias was completely mediated by increases in liking of the perpetrator (not by changes in mood).
Bogdan Wojciszke, University of Social Sciences and Humanities
Konrad Bocian, University of Social Sciences and Humanities, Sopot

Social identity and health: Social identity promotes recovery in vulnerable populations
In Social Identity and Health Part 1, we explore the experience and expression of social identity among the most vulnerable members of society. Our presentations cover depression, multiple sclerosis, pregnancy, homelessness, drug and alcohol addiction and smoking cessation.
Jolanda Jetten, University of Queensland
Tegan Cruwys, University of Queensland

Social identification and depression recovery: The curative benefits of group membership
Social group membership predicts depression recovery and prevents depression relapse. Social identification is found to be the mechanism through which groups exert their curative effects. We present three studies and argue that social treatments may be cost-effective and less stigmatising.
Tegan Cruwys, University of Queensland
S. Alexander Haslam, University of Queensland - Jolanda Jetten, University of Queensland - Genevieve A. Dingle, University of Queensland - Catherine Haslam, University of Queensland
09:00 - OMHP D0.09

Group identification and mental health among multiple sclerosis patients, school pupils and pregnant women
Three studies, involving multiple sclerosis patients attending support groups (Study 1), school pupils (Study 2), and pregnant women (Study 3), demonstrate that greater identification with social groups (e.g., support group, family, community, school) predict better mental health.
Fabio Sani, University of Dundee
Juliet Wakefield, University of Dundee - Kirsty Miller, University of Dundee - Samantha Swartzman, University of Dundee - Anne-Johanna McGregor, University of Dundee
09:20 - OMHP D0.09

Two pathways through adversity: Social identity, social support, and psychological well-being in a homeless sample
This study examined two potential pathways to well-being in clients of homeless accommodation services. Both identification with the service and multiple group identities were associated with higher social support at follow-up and through this, increased well-being.
Zoe C. Walter, University of Queensland
Genevieve A. Dingle, University of Queensland - Jolanda Jetten, University of Queensland - Catherine Philpot, University of Queensland - Cameron Parsell, Institute of Social Sciences Research - Ashleigh Kunde, University of Queensland
09:40 - OMHP D0.09
Scientific Programme

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**S03:04**

**Breaking bad: Social identity and network changes can benefit wellbeing and recovery from substance misuse**

Social identity and support were examined prospectively in N=129 adults entering treatment at a drug and alcohol therapeutic community. Moving from a substance using identity towards a “recovery” identity predicted wellbeing in treatment and reduced relapse at follow up.

*Genevieve A. Dingle, University of Queensland*
*Claire Stark, University of Queensland - Tegan Cruwys, University of Queensland - David Best, Monash University*

10:00 - OMHP D0.09

**S03:05**

**The decline of brand identity and smoking behaviour following the introduction of plain packaging**

This study provides evidence for the role of social identity processes affecting smoking behaviours after the introduction of plain tobacco packaging in Australia. Smokers who initially identified strongly with their tobacco brand smoked less after the policy change.

*Hugh Webb, Australian National University*
*Hanzhang Lin, Australian National University - Benjamin M. Jones, Australian National University - Kathleen McNeill, Australian National University - Li Lim, Australian National University - Andrew Frain, Australian National University - Kerry O’Brien, Australian National University - Daniel Skorich, Australian National University - Peta Hoffman, Australian National University - Tegan Cruwys, University of Queensland*

10:20 - OMHP D0.09

**S04**

**Cultural diversity: Costs and benefits of intercultural contact and engagement in majority and/or minority cultures**

Five presentations examine cultural diversity and intercultural relations across different theoretical perspectives (acculturation, intergroup dynamics, social network analysis), research designs/data (longitudinal, experimental, observational), national contexts (Dutch, British, Belgian, Spanish), outcomes (political attitudes, school performance, well-being), and group perspectives (majority, minority).

*Veronica Benet-Martinez, Universitat Pompeu Fabra and ICREA*
*Richard Crisp, Professor of Social Psychology at the University of Sheffield*

10:00 - OMHP D0.10

**S04:01**

**Domain-specific acculturation and adaptation of minority members**

This presentation will cover several studies looking into the relationship between domain-specific (at home and outside home) acculturation preferences and well-being among minority members in the UK and the Netherlands. Both cross-sectional and longitudinal results will be discussed.

*Linda Tip, University of Sussex*
*Rupert Brown, University of Sussex*

09:00 - OMHP D1.09
Scientific Programme

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S04:02  School ethnic density and psychological adjustment in 5-11 year old children
A longitudinal study will be presented showing the influence of school ethnic density (i.e., % of minority status children) on the psychological adjustment of minority and majority status children. Implications for the adaptive consequences of ethnic density will be discussed.

Adam Rutland, Goldsmiths, University of London
Philipp Jugert, Friedrich Schiller University - Rupert Brown, University of Sussex - Lindsey Cameron, University of Kent - Rosa Hossain, University of Kent - Anick Landa, University of Sussex - Dominique Le Touze, University of Sussex - Dennis Nigbur, Canterbury Christ Church University - Charles Watters, University of Sussex, Goldsmiths, University of London, Friedrich Schiller University Jena, University of Sussex, University of Kent, Canterbury Christ Church University - Rupert Brown, University of Sussex
09:20 - OMHP D1.09

S04:03  Costs and benefits of integration: Contextualizing minority acculturation and performance
We report two field experiments which document a downside of integration for minority engagement and performance in identity-threatening contexts. Perceived teacher fairness and support for integration were revealed as sources of identity valuation.

Karen Phalet, University of Leuven
Gülseli Baysu, University of Leuven
09:40 - OMHP D1.09

S04:04  Sharing power: Perceived political acculturation of Muslim immigrants
In four studies, this research examines majority member’s evaluation of Muslim immigrants’ political acculturation strategies. Findings indicate that diversity not only raises questions about cultural accommodation but also about group influence and power which are typically neglected in acculturation research.

Maykel Verkuyten, Utrecht University
Paul Hindriks, Utrecht University - Marcel Coenders, Utrecht University
10:00 - OMHP D1.09

S04:05  The company you keep: Content and structure of immigrants’ social networks and psycho-social adjustment.
Social network data from 233 immigrants living in Barcelona revealed that having networks that are ethnically and linguistically diverse, and with culturally heterogeneous clicks, is linked to higher levels of psycho-social adjustment, Catalan culture involvement, and bicultural identity integration.

Veronica Benet-Martinez, Universitat Pompeu Fabra and ICREA
Lydia Repke, Universitat Pompeu Fabra - Eva Maciocco, Universitat Pompeu Fabra
10:20 - OMHP D1.09
Scientific Programme
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**T03:01**
*But I thought we were friends?! Interracial anxiety and the decline of children's interracial friendships*
In two studies we examine the antecedents and consequences of interracial anxiety in childhood. We present two possible avenues for promoting interracial friendships: prejudice theories (children's beliefs that prejudice is fixed or malleable) and motivation to interact with diverse others.
*Amanda Williams, University of Hawaii*
*Kristin Pauker, University of Hawaii - Evan Apfelbaum, Massachusetts Institute of Technology - Carol Dweck, Stanford University - Jennifer Eberhardt, Stanford University*
09:00 - OMHP D0.08

**T03:02**
*Help or hurt, I just want to matter - desire for impact guides post-ostracism behavior*
We investigated whether increases in prosocial and aggressive tendencies following ostracism would be motivated alike by the desire for having an impact on others. Indeed, impact guided behavior: ostracized participants preferred the high-impact option, whether it meant hurting or helping.
*Hannah M. Schade, Humboldt-Universität Berlin*
*Irena Domachowska, Technische Universität Dresden - Alex D. Mitchell, University of Washington - Kipling D. Williams, Purdue University*
09:20 - OMHP D0.08

**T03:03**
*‘Not one of us’: The denial of ingroup characteristics to suspected perpetrators of terrorist acts*
Fearful and prejudiced British and White American participants literally perceived images of the Woolwich attackers and the Tsarnaev brothers — targets of ambiguous national and racial status, respectively — as less British and White. Denying ingroup characteristics promoted aggressive reactions.
*Nour Kteily, Kellogg School of Management*
*Sarah Cotterill, Harvard University - James Sidanis, Harvard University - Jennifer Sheehy-Skeffington, Harvard University - Robin Bergh, Uppsala University*
09:40 - OMHP D0.08

**T03:04**
*When and why do we interact with dehumanized groups?*
Through three studies we verified that animalistically and mechanistically dehumanized groups were preferred to interact in the social and in the professional context respectively. Moreover, the objectification was the process that explained those preferences.
*Rocio Martinez, University of Granada*
*Rosa Rodríguez-Bailón, University of Granada - Miguel Moya, University of Granada - Jeroen Vaes, University of Padova*
10:00 - OMHP D0.08

**T03:05**
*Self-dehumanization tendencies of the homeless: Identification antecedents and coping consequences*
The study looks at self-dehumanization tendencies of stigmatized people. It specifically focuses on homeless people and examine the antecedents as well as the consequences of self-dehumanization.
*Stéphanie Demoulin, Université catholique de Louvain*
*Jacques-Philippe Leyens, Université catholique de Louvain*
10:20 - OMHP D0.08
The self in surroundings and vice-versa: The interplay between social environments and self-perceptions

Tackling a variety of topics with innovative methodologies this symposium takes a fresh look at the idea that self-perceptions form in the interplay with the very social environments they construe. Processes, structural correspondences, and theoretical considerations are explored and discussed.

Lysann Zander, Freie Universität Berlin
Constantine Sedikides, University of Southampton

How a seemingly innocuous social environment still influences the self: The hubris hypothesis

Innocuous social environments influence the self if they are construed as threatening. Consistent with the hubris hypothesis and challenging social comparison theory, observer dislike self-superiority claims if these claims are explicitly comparative and because they are then construed as offending.

Vera Hoorens, University of Leuven
Constantine Sedikides, University of Southampton

Moral contagion effects in everyday interpersonal encounters

The present research observed that participants who came into physical contact with a transgressor experienced more personal state guilt, with the effects being particularly pronounced in those with high disgust sensitivity.

Kendall Eskine, Loyola University New Orleans

Activation of a significant other’s social network in transference: Implications for collective identity

Previous work demonstrated activation of a significant other’s social categories in transference. We show that knowledge of a significant other’s social network is also activated in transference. Combined, these processes are likely to influence collective identity and intergroup bias.

Adil Sarıbay, Boğaziçi University of Istanbul,
Elizabeth Przybylinski, New York University · Susan M. Andersen, New York University

Looking over self’s shoulder: How social networks shape self-efficacy beliefs

We find that factual information from persons’ social networks, such as their popularity in social advice networks (social persuasion) and actual achievement of significant others (modeling) predict self-efficacy in learning contexts. Available information from social sources follows gender-stereotypic patterns.

Lysann Zander, Freie Universität Berlin

On the psychology of self-expression: Choice in the “age of opinion”

Three experiments show that the opportunity of opinion voicing partially satisfies the need for self-expression and hence undermines the self-expressiveness of subsequent choices. The mere prospect of opinion voicing suffices to yield this effect.

Michalis Kokkoris, University of Cologne
Ulrich Kühnen, Jacobs University Bremen
Scientific Programme

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T04:01 Arguments for helping, arguments for change: A mixed methods investigation of mobilisation in anti-deportation campaigns
The present study is a mixed methods investigation of mobilisation in anti-deportation campaigns. Three psychological strategies relating to distinct components of social identity are found to mobilise support for helping behaviour and social change. Effectiveness of these strategies is evaluated.
Caoimhe Ryan, University of St Andrews
Steve Reicher, University of St Andrews
09:00 - OMHP C0.17

T04:02 What triggers conspiracy theories: Deprivation of cognitive or behavioral control over political world?
Three online studies with Polish participants (cross-sectional, longitudinal, and experimental) found that sense of powerlessness, not meaninglessness of political world, increases conspiracy thinking about Jews, Germans and Russians. Results point to an important role of control deprivation in conspiracy theorizing.
Mirek Kofta, University of Warsaw
Michał Bilewicz, University of Warsaw, Psychology Faculty
09:20 - OMHP C0.17

T04:03 The ironic effects of national identification on support for collective action
This three-wave study among Ingrian-Finnish migrants focused on the effects of Finnish national and Russian minority identification on support for collective action, via perceived permeability. The results showed the attenuating effects of national identification on ethnic migrants’ political engagement.
Tuuli-Anna Mahönen, University of Helsinki
Inga Jasinskaja-Lahti, University of Helsinki
09:40 - OMHP C0.17

T04:04 New insights into how and when intergroup contact undermines collective action: Trust and perceived typicality
Two cross-sectional studies among immigrants in Finland and Cyprus demonstrate that positive intergroup contact undermines collective action among the disadvantaged through increasing outgroup trust. However, contact-related demobilization was significantly reduced when advantaged-group contact partners were viewed as atypical, affording subtyping.
Fabian M. H. Schellhaas, Yale University
Hüseyin Cakal, University of Exeter - Miles Hewstone, University of Oxford
10:00 - OMHP C0.17

T04:05 A longitudinal test of collective action and outgroup attitudes
The study longitudinally investigated whether positive out-group attitudes predict collective action tendencies or collective action predicts outgroup attitudes. We found a negative reciprocal relation between collective action tendencies benefitting the ingroup Turkish Cypriots and positive outgroup attitudes toward Greek Cypriots.
Huseyin Cakal, University of Exeter
10:20 - OMHP C0.17
Scientific Programme

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T05 Self-regulation and communication

T05:01 An investigation into self-regulation offline associated with multiple audiences present on Facebook
This research examines how Facebook users regulate their behaviour offline to avoid a negative evaluation by online multiple audiences. A 2X2 independent groups design showed users normalise their behaviour beyond the interactions that take place on the site itself.
Ben Marder, University of Edinburgh
Adam Joinson, University of West England - Avi Shankar, University of Bath - David Houghton, University of Birmingham
09:00 - OMHP C2.17

T05:02 Losing face on Facebook? A self-regulation perspective on inappropriate self-presentation in social media environments
The current research examined the relation between self-regulation and inappropriate self-presentation and disclosure on social media. Results suggest that failures in self-regulation (moments of low self-control) may explain why individuals share information that has potential to lead to negative consequences.
Nicole Muscanell, Knowledge Media Research Center
Rosanna Guadagno, National Science Foundation - James Hamilton, University of Alabama
09:20 - OMHP C2.17

T05:03 Self-control deficits lead to disinhibited behaviours that signal high social power
People with low self-control engage in behaviours associated with high social power, yet no experiments have established a direct link between these constructs. Three studies demonstrated that low self-control is associated with disinhibited behaviour that signals high social power.
Jason McIntyre, The University of Queensland
Fiona Kate Barlow, The University of Queensland - Bill von Hippel, The University of Queensland
09:40 - OMHP C2.17

T05:04 Strategic control of mimicry effects by implementation intentions
Mimicry effects are difficult to control as individuals are mostly unconscious of them. Planning with implementation intentions but not mere goal intentions restored the mimicking effect on liking for dislikable others and reduced persuasive effects of being mimicked on spending.
Frank Wieber, Universität Konstanz
Sheeran, P., North Carolina at Chapel Hill - Gollwitzer, Peter M., Universität Konstanz and New York University
10:00 - OMHP C2.17

T05:05 Dealing with the demands of interpersonal hierarchies: Non-verbal posturing preferences of regulatory focus
Examined how promotion versus prevention individuals manage demands of hierarchies. Promotion-focused (prevention-focused) individuals exerted more self-control when collaborating with a physically dominant (submissive) partner - dominance and submissiveness are preferences (rather than habits) - regulatory focus determines preferred hierarchical positions.
Melvyn R.W. Hamstra, University of Amsterdam
N. Pontus Leander, University of Groningen - Jelena Pobric, University of Groningen
10:20 - OMHP C2.17
Scientific Programme

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T06  Group cooperation

T06:01 Group monitoring offsets poor creative thinking caused by sleep deprivation
Sleep deprivation causes a variety of cognitive impairments. The current experiment showed that fatigued problem solvers are less cognitively flexible than those who are alert, even when cued towards new strategies. However, group members were protected from this via group-monitoring.
Daniel Frings, London South Bank University
09:00 - OMHP A0.08

T06:02 I relax after my group succeeds: Substitution of group achievement for personal goal pursuit
We test the idea that group achievements can substitute for an individual’s pursuit of a conceptually similar, yet distinct personal goal. This “group-person goal substitution” occurs only when individuals identify with the group.
Tal Eyal, Ben Gurion University of the Negev
Benjamin Converse, University of Virginia - Ayelet Fishbach, University of Chicago
09:20 - OMHP A0.08

T06:03 The influence of social value orientation on spontaneous cooperation behavior
Questioning the intuitive nature of cooperation behavior, indicated by Rand, Greene and Nowak (2012), we differentiate their results by showing an interaction of decision time with one’s social value orientation - indicating lower cooperation for pro-socials, the longer the decision time.
Dorothee Mischkowski, University of Goettingen
Andreas Glöckner, University of Goettingen and Max-Planck Institute Research on Collective Goods
09:40 - OMHP A0.08

T06:04 Evidence for strong synergy in group problem solving
We found evidence of strong synergy in group problem solving. Groups were able to solve difficult problems that none of their members correctly solved individually prior to group discussion. Synergy was positively related to pre-discussion dissent.
Thomas Schultze, Georg-August-Universität Göttingen
Joachim Huffmeier, Westfälische Wilhelms-Universität Münster - Alexander Freund, Leuphana-Universität Lüneburg
10:00 - OMHP A0.08

T07 Methodological innovations

T07:01 Construction and validation of a laboratory aggression paradigm to measure instrumental aggression
The following study presents an approach to measure instrumental aggression in the laboratory. The validation and construction of the instrumental aggression paradigm (IAP), is based on a total of n= 280 male subjects, from five independent samples.
Antonia Krefeld, University of Bern
Margit E. Oswald, University of Bern
09:00 - OMHP F0.02
### Social categorization in motion: Investigating “who said what?” with mouse tracking

Our study validated Mouse Tracking as an implementation in the „Who-said-What?” paradigm in order to provide information about the temporal dynamics and subjective confidence of decision processes in the context of social categorization in face processing and person perception.

*Marleen Stelter, Hamburg University*
*Juliane Degner, Hamburg University*

09:20 - OMHP F0.02

### On the benefits of adaptive designs and sequential analyses for psychological science

I discuss how sequential analyses and adaptive designs allow researchers to repeatedly analyze data, stop when results are significant, or increase the sample size based on observed effect sizes, while controlling type 1 errors.

*Daniël Lakens, Eindhoven University of Technology*

09:40 - OMHP F0.02
Scientific Programme

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S06  Action performance and agency
Recent investigations have shown that the sense of self-causation, or agency, can be influenced by internal and external factors. The goal of the present symposium is to share the latest developments, conceptual and methodological, in research within this domain.

Tom Damen, Behavioural Science Institute, Radboud University Nijmegen
Anouk van der Weiden, Brain Center Rudolf Magnus, Utrecht University Medical Center

S06:01 Plan your work, then simply work your plan: Prior action plans decrease sense of agency
Participants were required to plan or not plan ahead their actions. Results consistently show that prior action planning leads to lower experiences of self-causation, or agency, compared to situations in which participants were not required to plan.

Tom Damen, Behavioural Science Institute, Radboud University Nijmegen
Rick van Baaren, Behavioural Science Institute, Radboud University Nijmegen - Ap Dijkstra, Behavioural Science Institute, Radboud University Nijmegen - Marcel Brass, Ghent University

S06:02 Doing is for liking, choosing is for wanting: How agency, affect, and motivation are related
The relation between self-agency, affect, and motivation as a function of self-chosen versus imposed goals was examined. Goal achievement enhanced both agency and affect, irrespective of choice. Motivation was only enhanced after achieving self-chosen goals. Mechanisms and implications are discussed.

Anouk van der Weiden, Brain Center Rudolf Magnus, Utrecht University Medical Center
Henk Aarts, Utrecht University - Kirsten I. Ruys, Utrecht University - Neeltje van Haren, Brain Center Rudolf Magnus, Utrecht University Medical Center

S06:03 Weakening the belief in free will alter behavioral and neural markers of action control
Previous research shows that weakening the belief in free will affects social behavior as well as neurocognitive markers of cognitive control. Here I present an experimental investigation showing that challenging free will can reduce neural markers of action control.

Davide Rigoni, Ghent University
Gilles Pourtois, Ghent University - Marcel Brass, Ghent University

S06:04 Intentional binding and responsibility: temporal unbinding of actions and effects when inflicting pain on others
Subjects were asked to inflict shocks of different pain intensities on an alleged other person. There was a decrease of intentional binding, an implicit measure of agency, in the strong-pain condition, and especially so for people with high empathic concern.

Jelle Demanet, Ghent University
Anne Löffler, McGill University - Lize Decoster, Ghent University - Dorit Wenke, Humboldt University Berlin - Marcel Brass, Ghent University
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Wednesday July 9
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T08:01  Gender and sexism

Belief in the social construction of gendered personality
We test the hypothesis that people consider feminine traits to be less socially
acquired than masculine traits. Participants considered negative feminine traits
to be less learned than other traits regardless of target gender. We explore this
within a system-justification framework.

Lauren Ruth, Yale University
Jaime Napier, Yale University - Jojanneke van der Toorn, Leiden University - Anna-Kaisa
Newheiser, University of Washington
11:05 - VOC zaal

T08:02  Combating sexism: Challenging implicit stereotypical associations in contexts
of benevolent and hostile sexism
The goal of our research was to examine the impact of exposure to benevolent
and hostile sexism on gender stereotypes. In two studies, results showed
that when faced with sexism, women can challenge the activation of implicit
stereotypes.

Miguel R. Ramos, Instituto Universitário de Lisboa (ISCTE-IUL)
Manuela Barreto, University of Exeter and Instituto Universitário de Lisboa (ISCTE-IUL)
- Naomi Ellemers, University of Leiden - Miguel Moya, University of Granada - Lúcia
Ferreira, Instituto Universitário de Lisboa (ISCTE-IUL)
11:25 - VOC zaal

T08:03  Describing my body or my personality? The effects of self-objectification on
body monitoring and shame.
In the present study we propose a novel paradigm to test the effects of self-
objectification. As predicted, results showed that body surveillance and shame
increased for female participants asked to describe their physical aspect versus
their personality to a man.

Francesca Guizzo, University of Padova
Mara Cadinu, University of Padova
11:45 - VOC zaal

T08:04  Exposure to hostile sexism (de)motivates women's collective action
tendencies: The role of emotions.
We show that hostile sexism (de)motivates women's collective action intentions
through different emotions: induced anger increases women's readiness to
engage in social competition or collective action for parity, whereas induced lack
of security decreases women's readiness to compete.

Elena Lemonaki, Cardiff University
Greg Maio, Cardiff University - Tony Manstead, Cardiff University
12:05 - VOC zaal

T08:05  Group identification moderates men and women's response to claims of
anti-male sexism
Across 2 studies, gender group identification shaped men and women's
responses to men's claims of anti-male bias. Greater gender ID was associated
with more favorable reactions to claimants among males and less favorable
reactions among female participants.

Joseph Wellman, Wesleyan University
Katherine Schad, Wesleyan University - Clara L. Wilkins, Wesleyan University
12:25 - VOC zaal
Scientific Programme

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S07 Interpersonal processes in emotion regulation
Emotions are often experienced in interactions with other people. Nevertheless, past research has neglected interpersonal processes in how emotions unfold and in how they are regulated. This symposium unites research highlighting the benefits of an interpersonal approach to emotion regulation.

Jan Crusius, University of Cologne
Jens Lange, University of Cologne

S07:01 Still a friend? Affiliation vs. distancing as a consequence of emotion regulation
I suggest that emotion regulation is regulation of relationships. Four experiments manipulated emotion and interpersonal closeness. Results 1) clarify the conditions under which a certain emotion leads to affiliation or distancing - 2) show how emotion regulation feeds back into relationships.

Nicole Harth, Friedrich Schiller University Jena
11:05 - Doelenzaal

S07:02 Dealing with shame
Shame has been associated with opposing behaviors: social withdrawal and pro-social behavior. Our research demonstrates that we can understand this by taking into account how the context of the emotion allows for dealing with shame’s central concern of self-threat.

Stephanie C.M. Welten, Amsterdam School of Communication Research (ASCoR), University of Amsterdam
Marcel Zeelenberg, Tiber, Tilburg University - Seger M. Breugelmans, Tiber, Tilburg University
11:25 - Doelenzaal

S07:03 A functional approach to envy: Counterfactuals as a mechanism in benign and malicious envy
Three studies suggest that counterfactual thoughts are a cognitive-motivational mechanism behind envy effects. Participants spontaneously generate counterfactuals after envy experiences, while after benign envy those thoughts are more self-related and additive and after malicious envy they are more other-related.

Jens Lange, University of Cologne
Jan Crusius, University of Cologne
11:45 - Doelenzaal

S07:04 Find, remind, and bind: Examining potential behavioral, psychological, and biological mechanisms for gratitude’s social functions
Gratitude has been proposed to “find, remind, and bind” the grateful recipient of a benefit psychologically closer to the beneficiary (Algoe, 2012). New data from studies involving both members of ongoing romantic relationships suggests potential mechanisms through which this happens.

Sara Algoe, UNC Chapel Hill
12:05 - Doelenzaal
Scientific Programme

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S07:05  
A self-regulation perspective on empathy: Age differences in children's mimicry and counter-mimicry of emotions
We argue that beyond understanding another's feelings, empathy entails responding to emotions in ways most appropriate to the situation and one's own social goals. We therefore expect and show that mimicking facial expressions is not always the most appropriate response.

*Michael Häfner, Utrecht University*
*Skyler Hawk, Utrecht University*
12:25 - Doelenzaal

S08  
Understanding perceived self-other similarity as the social dimension of psychological distance
This symposium aims to shed new light on the social dimension of psychological distance. It brings together diverse empirical perspectives (social projection, social comparison, construal level) that converge in an understanding of social distance as the perception of self-other similarity.

*Karl-Andrew Woltin, Catholic University of Louvain at Louvain-la-Neuve*
*Maya Machunsky, University of Mannheim*

S08:01  
Open path toward a superior other decreases the psychological distance: self-evaluative assimilation, self-inclusion, and self-construal
This research examines how the feeling of distance with an upward comparison affects one's self-perception. Four studies show that the feeling that the path toward the other is open decreases psychological distance between the self and the target's representation.

*Maria-Pierre Fayant, University of Geneva*
*Dominique Muller, Univ. Grenoble Alpes - Cécile Nurra, Univ. Grenoble Alpes - Theodore Alexopoulos, University Paris Descartes - Richard Palluel-Germain, Univ. Grenoble Alpes*
11:05 - Universiteitstheater

S08:02  
The role of psychological distance in perceptions of similarity and humor generation
Psychological distance (e.g., time from an interaction) affects perception of a social target's similarity to the self. Greater distance reduces similarity, but strengthens the use of communication tools fostering cooperation (politeness) and a shared understanding of reality (use of humor).

*Elena Stephan, Bar-Ilan University*

S08:03  
The perception of self-other similarity serves distance regulation
Perceived self-other similarity indicates social distance. Therefore, similarity perceptions may be varied instrumentally to attain closeness, respectively distance to others. Five studies showed that similarity increases under conditions generally eliciting spatial approach, supporting the assumption that similarity serves distance regulation.

*Maya Machunsky, University of Mannheim*
11:45 - Universiteitstheater
The role of perceptual disfluency in perceptions of similarity: Basic effects and social consequences
We investigated the impact of disfluency on social distance and considered social consequences. Across five studies, disfluency increased perceived self-other dissimilarity and distance, diminished resource-allocation to and informational conformity with others, and increased preferences for verbal over pictorial communication means.
Karl-Andrew Woltin, Catholic University of Louvain at Louvain-la-Neuve
Olivier Cornelle, Catholic University of Louvain at Louvain-la-Neuve - Vincent Yzerbyt, Catholic University of Louvain at Louvain-la-Neuve
12:05 - Universiteits theater

The role of level of construal in the effects of similarity on interpersonal liking
We explored the similarity-liking relationship from the perspective of construal level theory. Three studies showed that liking of similar others was based relatively more on the valence of low compared to high level construal features than liking of dissimilar others.
Ido Liviatan, The Open University
Yaacov Trope, New York University - Nira Liberman, Tel Aviv University
12:25 - Universiteits theater

Social identity and health: Social identity enhances resilience and well-being
Social Identity and Health Part 2 explores how maintaining, crafting, and managing identity promotes resilience and well-being. We show that social identities do not merely promote freedom from illness, but enable people to thrive in a state of well-being.
S. Alexander Haslam, University of Queensland
Katharine Greenaway, Canadian Institute for Advanced Research and University of Queensland

Social group participation, identity continuity and well-being after the loss of an intimate partner
Social groups help to maintain identity continuity, which has a positive effect on well-being. Individuals who lost a partner and who participate in groups or feel continuity report greater well-being. Continuity also moderated the effects of loss on well-being.
Dario Spini, Institute for Social Sciences and National Centre of Competence in Research LIVES University of Lausanne
Nadia Girardin, Institute for Social Sciences and National Centre of Competence in Research LIVES, University of Lausanne - Davide Morselli, Institute for Social Sciences and National Centre of Competence in Research LIVES, University of Lausanne
11:05 - OMHP D0.09

Social inclusion enhances the health and well-being of seniors: Preliminary findings from the AGES project
This project investigates (1) the effects of social inclusion on cognitive, mental and physical health among older adults receiving care, and - (2) the effectiveness of social media training at increasing social connectedness and through this improving individual health and well-being.
Thomas Morton, University of Exeter
Neil Wilson, University of Exeter - Catherine Haslam, University of Queensland, - Megan Birney, University of Exeter - Angela Genova, Fondazione Giacomo Brodolini - Lucia Giovagnoli, Fondazione Giacomo Brodolini - Lauren-Grace McCloskey, University of Exeter
11:25 - OMHP D0.09
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S09:03 Leaders enhance team members' health and well-being by furthering social identity
The present research extends previous work on leadership and health by showing reduced burnout and enhanced work engagement when leaders are seen to build social identity through acts of identity entrepreneurship.
Niklas Steffens, University of Queensland
S. Alexander Haslam, University of Queensland - Rudolf Kerschreiter, Freie Universität Berlin - Sebastian C. Schuh, China Europe International Business School Shanghai - Rolf van Dick, Goethe University Frankfurt
11:45 - OMHP D0.09

S09:04 Coping with situational stigma: Ingroup ties, identity performance, and well-being in physical disability
This study investigated how physically disabled people react to situational stigmatisation. When responding to different audiences a number of contextual meta-stereotypes are made salient. Physically disabled people reflexively construct their identity to protect well-being in response to these stereotypes.
Stuart Read, University of Exeter
Thomas Morton, University of Exeter - Michelle Ryan, University of Exeter
12:05 - OMHP D0.09

S09:05 The control within, from without: Group identification improves health and well-being through increased perceived control
In six studies using multiple methodologies, group identification was associated with higher perceived control and through this better health and well-being. This was observed in religious, political, student, national and minority groups and with multiple indicators of health and well-being.
Katharine Greenaway, Canadian Institute for Advanced Research and University of Queensland
Renate Ysseldyk, Carleton University - Tegan Cruwys, University of Queensland - Courtney Heldreth, University of California, Los Angeles - Nyla Branscombe, Kansas University - S. Alexander Haslam, University of Queensland
12:25 - OMHP D0.09

S10 Deconstructing Muslim identity
This symposium examines the multifaceted nature of Muslim identity, and its social-psychological consequences (e.g., emotions, motivation, identification, collective action), across a diverse set of cultural and sociopolitical contexts (Turkey, the Netherlands, US).
Patricia M Rodriguez Mosquera, Wesleyan University
Karen Phalet, University of Leuven, Belgium

S10:01 Contested Muslim identity: Different political values, concerns and actions in the Gezi Park protest
Gezi Park protests challenge a simplistic religious cleavage opposing secularists to Islamists. Focusing on different political concerns and actions, this research shows different political consequences of Muslim identity for religious or secular Muslims with authoritarian or democratic political values.
Gülseli Baysu, Kadir Has University
11:05 - OMHP D1.09
Identity threat and upward mobility in Muslim women: A social identity perspective
We present our work on self-regulatory and identity processes in Muslim women making decisions regarding upward mobility in education and work – an especially interesting group pursuing upward mobility in the face of challenges from both ingroup and outgroup.
Colette van Laar, Leiden University
Belle Derks, Leiden University - Naomi Ellemers, Leiden University
11:25 - OMHP D1.09

The ten-year 9/11 anniversary: Emotions and coping among Muslims in the US
I present a study that examined the emotions of Muslim Americans in the days preceding the ten-year 9/11 anniversary. I measured the concerns and coping responses associated with three emotions: sadness, fear, and anger.
Arielle Selya, Quantitative Analyses Center, Wesleyan University
11:45 - OMHP D1.09

The gendered nature of Muslim Americans’ emotions about societal devaluation
I present two studies on Muslim Americans’ emotional responses to societal devaluation. The studies show similarities and differences in how Muslim American women and men feel about the ways they are viewed and treated by others.
Patricia M Rodriguez Mosquera, Wesleyan University
12:05 - OMHP D1.09

Discussant
Maykel Verkuyten, Utrecht University
12:25 - OMHP D1.09

Overcoming dehumanization
Tackling the problem of overcoming dehumanization, four distinct mechanisms in both intergroup and interpersonal settings are proposed that demonstrate that others might be seen as more human through categorisation processes, mechanisms of social comparison, similarity and self-dehumanization.
Jeroen Vaes, University of Padova

Reducing dehumanization outcomes towards Blacks: The role of multiple categorization and human identity
This contribution addresses reduction of dehumanisation towards Blacks. Results highlighted the combination of multiple categorisation and human identity as the most effective strategy in reducing dehumanisation assessed through attribution of secondary emotions and inalienability of human rights.
Flavia Albarello, University of Bologna
Monica Rubini, University of Bologna
11:05 - OMHP D0.08
Keeping up (or down) appearances: Re-humanizing the self across status divides
Participants sought to appear more human by engaging in social compensation to counteract meta-stereotypes. Upward comparers emphasized competence, downplaying warmth, while downward comparers emphasized warmth, downplaying competence. Social comparisons shape impression management goals, potentially maintaining status divides.

**Jillian K. Swencionis, Princeton University**

**Susan T. Fiske, Princeton University**

11:25 - OMHP D0.08

Rehumanizing our defenders: Overcoming dehumanization of military personnel and its consequences
To overcome the dehumanization of military personnel by civilians they protect, three strategies were examined. Rehumanization was difficult but achievable, but explaining why the military was dehumanized was sometimes more effective in increasing support for military personnel than rehumanization.

**Paul Bain, University of Queensland**

**Rebecca Paterson, University of Southern Queensland** - **James Hirst, University of Queensland** - **Angel Gómez, Universidad Nacional de Educación a Distancia, UNED, Madrid** - **Alexandra Vázquez, Universidad Nacional de Educación a Distancia, UNED, Madrid**

11:45 - OMHP D0.08

Bounded in humanity: Self-dehumanization motivates the humanization of the other in conflicting interpersonal relations
People who treat others immorally tend to see both the other and themselves as less human. Three studies are presented that demonstrate that this double dehumanization can motivate people to recuperate their own humanity through the re-humanization of the other.

**Jeroen Vaes, University of Padova**

**Brock Bastian, University of Queensland**

12:05 - OMHP D0.08

Moving as one: The what’s, how’s and why’s of behavioral synchrony
Four talks consider the conditions that encourage behavioral synchrony, the mechanisms by which synchrony exerts its positive effects, and the scope of those effects.

**Natalie A. Wyer, University of Plymouth**

**Kimberley A. Quinn, DePaul University**

Social gravitation: Evidence for entrainment among in-group interactants (but not out-group ones)
Does behavioral entrainment arise more when interacting with someone who holds in-group membership? This experiment provides behavioral evidence that—despite explicit instructions to not synchronize—in-group membership elicits greater entrainment compared to out-group membership. Implications for in-group/out-group interactions are discussed.

**Tanya Vacharkulksemsuk, University of California, Berkeley**

**Sophie Trawalter, University of Virginia** - **Kimberley A. Quinn, DePaul University**

11:05 - OMHP F0.01
S12:02  Synchrony protects against embarrassment
Two experiments demonstrated that engaging in synchronous activities with
other people attenuated anticipated and experienced embarrassment in
subsequent activities. The present research therefore suggests that synchrony
can affect people's emotional experiences even outside of the synchronous
activity itself.
Scott S. Wiltermuth, University of Southern California
Piercarlo Valdesolo, Claremont McKenna College - Derek J. Harmon, University of
Southern California
11:25 - OMHP F0.01

S12:03  Contributions of conditioning and fluency to the synchrony–liking relationship
We examined conditioning and fluency in the context of synchrony. Compared
to baseline, asynchrony led to less fluency and more negative associations, but
synchrony had no effect. Apparently positive effects of synchrony may actually
reflect negative effects of asynchrony.
Kimberley A. Quinn, University of Birmingham and DePaul University
Juliane J. Honisch, University of Birmingham - John T. Cacioppo, University of Chicago
11:45 - OMHP F0.01

S12:04  With us or against us: Synchrony and social exclusion
Three experiments investigated the effects of partial synchrony (in which some,
but not all, members of a group behaved in a synchronous manner). Results
indicate harmful effects on those left out-of-sync and benefits for those uniquely
in-sync with each other.
Natalie A. Wyer, University of Plymouth
Patric Bach, University of Plymouth - Kimberley A. Quinn, University of Birmingham
and DePaul University
12:05 - OMHP F0.01

T09  Intergroup emotions

T09:01  National identity content and identity based defensiveness against collective
emotions in the US and Germany
We investigated how national context in the US and Germany shapes individual
national identity content and how this content is used to deal with group based
emotions of guilt and shame.
Johannes Kopf-Beck, University of Konstanz
Ruth Dittmann, Berlin Social Science Research Center - Nina Rouhani, Columbia
University - Valerie Purdie-Vaughns, Columbia University
11:05 - OMHP C0.17

T09:02  Hope and change: Dynamic perceptions induce hope in conflict resolution
We examine ways in which hope can be indirectly regulated in intractable
conflicts. Using multiple methodologies, hope regarding the Israeli-Palestinian
conflict was induced by changing dynamic (vs. static) perceptions of reality,
indirectly increasing support for concessions for peace.
Smadar Cohen-Chen, University of Sheffield
Richard J. Crisp, University of Sheffield - Eran Halperin, Interdisciplinary Center, Herzliya
11:25 - OMHP C0.17
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T09:03  Conformity vs. emotional burden: How group-based emotions are influenced by collective emotions
Underlying group-based emotions is the assumption that they are driven by a process of conformism. However, emotions may be experienced in the name of a collective that does not share these emotions. We examine this process and when it occurs.
Amit Goldenberg, Stanford University
Eran Halperin, Interdisciplinary Center, Herzliya - Tamar Saguy, Interdisciplinary Center, Herzliya
11:45 - OMHP C0.17

T09:04  The feeling of being moved as a social relational emotion
We describe a distinctive social emotion, the feeling of being touched or moved. Based on relational models theory, we propose that it develops from confirmations of communal sharing relationships. We present data on the feeling’s causes, bodily symptoms, and consequences.
Beate Seibt, University of Oslo
Thomas Schubert, University of Oslo - Torleif Halkjelsvik, Norwegian Institute for Alcohol and Drug Research, Oslo - Alan Fiske, University of California, Los Angeles
12:05 - OMHP C0.17

T09:05  Grievances, vulnerability and emotions as predictors of reactions to austerity measures in Greece
Research in Greece, during the economic crisis, investigates reactions towards austerity measures and their predictors. Reactions range from individual and depression to radical and violent and are predicted by people’s position, feelings of vulnerability and grievances and by different emotions.
Xenia Chrossochoou, Panteion University
Stamos Papastamou, Panteion University, Athens, - Gerasimos Prodromitis, Panteion University, Athens
12:25 - OMHP C0.17

S13  “The truth is rarely pure and never simple”, and the same applies to truth judgments.
In this symposium we approach the effects promoted by different components of the fluency experience, such as the fluency associated with Aha-experiences and the fluency rising from repetition of perceptual and conceptual features, on subjective truth.
Teresa Garcia-Marques, ISPA, Lisbon

S13:01  Effects of aha-experiences on subjective truth
Aha-experiences include suddenly occurring processing fluency that results in the belief that a solution is correct. Experiments reveal effects of suddenness on judged truth. Questionnaire studies confirmed that Aha-experiences lead to the conviction that an insight is true.
Rolf Reber, University of Oslo
Victoria Huynh, University of Bergen
11:05 - OMHP C2.17
S13:02  Hearing a statement now and believing the opposite later
Two experiments found that participants provided higher truth judgments for
contradictory statements after one week despite the fact that contradictory
statements were judged as more false after a short delay, suggesting that
preserved perceptual fluency affected truth judgments.
*Rita R. Silva, ISPA, Lisbon*
*Teresa Garcia-Marques, ISPA, Lisbon - Rolf Reber, University of Oslo - Christian
Unkelbach, University of Cologne*
11:25 - OMHP C2.17

S13:03  Paraphrasing the truth: perceptual and conceptual fluency don’t always go
together.
Two experiments contrast effects of perceptual versus conceptual fluency
on truth judgments. Changing meaning but preserving surface structure of a
statement (vs. paraphrasing) maintains immediate illusion of truth but reduces
disruption of the illusion of falseness induced after one week.
*Teresa Garcia-Marques, ISPA, Lisbon*
*Rita R. Silva, ISPA, Lisbon - Rolf Reber, University of Oslo - Joana Mello, ISPA, Lisbon*
11:45 - OMHP C2.17

S13:04  Referential primacy effects in subjective judgments of truth
People believe repeated statements more than new statements and contradicting
statements. We show that this truth effect occurs because repeated statements
are encountered first and activate references in memory, which will be more
accessible when participants make truth judgments.
*Sarah Rom, University of Cologne*
*Christian Unkelbach, University of Cologne*
12:05 - OMHP C2.17

S13:05  A referential theory of subjective truth
Judging statements' truth is a central task in everyday life. We present a theory
that explain how people form such truth judgments that explains and unifies
classic findings (i.e., the truth effect) and makes new predictions.
*Christian Unkelbach, University of Cologne*
12:25 - OMHP C2.17
Folk scientists: The psychological relevance of people’s lay beliefs and theories
People rely on folk beliefs to maneuver through a complex world: (a) Scientific beliefs buffer against anxiety, (b) beliefs about willpower shape self-regulation, and (c) people intuitively endorse mind-body dualism, which (d) shapes mentalizing about and sharing others’ mental states.

Pascal Burgmer, University of Cologne
Matthias Forstmann, University of Cologne - Thomas Mussweiler, University of Cologne

Implicit theories about willpower predict rest-goal-activation following self-control exertion
We propose that for people who believe that willpower is a limited resource self-control exertion activates the goal to rest. Across four studies, these people preferred relaxation products, recognized rest-related words more quickly, and took longer breaks after initial exertion.

Veronika Job, University of Zurich
Katharina Bernecker, University of Zurich - Stefanie Miketta, Saarland University - Malte Friese, Saarland University
11:05 - OMHP A0.08

The hamster of Theseus: Adults are intuitive mind-body dualists
We introduce a new thought experiment-based measure of belief in mind-body dualism and show that adults are intuitive mind-body dualists by default: taxing participants’ cognitive resources or priming them with an intuitive (vs. analytical) thinking style both increases dualistic beliefs.

Matthias Forstmann, University of Cologne
Pascal Burgmer, University of Cologne
11:25 - OMHP A0.08

How beliefs in mind-body dualism shape mental-state reasoning
Four experiments examined the impact of beliefs in mind-body dualism on mental-state inference. Experimentally strengthening dualistic beliefs facilitated cognitive mentalizing while interfering with affective experience sharing. These divergent effects may be due to attenuated reliance on internal states among dualists.

Pascal Burgmer, University of Cologne
Matthias Forstmann, University of Cologne - Andrew R. Todd, University of Iowa - Thomas Mussweiler, University of Cologne
11:45 - OMHP A0.08

On the unique nature of humiliation: A cognitive appraisal approach
In two experiments we provide evidence of the unique nature of humiliation as a distinct self-conscious emotion, showing that humiliation shares central appraisals and action tendencies with shame and anger, but differs also from these two emotions in crucial aspects.

Saulo Fernández, Universidad Nacional de Educación a Distancia (UNED)
Eran Halperin, Interdisciplinary Center (IDC) Herzliya - Tamar Saguy, Interdisciplinary Center (IDC) Herzliya
11:05 - OMHP F0.02
Scientific Programme

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**T10:02**  The social benefits of suppressing positive emotions in outperformance situations
Previous research suggests that expressing positive emotions entails social benefits, while suppression may be costly. In three experiments, we show that in social situations involving outperformance, individuals tend to suppress their positive emotions, and that this suppression is socially rewarded.

*Marina Astahova, University of Konstanz*
Sarah E. Martiny, University of Konstanz - Thomas Goetz, University of Konstanz
11:25 - OMHP F0.02

**T10:03**  Unexpected and just missed: The influence of expectancy and proximity on negative emotions
Three experiments suggest that the unexpectedness of a negative outcome as well as the degree to which a positive outcome was just missed separately influence the motivational and experiential properties of the ensuing emotional response.

*Evelien Bossuyt, Ghent University*
Agnes Moors, Ghent University - Jan De Houwer, Ghent University
11:45 - OMHP F0.02

**T10:04**  Work more, then feel more: When effort shapes anticipated affect via an effort heuristic mechanism
PhD students awaiting a manuscript decision expected to feel happier if it were accepted the more effort it demanded, because they engaged in ‘effort heuristic’ (Study 1). Study 2 replicated this experimentally. We discuss this relationship’s moderators and behavioural implications.

*Gabriela M. Jiga-Boy, Swansea University*
Claudia Toma, Tilburg University - Olivier Corneille, Université catholique de Louvain
12:05 - OMHP F0.02
P01:01 Not too intense: The effect of emotional intensity on judgments of customer service
Emotion intensity matters. Testing the social influence of emotion we manipulated the intensity of happiness and sadness displays in a customer service setting. In a lab and field study we demonstrate how emotion intensity regardless of valance lowers service satisfaction.

Arik Cheshin, University of Amsterdam
Adi Amit, The Open University of Israel - Gerben A. Van Kleef, University of Amsterdam

P01:02 Some (don't) like it hot: Exploring the effect of non-physical temperature cues on consumer behavior
Do non-physical cues of temperature affect consumer behavior? We investigate the effects of images associated with hot versus cold temperature. Images of heat triggered greater materialism. The mechanism is increased concerns about death. Non-physical cues of heat convey existential threat.

Aurelia Mok, City University of Hong Kong

P01:03 Romantic red in the discotheque: A trigger for jealousy?
Color effects research on interpersonal attraction neglected so far effects on relationships. A 2 (red vs. blue dress) x 2 (discotheque vs. family gathering) experiment showed, that men are especially jealous if their female partner wears red in a discotheque.

Sascha Schwarz, University of Wuppertal

P01:04 The red romance effect, context and fertility: Do females who wear red subtly signal interest?
Women chose to wear significantly more red in clothes, accessories, or make-up when expecting to meet an attractive compared to a less attractive experimenter. We discuss this behavioral indicator of subtly communicating romantic interest in consideration of women's menstrual cycle.

Maria Agthe, Ludwig-Maximilians-University Munich
Daniela Niesta Kayser, University of Potsdam

P01:05 Red enhances women's attractiveness to men: First evidence suggesting universality.
Research in the U.S. and Europe shows that viewing red enhances men's attraction to women. This phenomenon is present in an isolated society in Burkina Faso, an effect showing that red's influence on attraction may be a human universal.

Adam Pazda, University of Rochester
Andrew J. Elliot, University of Rochester - Jessica Tracy, University of British Columbia - Alec Beall, University of British Columbia

P01:06 Construal level, affective and cognitive attitudes in the prediction of health-risk behavioral intentions
We explored how construal level moderated the role of affective and cognitive attitudes in predicting health-risk behavioural intentions. There was a stronger influence of affective attitudes both when participants were in abstract (vs. concrete) mindsets induced by a priming task.

Amparo Caballero, Universidad Autonoma de Madrid
Dolores Muñoz, Autonoma University of Madrid - Marta González-Iraioz, Autonoma University of Madrid - Itziar Fernández, Universidad Nacional de Educacion a Distancia - Pilar Carrera, Autonoma University of Madrid
**Poster Session 1**

**Wednesday July 9**

**13:00 - 14:00 - Atrium**

**P01:07**

**On the acquisition of political attitudes through evaluative conditioning**

We explore the acquisition of political attitudes through evaluative conditioning and show that a) valenced political slogans affect not only their subjects but also their donors, and b) the conditioned attitudes can be transferred to allied and opposite political parties.

*Joanna Sweklej, University of Social Sciences and Humanities*

*Robert Balas, Institute of Psychology Polish Academy of Sciences*

**P01:08**

**A perfect match: AMP effects are driven by congruency of prime and idiosyncratic target valence**

We tested whether AMP effects are driven by congruent trials of prime and target valence. We provide evidence that effects are strongest when prime valence matches idiosyncratic target valence. Implications for the underlying mechanisms of the AMP are discussed.

*Rebecca Weil, Hebrew University Jerusalem*

*Roland Neumann, University of Trier*

**P01:09**

**Don’t be sad, but distrust? The influences of sad mood and distrust on deductive reasoning**

The results of three experiments show the different influences of sad mood and distrust on deductive reasoning. Results reveal a noncoherent picture and show the dependence on the manipulation method used.

*Corina Tamara Ulshöfer, University of Bern*

*Margit E. Oswald, University of Bern*

**P01:10**

**Confabulating reasons for behaving bad**

Two studies were conducted to show that in the aftermath of unconsciously activated behavior, people experience negative affect and subsequently become inclined to confabulate a reason for this behavior, in particular when the behavior violates one’s standards.

*Mariëke Adriaanse, Utrecht University*

*Jonas Weijers, Utrecht University - Denise T. D. De Ridder, Utrecht University - Jessie De Witt Huberts, Utrecht University - Catharine Évers, Utrecht University*

**P01:11**

**Implicit threat, self-regulatory resources, and cognitive performance**

In two experiments (Ns = 78 and 130), brief confrontations with implicit threat cues impaired intellectual performance when participants were in an automatic processing mode. In contrast, no threat effect emerged when participants were in a relatively controlled processing mode.

*Alex Bertrams, University of Mannheim*

*Roy F. Baumeister, Florida State University - Stephanie Lichtenfeld, University of Munich - Chris Englert, Heidelberg University*

**P01:12**

**This can’t be right: Domain aspecific conflict enhances cognitive control**

Conflict adaptation is a robust phenomenon, but its domain specificity remains unclear. By investigating the influence of primes that contain semantic conflict on flanker performance, we showed that conflict adaptation can be domain general, if the conflict was strong enough.

*Maikel Hengstler, Radboud University Nijmegen*

*Rob W. Holland, Radboud University Nijmegen - Stijn de Laat, Radboud Universiy Nijmegen - Henk van Steenbergen, Leiden Institute for Brain and Cognition & Department of Cognitive Psychology, Leiden University - Ad van Knippenberg, Radboud Universiy Nijmegen*
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P01:13 The complexity of evaluative standards and susceptibility to implicit affect
The three experimental studies with the affective priming paradigm confirmed the significance of individual disposition, complexity of evaluative standards, for limiting diffusive affect impact. Complexity of standards reflect disposition to rely on reflection in evaluative processes.
Dorota Karwowska, University of Warsaw
Anna Szuster, University of Warsaw

P01:14 Deductive reasoning under distrust: Does a state of implicit distrust lead to an analytical thinking?
With a problem-solving task we examined if a state of implicit distrust fosters a more analytical thinking than a state of explicit distrust, which probably leads to a rather heuristic thinking.
Nicole Ruffieux, University Bern

P01:15 Tying Fremdschämen and embarrassment together: Behavioral, cognitive and physiological links explained through a two-process model
A process model for both Embarrassment and Fremdschämen was developed, addressing the overwhelming similarities between them. Four studies on its behavioral, cognitive and physiological aspects are presented, as well as on clarifying the relevance of empathy.
Paul Alvarez Löblich, Julius-Maximilians-Universität Würzburg

P01:16 Influence of individualistic and collectivistic mindsets on mind-reading performance
The study investigates whether a collectivistic mindset makes one more sensitive to others’ mental states (i.e. having higher mind-reading performance) in comparison with an individualistic mindset. Collectivism-primed participants were as accurate as, but faster than individualism-primed and control ones.
Tuong-Van Vu, Vrije Universiteit Amsterdam
Lydia Krabbendam, Vrije Universiteit Amsterdam - Sheida Novin, University of Michigan, Universiteit Utrecht

P01:17 Erring on the side of caution: Differences in self-control between Germans and Americans
We tested the relationship between tightness and self-control with a behavioral measure, the Stroop task, with American and German students. Consistent with our hypothesis, Germans performed better on the Stroop task than Americans, reflecting the influence of their tighter culture.
Michelle Dugas, University of Maryland
Marieke C. Van Egmond, Jacobs University - Michele J. Gelfand, University of Maryland - Cornelia Bestch, University of Erfurt

P01:18 Towards a culture-sensitive framework of social attitude-value linkages
A novel theory predicts how and when personal values are linked to social attitudes: values systematically underpin a set of five social attitudes while macro-contextual ecological and cultural factors facilitate or hamper the consistency of attitude-value linkages.
Diana Boer, Goethe University
Ronald Fischer, Centre for Applied Cross Cultural Research & Victoria University of Wellington
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P01:19  Symbologies, technologies, and identities: Critical junctures theory and the multi-layered nation-state
A new Critical Junctures Theory draws from Complexity Theory, or Dynamical Systems Theory, to investigate: How, in a converging but fragmenting world, are we learning or can we learn to live together, both within and between states?

James H. Liu, Victoria University of Wellington
Nora Fisher Onar, Bahcesehir University, Turkey - Mark W. Woodward, Arizona State University

P01:20  Exploring the intersection of personal and collective meanings: ‘Responsibility’ in the transition to adulthood
The notion of “responsibility” – usually regarded as a personal competence – can be reconceived as affective semiotic orientation of actions. Here we explored how a young person constructs personal meanings and create a value system as a “responsible person”.

Elsa Mattos, Universidade Federal da Bahia
Angela Branco, Universidade de Brasilia

P01:21  The relationship between greater empathy and psychosis traits is moderated by executive functions
The autism-psychosis model predicts enhanced empathy is related to psychosis, although executive function (EF) problems are also associated. Present results showed the relationship between empathy and psychosis was moderated by EF, suggesting atypical empathy and EF are both important.

Chris Ashwin, University of Bath
Laurie Batchelder, University of Bath; Mark Brosnan, University of Bath

P01:22  An empirical investigation of the relationship between empathy and intuition.
Empathy is central to social cognition. It is characterised as rapid, automatic and not effortful. Intuition is also described in this manner but no studies have compared empathy and intuition. For the first time, we find they are significantly related.

Mark Brosnan, University of Bath
Chris Ashwin, University of Bath - Neal Hinvest, University of Bath

P01:23  The influence of providing mood induction during break in nominal and interactive brainwriting groups
The effects of mood in the middle of the session in the both nominal and interactive groups were investigated. The positive mood condition had less production loss than the negative one. Interactive groups experienced less production loss than nominal groups.

Hamit Coşkun, Abant Izzet Baysal University
Bedirhan Gültepe, Abant Izzet Baysal University

P01:24  Different faces in the crowd: A happiness superiority effect for schematic faces in heterogeneous background
Previous research argues that methodological confounds cause the Anger Superiority Effect, the faster detection of angry than happy faces in crowds. Applying recommendations to eliminate these confounds, we found faster detection of happy than angry schematic faces in heterogeneous backgrounds.

Belinda Craig, The University of Queensland
Stefanie Becker, University of Queensland - Ottmar Lipp, University of Queensland
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P01:25 Mood moderates the influence of cognitive stimulation on the brainstorming performance
The role of music inducted mood and cognitive stimulation effects on brainstorming performance were investigated. Positive and negative mood enhanced idea generation in low activation, but neutral mood led to the high number of ideas in the high activation condition.

Bedirhan Gültepe, Abant Izzet Baysal University
Hamit Coşkun, Abant Izzet Baysal University

P01:26 When students worry for their professional future: Collective angst deteriorates divergent thinking
The present study is a first attempt to test the hypothesis that collective angst impairs divergent thinking.
Highly threatened undergraduates felt more collective angst and generated less divergent responses than those in the low threat and no threat condition.

Silvia Krauth-Gruber, University Paris Descartes
Virginie Bonnot, University Paris Descartes

P01:27 When in blue: How negative mood influences perception of self and others
The presented studies tested the hypothesis that negative mood hampers the routine strategies in social perception. Experiencing negative feelings (compared to positive ones) decreases the importance of communal qualities in perception of others and agentic qualities in perception of self.

Aleksandra Szymkow, University of Social Sciences and Humanities, Sopot

P01:28 Are metaphors helpful in understanding our experiences? Measuring metaphor usage and testing important theoretical assumptions
Metaphors are thought to facilitate the understanding of concepts with no physical referents. The current studies attempted to support this oft-asserted claim by creating a measure of metaphor usage and using it to predict theoretically relevant outcomes.

Adam K. Fetterman, Knowledge Media Research Center
Michael D. Robinson, North Dakota State University

P01:29 Looking up to virtuous others: Spontaneous upward shifts in gaze during moral elevation
Consistent with an embodied metaphorical convergence between high vertical space and concepts of virtue, our study shows spontaneous upward gaze shifts when participants describe their emotional reactions to expressions of virtue as compared to expressions of skill.

Gabriela Pavarini, University of Cambridge
Simone Schnall, University of Cambridge - Mary Helen Immordino-Yang, University of Southern California

P01:30 Social thermoregulation as social emotion regulation?
We find that sad (versus neutral) facial expressions elicit higher skin temperatures in perceivers, but only when displayed by the romantic partner (versus strangers). Our finding provides preliminary support for a supportive interpersonal function of physical warmth in close relationships.

Fieke M. A. Wagemans, Tilburg University
Hans IJzerman, Tilburg University
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P01:31 Revenge tastes sweet: Social judgments based on an idiomatic metaphor
Unlike most conceptual metaphors, idiomatic metaphors are actually used in everyday speech and discourse. In a series of experiments we found that individuals' social judgments of a harmful act were in line with the idiomatic metaphor “Revenge tastes sweet”.

Jens H. Hellmann, University of Münster
Deborah F. Hellmann, Criminological Research Institute of Lower Saxony - Gerald Echterhoff, University of Münster - Regina Jucks, Center for Teaching in Higher Education, University of Münster

P01:32 Hardiness mediates the effect of self-rumination and self-reflection on depression
In the present study, 121 participants answered questionnaire and the data was analyzed by structural equation modeling. The result showed that self-rumination predicts increased depression, mediated by poor hardiness. Meanwhile, self-reflection predicted decreased depression, mediated by high level of hardiness.

Miho Nakajima, University of Tokyo - Takashi Oguchi, Rikkyo University - Yoshihiko Tanno, University of Tokyo

P01:33 Mindfulness strategies for self-regulation: The role of meta-awareness and dereification
This presentation discusses Buddhist approaches to the regulation of dysfunctional affective states and behaviors, and then focuses on the meta-awareness cultivated in mindfulness practice and the way it enhances an innate capacity for dereification as the central strategy for self-regulation.

John D. Dunne, Emory University

P01:34 The benefits of simply observing: Mindful attention reduces temptation
Mindful attention refers to observing one's thoughts as mere mental events and is a major component of mindfulness. Here, three experiments show how this perspective can be used to reduce temptation in the domains of interpersonal attraction and healthy eating.

Esther K. Papies, Utrecht University - Tila M. Pronk, VU University, Amsterdam - Mike Keesman, Utrecht University - Lawrence W. Barsalou, Emory University

P01:35 Can meditation hold the thought pump? A computational cognitive model of meditation
To investigate the mechanisms underlying the effects of meditation on cognitive and emotional functioning, I developed a cognitive model of meditation practice. This model allowed me to simulate meditation practice on a computer, and infer effects on other cognitive tasks.

Marieke van Vugt, University of Groningen

P01:36 Actual-Ideal discrepancy is not always harmful for self-esteem: the moderating role of perceived control
Actual-ideal discrepancy is not always harmful for self-esteem because an ideal-self can be activated as an evaluation standard or as a future-self goal. This activation is made possible by a perception of control over the future achievement of the ideal-self.

Cécile Nurra, Univ. Grenoble Alpes - Daphna Oyserman, University of California - Pascal Pansu, Univ. Grenoble Alpes - Karine Dupond
The influence of entitativity and stereotype content on intergroup apology: Two correlational studies
We tested the influence of entitativity and stereotype content on intergroup apology and forgiveness in two correlational studies. We found that perceived outgroup warmth was associated with trust and forgiveness. An interaction effect between entitativity and competence was also revealed.

Christian Chan, The University of Hong Kong
Arya Awale, The University of Hong Kong - Kristen Ngo-Sze Tang, The University of Hong Kong - Tung Ting Natasha Kwok, University of Warwick - Deborah M. Ko, Chinese University of Hong Kong

Escalation of commitment and cognitive dissonance: The role of biased information processing and negative affect
Investigating whether biased information processing due to post-decisional dissonance encourages escalation of commitment, we find that biased sampling and weighting of preference-consistent and preference-inconsistent arguments might reflect attempts to decrease post-decisional dissonance and could foster escalation of commitment.

Hanna Fleig, University of Mannheim
Michael Diehl, University of Mannheim

A representative sampling approach to investigate evaluative information similarity with a spatial arrangement method
In three experiments, we validate a new measure of conceptual similarity that is based on spatial proximity, and we show the higher similarity of positive (compared to negative) information with representatively sampled subjects and representatively sampled positive and negative concepts.

Alex Koch, University of Cologne
Christian Unkelbach, University of Cologne - Hans Alves, University of Cologne

Reasoning about others’ reasoning: The bright side of the bias blind spot
Three studies showed that participants who displayed the bias blind spot performed better in reasoning problems if they were asked to examine responses that were said to come from other people than when those responses were not attributed to others.

Mário Ferreira, University of Lisbon
André Mata, University of Heidelberg - Klaus Fiedler, University of Heidelberg - Tiago Almeida, University of Lisbon, Faculty of Psychology

Socially distributed memory: when collaborating leads to forgetting and when it does not
Two experiments investigated the role of others as memory scaffolds. The first showed that when working in collaborative dyads, participants recall fewer partner words than baseline words. When participants don’t trust their partners then the reverse pattern emerges (Experiment 2).

Tomás Palma, University of Lisbon
Gün R. Semin - Utrecht University and Koç University - Margarida V. Garrido - CIS-ISCTE Lisbon University Institute and Utrecht University
Implicit monitoring of stereotypic beliefs
We explored the role of self-attribution of beliefs on contextual-priming, specifically of self-generation on misattribution. Primed stereotype-unrelated information had no effect unless it was misattributed as self-generated. But self-attribution may rely on other cues beyond self-generation per se.
Ana Sofia Santos, University of Lisbon
Leonel Garcia-Marques - University of Lisbon - B. Keith Payne - University of North Carolina at Chapel Hill - Rui S. Costa - University of Lisbon

Effects of goal-relevancy on judgments of typicality and truth
We explored whether goal-relevancy of items influences its informative value and typicality. We used two classic attentional selection tasks (Go-NoGo and Directed Forgetting) and observed that goal-relevant items were subsequently considered more typical (Study 1) and more true (study 2).
Tânia Ramos, University of Lisbon
Leonel Garcia-Marques - University of Lisbon - Ana Sofia Santos - University of Lisbon - Paula Carneiro - University of Lisbon

How anxiety and sentence context affect insult and compliment processing in an emotional Stroop task
Colour-naming is slower for coloured-font insults than for compliments presented in a sentence context. Furthermore, anxious, but not non-anxious, participants are slower to respond to self-directed sentences than to other-directed sentences. Linguistic meaning thus affects attention allocation, even if task-irrelevant.
Hannah De Mulder, Utrecht University
Marijn Struiksma, UIL OTS - Utrecht University - Jos van Berkum, UIL OTS - Utrecht University

Mood and verbal communication: Negative affect facilitates language understanding
Two experiments found that negative affect improved people's ability to identify linguistic ambiguity. Response latencies (Studies 1&2) and recall (Study 2) confirmed that negative mood produced longer and more attentive responses, and processing latencies mediated mood effects on detecting linguistic ambiguity.
Diana Matovic, University of New South Wales
Alex S. Koch, University of Cologne - Joseph P. Forgas, University of New South Wales

Effects of optimism on creativity under approach and avoidance motivation
Striving to avoid negative outcomes can be detrimental for creativity. Optimism eases anxiety, distraction, and disengagement – stressors playing a key role in undermining creativity under avoidance motivation. Optimism therefore reduces the negative effects of avoidance motivation on creativity.
Tamar Icekson, Ben-Gurion University of the Negev
Marieke Roskes, Ben Gurion University of the Negev - Simon Moran, Ben Gurion, University of the Negev

Threat broadens cognitive inclusiveness in threat-related domains
A motivation account is proposed to reconcile the inconsistent findings regarding the role of threat in information processing. Results of two experiments showed threat leads to more (less) inclusive thinking about threat-related (threat-irrelevant) information, and avoidance motivation mediated this effect.
Yujie Cheng, University of Amsterdam
Matthijs Baas, University of Amsterdam - Carsten K. W. De Dreu, University of Amsterdam
Eye movements involved in accurate empathic judgments
Empathic accuracy is the ability to correctly understand others’ emotion and thoughts. We show that the eye movement strategies adopted to scan people while talking about emotional events have an influence on the accuracy of empathic judgments.

*Dario Bombari, University of Neuchatel*
*Kevin N. Ochsner, Columbia University*

Emotionally intelligent people confidently regulate dissimilar others’ anger nearly as well as their own anger
Participants rated their confidence in being able to regulate their own anger, similar others’ anger, and dissimilar other’s anger. Results show that self-other dissimilarity is a factor making interpersonal emotion regulation difficult and trait emotional intelligence moderates this difference.

*Yuki Nozaki, Kyoto University - Japan Society for the Promotion of Science*
*Masuo Koyasu, Graduate School of Education, Kyoto University*

Influence of level of mental construal on the mimicry of peripheral and central gestures
We examined the influence of concrete or abstract thinking on the behavioral mimicry of context irrelevant, peripheral gestures versus context relevant, central gestures. Results suggest that the more abstract people think, the less they unconsciously imitate context-irrelevant gestures.

*Janet Wessler, University of Salzburg*
*Jochim Hansen, University of Salzburg*

Does moving together make others feel better? Perceptual and affective responses towards interpersonal synchrony
We examined observers’ reactions to others’ synchronized social interactions. The degree of synchrony affected observers’ affective evaluations, and the latter’s valence depended on the setting’s level of complexity. Synchrony was preferred over asynchrony in complex settings and vice versa.

*Avihay Berlin, The Hebrew University of Jerusalem*
*Sonia Roccas, The Open University of Israel*

Cognitive control of creativity
Evidence shows that creative behavior emerges from interactions between dissociable processes that are under voluntary control. I will provide an overview of the neural/neurochemical underpinnings of these subcomponents of creativity, and discuss strategies of how they can be enhanced.

*Bernhard Hommel, Leiden University*
*Lorenza Colzato, Leiden University*

The neuroscience of creativity
Neuroimaging techniques such as functional magnetic resonance imaging (fMRI) or the analysis of task-related changes of alpha activity in the electroencephalogram (EEG) have yielded some promising insights into potential brain correlates underlying different facets of creativity.

*Andreas Fink, University of Graz*
*Mathias Benedek, University of Graz*
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P01:54 Creative cognition emerges from the dynamic interplay between semantic and cognitive control brain networks
Neuroscientific investigations of diverse creative operations have revealed that the brain mechanisms underlying the processes of conceptual expansion versus overcoming knowledge constraints when trying to be creative implicate diverging roles played by fronto-parieto-temporal semantic and fronto-striatal cognitive control networks.
Anna Abraham, Kuwait University

P01:55 A neuro-imaging study of apparent behaviour: Predicting behaviour of non-human agents
We revisit the classic Heider & Simmel (1944) paradigm. Participants tell a story about non-random motion of agents, then predict their behaviour in a novel context. Distinct and overlapping brain systems differentiate humanness in agents, and predict the agents' performance.
Lasana Harris, Duke University
Beatrice Capestany, Duke University

P01:56 Effectance motivation: How to affect humanity perceptions of robots and humans
Effectance motivation increases anthropomorphism. We manipulated participants’ anticipation of an interaction with a Turk who behaved either predictable or not. Subsequently, we assessed dehumanisation. We find that similar motivational processes underlie judgments of anthropomorphism and dehumanisation.
Friederike Eyssel, University of Bielefeld
Dieta Kuchenbrandt, CITEC, University of Bielefeld - Birte Schiffhauer, CITEC, University of Bielefeld - Fabio Fasoli, University of Padova

P01:57 When and how witnessing social interactions can make you feel eerie
We use dyadic social interactions to address the role of mind attributions on feelings of eeriness towards anthropomorphised robots. Through a series of correlational, experimental and neuroscientific studies, we demonstrate mind attributions to robots may not cause unusual emotional consequences.
Susanne Quadflieg, New York University, Abu Dhabi
Yin Wang, New York University, Abu Dhabi - Nikolaos Mavridis, New York University, Abu Dhabi
Israr Ul-Haq, New York University, Abu Dhabi

P01:58 The relations between use of costly punishment, rejection of unfair offers, and trait aggression
Rejection of unfair offers is an indirect form of costly punishment that, although related to direct costly punishment, may have partly different determinants. In particular, trait aggression seems to play a larger role for direct than indirect punishment.
Kimmo Eriksson, Mälardalen University
Torun Lindholm, Stockholm University - Rickard Sjöberg, Umeå University

P01:59 Aggressive responses to social exclusion: The role of MAOA genotype and emotional processing
Variations in emotional information processing has been suggested as an explanation of gene-environment interactions on aggression. In this study, we show that the ability to habituate to emotional stimuli may rather moderate such interactions.
Torun Lindholm, Stockholm University
Rickard Sjöberg, Umeå University - Mats Najström, Stockholm University
Relation between an oxytocin receptor gene variant, face recognition and amygdala activation
Oxytocin is essential for social recognition in mice, by actions on oxytocin receptors in medial amygdale. This study provide support for the notion that oxytocin may regulate social recognition in humans using similar neural mechanisms as previously described in rodents.

Håkan Fischer, Stockholm University
A. Zettergren, University of Gothenburg - Johanna Lovén, Karolinska Institute - J. Svärd, Stockholm University - J. Milding, University of Gothenburg - D. Johansson, University of Gothenburg - N.C. Ebner, University of Florida - L. Westberg

Others as means to a safe end: Vicarious extinction blocks the return of learned fear
We studied the effects of vicarious extinction learning on the recovery of conditioned fear. Results confirm that vicarious and direct emotional learning share important characteristics, but that social safety information promotes superior down-regulation of learned fear.

Armita Golkar, Karolinska Institute
Ida Selbing, Karolinska Institute - Oskar Flygare, Karolinska Institute - Arne Öhman, Karolinska Institute - Andreas Olsson, Karolinska Institute

Women's self-esteem after knowing about sexual assaults: the influence of victim-perpetrator relationship
Research shows that knowing about sexual aggression impairs women’s self-esteem. This effect may be dependent on the relationship between victim and perpetrator. The present study aimed to evaluate the impact of hypothetical newspaper articles about sexual aggression in women's self-esteem.

Mercedes Durán, University of Seville
Jesús L. Megías, University of Granada - Miguel Moya, University of Granada

Effects of playing video games in a team on cooperative behavior and empathy
Three studies revealed that playing video games cooperatively in a team increases cooperative behavior toward a new partner a decision dilemma task and fosters empathic concern toward others in need of help.

Tobias Greitemeyer, University of Innsbruck

Seeking revenge or seeking repair: Manipulating focus determines responses in reciprocal intergroup conflict
A field-experiment in Liberia found that participants who were led to focus on their in-group as victims preferred revenge rather than repair. In contrast, participants who were led to focus on their in-group as perpetrators preferred repair to revenge.

Nicolay Gausel, University College Østfold
Colin Wayne Leach, University of Connecticut - Agostino Mazziotto, FernUniversität in Hagen - Friederike Feuchte, University of Rostock

Bitter taste causes aggression
Two experiments tested the novel hypothesis that bitter taste increases aggression. The experiments confirmed that a bitter stimulus evokes hypothetical and actual aggressive behavior, respectively. Further, this effect occurred when participants were previously provoked but also when no provocation preceded.

Christina Sagioglou, University of Innsbruck
Tobias Greitemeyer, University of Innsbruck
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P01:66 Psycho-social correlates of forgiving a violent partner. A socio-cognitive model
A study with 200 female victims was conducted in Italy to investigate the relationship between violence and forgiveness over wellbeing. Forgiving the abusive partner is a cognitive mechanism reducing the overall wellbeing if the victim stays in the violence relationship.
Anna Costanza Baldry, Department of Psychology
Camillo Regalia, University Cattolica, Milan - Vincenza Cinquegrana, Second University of Naples

P01:67 I love you but I cyberbully you
Mobile phones and the Internet are widely extended among youth. This study analyses the prevalence, gender differences, and predicting factors of cyberbullying of youth, through these media, in the context of their romantic relationships.
Roberto Martinez-Pecino, Universidad de Sevilla
Mercedes Durán, University of Sevilla

P01:68 Aggression in adolescents: Beliefs supporting of violence moderate perceived intention
One study shows that females can exhibit similar levels of aggression than males but using different strategies. Aggressive responses in females are more complex than in males and based on beliefs about violence. Men based their responses on perceived intention.
Roberto Gutierrez, University of Hertfordshire
Amanda K. Ludlow, University of Hertfordshire

P01:69 Need for Power Drives Bullying Behaviours in Narcissists
Does narcissism predict bullying in school children and why? Narcissism positively predicted bullying due to an increased need for power. Future interventions could be targeted toward narcissistic children, and tailored to address alternative ways to fulfil their need for power.
Claire Hart, University of Southampton
Erica Hepper, University of Surrey - Cora Sargeant, University of Southampton

P01:70 Justice sensitivity predicts aggression in children and adolescents long term
T1 victim justice sensitivity predicted forms and functions of and parent-rated aggression at t2 in 1500 German children and adolescents over a 2-year period. Observer and perpetrator justice sensitivity added to some of these effects, but rejection sensitivity did not.
Rebecca Bondü, University Potsdam
Barbara Krahé, University Potsdam

P01:71 Competitiveness and interpersonal deviance in organizations: Bonuses as the match that lights the fire
Individual bonuses do not only have an effect on motivation and task performance, but also on the interpersonal behavior of individuals in organizations. Our research shows that bonuses lead to more interpersonal deviance, especially if individual competitiveness is high.
Daniel Glaeser, University of Hamburg
Niels Van Quaquebeke, Kuehne Logistics University, Hamburg - Suzanne van Gils, Maastricht University
Youth’s social representations about terrorism and terrorists

The results of empirical research of structure and the content of social representations about terrorism and the suicide bombers are outlined. The assumption of a determining role of prejudice in formation of social ideas about terrorist is made.

Alena Folomeeva

Perceived discrimination and well-being in Romanian immigrants

In this study, carried out with Romanian immigrants (N = 202), the aim was to test the extent to which discrimination in the workplace, health and legal contexts is linked to an important aspect of psychological well-being: self-acceptance.

Itziar Fernandez, National University of Distance Education (UNED)
Prado Silván-Ferrero, National University of Distance Education (UNED) - Fernando Molero, National University of Distance Education (UNED) - Elena Gaviria, National University of Distance Education (UNED) - Cristina García-Ael, National University of Distance Education (UNED)

The influence of music selection on judging rhythmic gymnastics

In two studies, we investigate if mood-congruency effects exist in the domain of judging rhythmic gymnastics. The results support our assumption that the judgment of sport performance can be influenced systematically via mood effects by music that accompanies performance presentation.

Henning Plessner, University of Heidelberg
Katharina Fischer, University of Heidelberg - Kristin Föller, University of Heidelberg

Experiencing a conversation with a foreign-language speaker reduces discrimination of nonstandard speakers

We design an intervention against discrimination of nonstandard-accented speakers. Three experiments show how a conversation with a foreign-language speaker affects the perception of nonstandard speakers. Crucially for demand effect, participants did not perceive the conversation as part of the experiment.

Karolina Hansen, University of Warsaw
Tamara Rakic, Lancaster University - Melanie C. Steffens, University of Koblenz-Landau

Development and validation of a questionnaire to measure bicycle commuting intention

This study aims to develop a new questionnaire designed to study the motivational factors leading to bicycle commuting. The overall measurement model showed a satisfactory fit and all sub-scales showed high reliability and validity coefficients.

David Lois, Universidad Nacional de Educación a Distancia (UNED)
Juan Antonio Moriano, Universidad Nacional de Educación a Distancia (UNED) - Gianni Rondinella, TRANSyT - Transport Research Centre, Universidad Politécnica de Madrid (UPM)

The moderating effect of construal level in action-inaction activity priming in snacking behavior

62 participants primed in an abstract/concrete mindset, observed action or inaction pictures and tasted a snack. Exposure to action increased the number of snacks ate in the abstract condition. Discussion is about Construal Level and applications for healthy behavior.

Dolores Munoz Caceres, Universidad Autónoma de Madrid
Pilar Carrera, Universidad Autónoma de Madrid - Amparo Caballero, Universidad Autónoma de Madrid - Icitar Fernandez, Universidad Nacional de Educación a Distancia
Impact of outgroup language exposure, vitality, and identification on outgroup attitudes
To determine the impact of language contact, participants viewed Spanish or English language advertisements/signs. Exposure to Spanish resulted in greater economic/institutional vitality and more positive outgroup attitudes. For low identifiers, greater perceived cultural vitality related to more negative attitudes.
Heather Stopp, Claremont Graduate University
Michael A. Hogg, Claremont Graduate University

Recruiting non-traditional students: How diversity cues on university web sites affect prospective students' enrollment decisions
To investigate whether diversity cues on university's Web sites affect enrollment decisions, we examined cross-sectional data confirming that diversity-related information had a significant and positive relationship to anticipated person-organization fit which was positively related to enrollment decisions in a follow-up.
Toni Alexander Ihme, FernUniversität in Hagen
Katharina Stößel, FernUniversität in Hagen  Maria-Luisa Barbarino, FernUniversität in Hagen
Björn Fisseler, FernUniversität in Hagen  Stefan Stürmer, FernUniversität in Hagen

The interdependence of intra and intergroup dynamics within a community contact intervention in Northern Ireland.
Thematic analysis of 20 group interviews illustrates how positive intragroup processes in single-identity community groups in Northern Ireland can lead to positive intergroup contact. Positive contact is contingent upon shared identity within the group and subsequent inclusion of the outgroup.
Clifford Stevenson, Queens University Belfast

A response to the call for action research: Using social psychological knowledge in diversity trainings
There are barriers for the use of scientific knowledge in practice. Adopting a participatory approach a study was conducted with diversity trainers (N = 170) to analyze attitudes towards cooperation with science and status quo concerning diversity trainings.
Anette Rohmann, University of Hagen
Agostino Mazziotta, University of Hagen  Verena Piper

Cognitive aftermath of the Fukushima nuclear disaster. Can reading Wikipedia articles increase individual hindsight bias?
We investigated whether reading Wikipedia articles about the nuclear disaster in Fukushima increased perceptions of inevitability and foreseeability regarding that event in a cross-cultural sample. An increase was found if the article provided an explanation of the disaster.
Ina von der Beck, Knowledge Media Research Center
Aileen Oeberst, Knowledge Media Research Center  Steffen Nestler, University of Münster

"Thinking you're old and frail": A qualitative study of identifying as frail
This qualitative study explored older people’s identity development and experience in relation to their understanding of frailty. Self-identifying as “frail” was felt strongly by participants to be related to their health and social engagement.
Krystal Warmoth, University of Exeter Medical School
Mark Tarrant, University of Exeter Medical School  Iain Lang, University of Exeter Medical School  Charles Abrham, University of Exeter Medical School
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P01:84 The role of emotions and harasser-victim relationship in perceptions of online sexual harassment
The current study examined differences in classification of online sexual harassment and how that was affected by the emotions experienced by participants reading two sexually harassing emails sent from either the victim's friend or the victim's work colleague.
Afroditi Pina, University of Kent
Jade Sharma-Sacristan, University of Kent

P01:85 Predicting adolescent prescription opioid and stimulant misuse
Analyses of data from the U.S. National Survey on Drug Use and Health revealed differences on risk variables associated with adolescent prescription drug misuse. Results highlight the importance of differentiating the underlying motivations associated with prescription stimulant and opioid misuse.
Candice Donaldson, Claremont Graduate University

P01:86 Is insight good? Findings from a study among mentally ill offenders with substance use problems.
Insight of violence is thought of as decreasing risk of violence. Our finding that insight into alcohol or psychiatric problems among mentally ill offenders with substance misuse related to other problems, whereas lacking insight related to recidivism, problematize this view.
Charlotte Alm, Stockholm University
Clara Hellner Gumpert, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet.
Natalie Durbeej, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet.
Åsa Eriksson, Department of Clinical Neuroscience, Division of Psychology, Karolinska Institutet.
Tom Palmstierna, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet, and Forensic Department and Research Centre Braset, Norwegian University of Science & Technology.
Marianne Kristiansson, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet, and National Board of Forensic Medicine.
Anne H. Berman, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet, and Stockholm Center for Dependency Disorders, Stockholm County Council.

P01:87 The effect of food preparation on liking and consumption
This experiment shows that the mere act of preparing food increases liking and consumption. We refer to this phenomenon as the “I cooked it myself” effect. The results suggest that food preparation could facilitate the overconsumption of high-calorie foods.
Simone Dohle, ETH Zurich
Sina Rall, ETH Zurich - Michael Siegrist, ETH Zurich

P01:88 The role of family support and peer support in adolescents’ psychological adjustment to migration stress
Our study examined the role of family support and peer support in adolescents’ psychological adjustment to migration stress. Family support was found to have a direct link with subjective well-being, whereas peer support was showed to be a migration stress-buffer.
Jodie Yik-Man Lui, University of Hong Kong
Cecilia Cheng, University of Hong Kong
Poster Session 1
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P01:89 One for all: Observed disrespect in political debates decreases trust in politicians
In a vignette and a field study, we showed that observed disrespectful behavior of a politician decreases communion ratings of politicians in general and in consequence reduces trust in politicians. This effect is conditional upon prototypicality of the observed politician.
Christina Moelders, University of Hamburg
Niels Van Quaquebeke, Kuehne Logistics University, Hamburg

P01:90 A critical test of different interventions against escalation of commitment
Are previously used interventions against Escalation of commitment differential in their effects on reinvestments in failing and successful projects? Results indicate that both examined interventions indiscriminately reduced the willingness to reinvest.
Christoph Ehrling, University of Göttingen
Thomas Schultz, University of Göttingen - Stefan Schulz-Hardt, University of Göttingen

P01:91 Beyond (f)utility: The relation between self-esteem and the desire to seek advantages in trade
We propose that in addition to evaluations of consuming a certain good, the act of trading it is evaluated in terms of comparative advantages. Experimental data suggests that the desire to seek advantages is linked to the regulation of self-esteem.
Michael Zürn, University of Würzburg
Fritz Strack, University of Würzburg

P01:92 Can counter-stereotype training help de-bias jury decision making?
Counter-stereotypes have been associated with eliciting a heuristic switching mindset. Within the domain of jury decision making, which is prone to heuristic processing, we found evidence that counter-stereotype training de-biased person perception and evidence recall.
Carla Chivers, University of Sheffield
Richard Crisp, University of Sheffield

P01:93 Mobilisation and performance of group members: Experimental effects of social identity content
Two experiments converged in demonstrating that the meaning of group memberships affects mobilisation towards and performance in tasks, and that effective leaders may be those who are able to intertwine their vision with the content of their followers' social identities.
Pete Coffee, University of Stirling
Andrew Evans, Nottingham Trent University - Matthew Slater, Staffordshire University - Jamie Barker, Staffordshire University

P01:94 Believing in 'us': Leaders' capacity to enhance confidence and performance by strengthening players' team identification
An experimental study showed that athlete leaders have the capacity to shape team confidence among team members (in both positive and negative ways) and affect their performance, by strengthening team members' sense of working together as a united team.
Katrien Fransen, KU Leuven, Belgium
Alex Haslam, The University of Queensland - Nik K. Steffens, The University of Queensland
Norbert Vanbeselaere, KU Leuven - Bert De Cuyper, KU Leuven - Filip Boen, KU Leuven
P01:95 Prototypes in sport teams: Qualitative structure and relation to team- and self-characteristics
Given that social identity is important for performance in sport, two studies examine the structure of group prototypes and their relation to team characteristics and self-descriptions. Both studies showed that prototypical categories are related to team identification and performance.

Jens Kleinert, German Sport University Cologne
Christian Zepp, German Sport University Cologne

P01:96 Social identity, group memberships, and performance in sport
Although insights from the social identity approach have been largely ignored by the sport psychology literature, across a series of studies we have demonstrated the power of identity processes and group membership in driving performance and persistence in sporting tasks.

Tim Rees, University of Exeter
Alex Haslam, University of Queensland - Jessica Salvatore, Sweet Briar College - Pete Coffee, University of Stirling - Jodie Green, University of Exeter - Kim Peters, University of Queensland

P01:97 Targeting the personal and social self: Year-round effectiveness of interventions to promote physical activity
This study evaluated the year-round effectiveness of three identity-based physical activity interventions among older adults, either targeting their personal identity, their social identity, or both. These interventions proved to be equally effective in promoting physical activity in the long run.

Filip Boen, KU Leuven
Ann-Sophie Van Hoecke, KU Leuven, - Norbert Vanbeselaere, KU Leuven

P01:98 Organizational identity as a psychological anchor: Experimental test of organizational identity, job satisfaction and turnover.
There is increasing pressure on organizations to optimise their output (e.g. reduce turnover). We show how organizational identity acts as a psychological anchor by presenting experimental evidence that organizational identity mediates the relationship between job satisfaction and turnover intention.

Abigail Player, University of Kent
Georgina Randsley de Moura, University of Kent - Dominic Abrams, University of Kent

P01:99 Sustainability change agents: Are their values a driving force or a hindering barrier to change?
The work of Sustainability Change Agents is ignited by their values. However, sustainability values can have paradoxical and sometimes negative effects. Values can pull people together and/or push them apart - they can also reinvigorate SCAs and/or deplete their energy.

Inmaculada Adarves-Yorno, Exeter University
Michelle Mahdon

P01:100 Cycling facilities: knowledge, acceptability and risk perception by cyclists and other road users
We conducted two studies to measure acceptability of and risk perception in different cycling facilities by cyclists and other road users. Results show effects of mobility experience and attitudes, as well as contextualisation and point of view.

Nadine Chaurand, Ifsttar
Françoise Paran, Ifsttar
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P01:101  Mere possession without consumption and its related psychological illusion
In a series of studies (survey, quasi experiment, experiment), we consistently demonstrated that mere possession of an object can lead to an instantaneous increase in the perceived benefit obtained from the object.
Victoria Yeung, Lingnan University
Stephen Loughnan, University of Melbourne - Yoshihisa Kashima, University of Melbourne
Vivian Miu Chi Lun, Lingnan University - Koji Tsuchiya, Nanzan University

P01:102  Are there collateral costs to fundraising?
Our field experiment tracks a non-profit’s fundraising drive among its volunteers, who reduce their hours after being called. The drop-off is strongest among non-donors – these “collateral costs” are evidence that fundraising can lower demand for prosocial giving overall.
Mike Yeomans, University of Chicago
Omar Al-Ubaydli, George Mason University

P01:103  Hindsight bias 2.0 — Biased representations of events in Wikipedia
The hindsight bias refers to a systematically distorted perception of events once they have occurred. Repeatedly documented for individuals, the current study investigates whether it is present in collaboratively written representations of events such as in the online encyclopedia Wikipedia.
Aileen Oeberst, Knowledge Media Research Center
Ina von der Beck, Knowledge Media Research Center - Steffen Nestler, University of Münster

P01:104  Testing abstraction level in ideal and actual attitudes
Building on Construal Level Theory Study 1 supported desired attitudes were seen as more stable across time and situations than actual attitudes. Study 2 showed desired attitudes are not impacted by changes in feasibility, whereas actual attitudes are.
Pilar Carrera, Universidad Autónoma de Madrid
Amparo Caballero, Universidad Autónoma de Madrid - Itziar Fernández, Universidad Nacional de Educación a Distancia - Dolores Muñoz, Universidad Autónoma de Madrid - Marta González-Iraizoz, Universidad Autónoma de Madrid - Kenneth G. DeMarree, University at Buffalo, State University of New York

P01:105  Sequences of attitude formation
We use sequential methods to map how participants search for information on a new topic and identify salient structural features of the attitude formation system.
Andrey Barsky, University of Nottingham
David D. Clarke, University of Nottingham

P01:106  The impact of the ability to achieve closure on attitude formation
In two experimental studies, we manipulated perceived ability to achieve cognitive closure (AAC) using bogus feedback. Results showed that people’s AAC can be circumstantially influenced, and that higher levels of AAC lead to the formation of more closed attitudes.
Charlotte Koot, Leiden University
Emma ter Mors, Leiden University - Naomi Ellemers, Leiden University

P01:107  Attitudinal model of consumer loyalty
Research examined consumer loyalty in groups of car owners, mobile phone users and mobile network subscribers (N=201). Structural equation modeling was performed to develop a new model of consumer loyalty based on the concept of attitudes as object-evaluation associations.
Fedor Vinokurov, Moscow State University
Predicting benevolent and hostile sexist behavior by implicit and explicit sexist beliefs
The present research tests whether implicit and explicit benevolent sexist beliefs can predict benevolent sexist behavior better than hostile sexist behaviors and whether implicit and explicit hostile sexist beliefs can predict hostile sexist behavior better than benevolent sexist behavior.
Stephanie Hellen de Oliveira Laux, Osnabrück University
Inna Ksenofontov, Philipps-University Marburg - Julia Becker, Osnabrück University

Longitudinal effects of intergroup contact on explicit and implicit prejudice among majority and minority members
We conducted a longitudinal field study among high-school majority and minority students. Results showed that T1 quantity of contact improved T4 outgroup stereotypes (almost three years later) via reduced anxiety - T1 quantity × quality of contact reduced T4 implicit prejudice.
Dino Giovannini, University of Modena and Reggio Emilia
Loris Vezzoli, University of Modena and Reggio Emilia - Dora Capozza, University of Padova - Elena Trifiletti, University of Verona - Laura De Zorzi Poggioli

Extinction in evaluative conditioning: effects of feature-specific attention allocation.
Extinction in evaluative conditioning occurs when participants assign attention to features of the CS during extinction but not when they attend to an irrelevant perceptual feature or evaluative features of the CS.
Jolien Vanaelst, Ghent University
Adriaan Spruyt, Ghent University - Jan De Houwer, Ghent University

The effects of pathogen cues on intergroup bias in a minimal group paradigm
Research suggests exposure to pathogens increases intergroup bias. We investigate this effect in minimally defined groups. Results show no effect of pathogen primes on bias between these groups, rather richer social contextual cues may be needed for pathogen-avoidance based bias.
Jane Rebecca Conway, VU University Amsterdam
Sophia E. Pratt, VU University Amsterdam - Leah Jordano-Kudalis, VU University Amsterdam
Chantal E.E. van Andel, VU University Amsterdam - Joshua M. Tybur, VU University Amsterdam

Ethical attitude toward ethnic humor
I will introduce a new measure for studying people’s ethical attitude toward ethnic humor (EATEH) and discuss empirical results from association of several psycho-social variables to EATEH and also propose a model that illustrate influential factors on EATEH.
Haghish Ebad Fardzadeh, University of Freiburg

Socialization in democracy: Social trust and participation in civil society: A three-wave analysis among adolescents
This study analyses how participation in associations and social trust are intertwined using latent growth curve modeling and three-wave data among adolescents. We find that type of association matters, as well as some evidence for the socialization perspective.
Ellen Quintelier, KU Leuven

Life attitudes and values of people raised in traditional and nontraditional families
The study shows that people raised in traditional and nontraditional families do not differ much in their life attitudes and endorsed values, and are equally satisfied with family life, but nontraditional families are evaluated as more balanced.
Joanna Roszak, University of Social Sciences and Humanities, Warsaw
Scientific Programme

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Round table discussion
How Can European funds work for social psychologists?
Convenor: Manuela Barreto, University of Exeter
Panel members: Thomas L. Webb, University of Sheffield - Catherine Haslam, University of Queensland - Thomas Morton, University of Exeter - Joanne R Smith, University of Exeter - Laurent Licata, Université libre de Bruxelles - Sabine Sczesny, University of Bern - Lisa von Stockhausen, University of Duisburg-Essen
13:20 - 14:20 - Aula

S15 Milgram at 50: New data, new Insights, new perspectives
This symposium takes a fresh look at Milgram’s work and shows that received understandings of it are almost certainly wrong. Reexamination of his studies, together with new research evidence, provides support for radically different explanations of the phenomena he addressed.
Alex Haslam, University of Queensland
Steve Reicher, University of St. Andrews

S15:01 “Happy to have been of service”: Box 44 and the engaged followership of Milgram’s ‘participants
Post-experimental reports in the Yale archive support an engaged followership explanation of Milgram’s findings in which willingness to perform unpleasant tasks is contingent upon identification with a leader’s goals, that are made to seem virtuous rather than vicious
S. Alexander Haslam, University of Queensland
14:30 - Aula

S15:02 Evidence that identification with science increases obedience in an experimental analogue of the Milgram paradigm
In two studies, we challenge the argument that people blindly follow the orders of their superiors and demonstrate that the willingness to engage in a noxious task is contingent on people’s belief that their actions benefit the greater good.
Megan Birney, Universities of Exeter - University of St Andrews
14:50 - Aula

S15:03 Discourse and defiance: Applying discursive and rhetorical psychologies to Stanley Milgram’s ‘obedience’ experiments.
A secondary analysis of audio recordings from Milgram’s ‘obedience’ experiments is presented. Analysis focuses upon participants’ invocations of knowledge in their attempts to defy the experimenter. Findings are interpreted in relation to recent debates on the meaning of Milgram’s research.
Stephen Gibson, York St John University
15:10 - Aula

S15:04 Stanley Milgram’s use of performance and documentary film in the obedience studies
This presentation traces the evolution of Milgram’s experimental script for his OTA studies, and the script’s adaptation into the film Obedience. It explores the relationship between social psychology and performance – live and recorded.
Kathryn Millard, Macquarie University
15:30 - Aula
'It’s not about obedience': The wider significance of Milgram’s Yale studies for social psychology

Milgram’s ‘obedience’ studies investigate how people orient between multiple sources of influence. This provides a paradigm for investigating the general nature of social understanding and I analyse how decisions are a function of epistemic authority and epistemic isolation.

Stephen Reicher, University of St Andrews
15:50 - Aula

How physical dimensions relate to power: Theoretical perspectives, and behavioral and perceptual findings

We present the latest findings on how power impacts the perception of physical dimensions, and how physical dimensions impact power related behaviors. We give a theoretical framework to make sense of the findings.

Maarten W. Bos, Disney Research
Andy Yap, Massachusetts Institute of Technology

The ergonomics of dishonesty: The effect of incidental posture on stealing, cheating, and traffic violations

Four studies found that individuals who engaged in expansive postures were more likely to steal money, cheat on a test, and commit traffic violations. Results suggested that participants’ sense of power mediated the link between postural expansiveness and dishonesty.

Andy J. Yap, Massachusetts Institute of Technology
Abbie S. Wozlawek, Columbia University - Brian J. Lucas, Northwestern University
Amy J. C. Cuddy, Harvard University - Dana R. Carney, University of California, Berkeley
14:30 - VOC zaal

iPosture: The size of electronic consumer devices affects our behavior

Interacting with electronic devices influences body posture. Body posture in turn influences power-related behaviors like assertiveness. The effect of an electronic device on assertiveness is dependent on the size of the device. Bigger devices lead to more assertiveness.

Maarten W. Bos, Disney Research
Amy J.C. Cuddy, Harvard University
14:50 - VOC zaal

The influence of social power on weight perception

Three studies explored whether social power affects the perception of weight of objects. Results indicated that the powerless consistently perceived the objects as heavier than the powerful regardless of the type of power activated (trait or state).

Simone Schnall, University of Cambridge
Eun Hee Lee, University of Cambridge
15:10 - VOC zaal
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S16:04 Vulnerable and vigilant: Powerless posture increases threat detection accuracy
Feeling powerless leads to increased accuracy in the detection of threatening emotions. Individuals adopting a constricted, powerless pose outperform those adopting an expansive, powerful pose on an emotion recognition task - specifically in the accurate classification of angry and contemptuous faces.
Leanne ten Brinke, Haas School of Business at UC Berkeley
Lucia Guillory, Stanford University - Deborah Gruenfeld, Stanford University - Dana R. Carney, University of California, Berkeley
15:30 - VOC zaal

S16:05 Bodies in context: Power poses as a computation of action possibility
Recent research proposes direct, context-free effects of physical positions on psychological experiences of power ("power poses"). Instead I discuss the fundamental role of context and provide evidence that physical position is one input into the computation of action possibility.
Joseph Cesario, Michigan State University
15:50 - VOC zaal

S17 Linking self and group: Cognitive routes to self-group overlap as driving forces of group phenomena
Group affiliation implies that there is overlap in the mental representations of self and group. Combining research on social cognition and group processes, this symposium brings together various perspectives on self-group overlap and its consequences for intra- and intergroup phenomena.
Ruth van Veelen, University of Twente
Sabine Otten, University of Groningen

S17:01 Social projection in the inductive reasoning model
We introduce the Inductive Reasoning Model as a framework for the integrated study of self-enhancement, ingroup favoritism, and other social-perceptual phenomena. The model generates point-specific predictions for each perceiver and it illuminates mutual constraints among the phenomena of interest.
Joachim Krueger, Department of Psychology, Brown University
David Freestone, NYU Center for Neuroeconomics - Patrick Heck, Brown University
14:30 - Doelenzaal

S17:02 When I becomes we: Associative self-anchoring drives implicit intergroup bias in minimal groups
In line with the egocentric perspective, two studies (N=265) demonstrate that the interplay of implicit personal self-esteem and group identification (i.e. associative self-anchoring) relates to implicit intergroup bias when the categorization procedure made self-stereotyping unlikely.
Jenny Roth, Technische Universität Dresden
Melanie C. Steffens, Universität Koblenz Landau
14:50 - Doelenzaal
Preference for self-anchoring versus self-stereotyping depends on whether the ingroup is psychologically meaningful
After receiving information on unfamiliar dimensions, greater generalization from ingroup to self than from self to ingroup was found for psychologically meaningful groups (sorority, left-handed people, psychology students, Zodiac believers) as opposed to non-meaningful groups (right-handed people and Zodiac non-believers).
Mara Cadinu, University of Padova
Andrea Carnaghi, University of Trieste
15:10 - Doelenzaal

Group context matters: its moderating effect on the relationship between self-anchoring, self-stereotyping and social identification
There are two cognitive routes to identify with a group: self-stereotyping and self-anchoring. The group-context factors time and group clarity moderate the relationship between the two routes and social identification.
Ruth van Veelen, University of Twente
Sabine Otten, University of Groningen - Nina Hansen, University of Groningen
15:30 - Doelenzaal

Cognitive changes in new social identities over time: A longitudinal investigation among international students
This longitudinal study investigates the stages through which international students come to integrate their identities. Hierarchical linear modeling revealed that while need satisfaction predicted increased projection (anticipatory categorization) and identity integration, discrimination predicted increased identity fragmentation (compartmentalization) and predominance (categorization).
Catherine Amiot, Université du Québec à Montréal
Andrew G. Ryder, Concordia University - Biru Zhou, Concordia University - Marina Doucerain, Concordia University
15:50 - Doelenzaal

Detour to arrive: When distancing is a means to approach desired end-states
Usually, approaching desired end-states entails decreasing distance between oneself and an object, and avoiding undesired end-states increases such distance. However, we will discuss important exceptions to the rule, in which people increase distance in order to approach a goal.
Jens Förster, Universiteit van Amsterdam
14:30 - Universiteitstheater

Wishful Seeing, Extended: Motivation, Perceptual Set, and the Perception of Colors
This research provides initial support for perceptual set as an underlying mechanism of motivated visual perception. Participants displayed enhanced detection of objects sharing the color of a desirable object relative to objects sharing the color of an undesirable object.
Andreas Steimer, University of Heidelberg
David Dunning, Cornell University
14:50 - Universiteitstheater
Scientific Programme

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T11:03

The sweet taste of others' success: Examining the role of reward in vicarious goal satiation
Reward plays an important role in vicarious goal satiation. We found that participants who observed someone else complete a goal performed worse on a similar task, especially when they were high in reward sensitivity, and were more biased toward rewards.
Stephanie Tobin, University of Queensland
Katharine H. Greenaway, University of Queensland - Jessica Hampton, University of Queensland - Marie Crittall, University of Queensland - Kathleen C. McCulloch, Lancaster University
15:10 - Universiteitstheater

T11:04

Tell me the gossip: Why competence-related gossip is self-relevant for gossip receivers
In two studies, we propose and test that individuals are interested in receiving gossip about relevant others to evaluate themselves for purposes of self-improvement, self-promotion, and self-protection, and that these self-evaluation motives in gossip valuation give rise to self-relevant emotions.
Elena Martinescu, University of Groningen
Prof. Dr. Onne Janssen, University of Groningen - Prof. Dr. Bernard Nijstad, University of Groningen
15:30 - Universiteitstheater

T11:05

Planning to stay calm with implementation intentions boosts performance in task conflict situations.
Straightforward implementation intention strategies to stay calm worked significantly better than suppression and reappraisal strategies and they boost performance in task conflict situations
Rodríguez-Carvajal Raquel, Universidad Autónoma de Madrid
Sara de Rivas, Universidad Autónoma de Madrid - Bernardo Moreno-Jiménez, Universidad Autónoma de Madrid - Torsten Martiny-Huenger, University of Konstanz
Peter M. Gollwitzer, New York University
15:50 - Universiteitstheater

S18

New frontiers for evaluative conditioning
This symposium presents recent theoretical and methodological developments in the study of evaluative conditioning, i.e., the change in liking that is due to the pairing of stimuli (De Houwer, 2007). The contributors discuss the field's existing issues and research frontiers.
Georg Halbeisen, University of Trier
Katarina Blask, University of Trier

S18:01

Dissociating automatic and non-automatic attitude acquisition: Current state and future directions
Multinomial processing tree modeling shows that automatic and non-automatic processes lead to attitude acquisition in evaluative conditioning. The results suggest the investigation of the precursors and consequences of the two learning mechanisms.
Mandy Hütter, Eberhard-Karls-Universität Tübingen
14:30 - OMHP D0.09
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S18:02 Working memory resources and intentional control in the acquisition of evaluative responses
Our research shows that although control instructions to promote/prevent the impact of affective stimulus on the evaluation of paired neutral stimulus increase/decrease EC effect, this moderation disappears under working memory load during encoding with EC effect remaining stable.
Robert Balas, The Institute of Psychology of the Polish Academy of Sciences
Bertram Gawronski, University of Western Ontario - Joanna Sweklej, University of Social Sciences and Humanities, Warsaw
14:50 - OMHP D0.09

S18:03 The modal boundary conditions of automatic attitude formation
Two experiments demonstrate the importance of modal boundary conditions for the automatic evaluative conditioning of attitudes. The findings illuminate potential origins of conflicting empirical findings, and constrain theorizing about the underlying learning processes.
Georg Halbeisen, University of Trier
Eva Walther, University of Trier
15:10 - OMHP D0.09

S18:04 The influence of selective attention processes on evaluative conditioning
We investigated in two modified flanker tasks whether selective attention processes modulate the change in liking that is due to the pairing of stimuli (i.e., evaluative conditioning, EC). The findings indicate that selectively ignoring the US reduces EC.
Katarina Blask, University of Trier
Eva Walther, University of Trier - Christian Frings, University of Trier
15:30 - OMHP D0.09

S18:05 Discussant
Jan De Houwer, Ghent University
15:50 - OMHP D0.09

S19 The many faces of social categorization
Faces are a primary window into the social world. Taking a developmental and social cognitive approach, this session focuses on the interface between individual- and group-level face perception, revealing surprising associations and dissociations between features and categories.
Ron Dotsch, Radboud University Nijmegen
Yarrow Dunham, Yale University

S19:01 Learning to see race: The surprisingly long road to adult-like racial categories
Children have surprising difficulty acquiring an adult-like Black-White perceptual distinction, instead, focus almost exclusively on skin color well into the elementary school years. Thus, much of children's “race-related” cognition and behavior does.
Yarrow Dunham, Yale University
14:30 - OMHP D1.09
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S19:02 Developmental aspects of categorical person construal of faces
We report data from preschool children and adult control groups demonstrating that subtle contextual changes of categorical labels influence whether and to what degree face perception leads to categorical person construal.

Juliane Degner, Hamburg University
14:50 - OMHP D1.09

S19:03 Race-based facial features influence ascriptions of humanity
Across multiple studies, White participants rated the humanlike characteristics of nonhuman faces (Avatar aliens) subtly morphed with White and Black human faces. The mere presence of Black-typical facial structures elicits lowered ascriptions of humanity outside of perceivers’ awareness.

Kurt Hugenberg, University of Miami, Ohio
15:10 - OMHP D1.09

S19:04 Can we visualize social mental representations?
Reverse correlation methods that seem to make it possible to visualize social mental representations, have become increasingly popular. In this talk, I take a critical stance, arguing that we do not know exactly what the technique measures.

Ron Dotsch, Radboud University Nijmegen
15:30 - OMHP D1.09

S19:05 Discussant
Alexander Todorov, Princeton University
15:50 - OMHP D1.09

S20 Recent advances in quantitative methods for social psychologists
This symposium highlights recent advances in quantitative methods of wide interest to social psychologists, focusing on issues of mediation and moderation, statistical power, and bias in traditional hypothesis testing approaches.

Charles M. Judd, University of Colorado Boulder
Dominique Muller, Université Grenoble Alpes

S20:01 In addition to convenient estimation: Theoretical, conceptual and psychometric considerations in process analysis
The estimation of mediation models in the service of process analysis has seen great progress recently. This presentation focuses on theoretical, conceptual, and psychometric fundamentals in process research receive too little attention.

Johann Jacoby, Knowledge Media Research Center Tübingen
14:30 - OMHP D0.08

S20:02 When mediation comes full circle or how the simpler test is sometimes the better one
Bootstrapping techniques are thought to increase power without increasing Type 1 error rates. We show that they sometimes increase Type 1 errors, whereas the simplest test, the a and b joint significant test, does not (while having decent power).

Dominique Muller, Université Grenoble Alpes
Charles M. Judd, University of Colorado Boulder - Vincent Yzerbyt, Université catholique de Louvain
14:50 - OMHP D0.08
Statistical power in experiments in which samples of participants respond to samples of stimuli
Designs in which samples of participants respond to samples of stimuli are ubiquitous. Yet analyses rarely treat stimuli as random, resulting in excessive Type I error rates. We present power results for such designs based on correct mixed models analyses.

*Jacob Westfall, University of Colorado Boulder*
*David A. Kenny, University of Connecticut - Charles M. Judd, University of Colorado Boulder*
15:10 - OMHP D0.08

Evaluating inferences about construct validity based on patterns of significance tests
Some argue for measure X (against a competitor W) by reporting the pattern “X significantly predicts Y after controlling for W, but W is not significant after controlling for X”. We show that this pattern often occurs by chance alone.

*Patrick E. Shrout, New York University*
*Marika Yip-Bannicq, New York University*
15:30 - OMHP D0.08

**Ingroup disidentification: Concept, measurement, antecedents, and consequences**
Sometimes group memberships are problematic and painful. If individuals cannot leave uncomfortable groups, they often engage in psychological disidentification. This symposium brings together recent research findings regarding the structure, measurement, antecedents and consequences of ingroup disidentification.

*Julia Becker, University of Osnabrueck*
*Christina Matschke, Knowledge Media Research Center Tuebingen*

**The concept of psychological disidentification**
In two studies, a multi-component model of ingroup disidentification that distinguishes three disidentification components (detachment, dissatisfaction, and dissimilarity) was tested. Moreover, we illustrate that the nature of disidentification differs when individuals disidentify from high versus low status groups.

*Julia Becker, University of Osnabrueck*
*Nicole Tausch, University of St Andrews*
14:30 - OMHP F0.01

**Can disidentification be differentiated from social identification and non-identification? Two indirect measures at the test**
Disidentification describes a negative ingroup-self association. A study with three conditions (disidentification, non-identification, identification) tests whether disidentification can be captured with indirect measures. The Implicit Association Test does not differentiate between the conditions, but the Match-Mismatch-Paradigm validly captures disidentification.

*Christina Matschke, Knowledge Media Research Center in Tuebingen*
*Jenny Roth, University of Dresden - Roland Deutsch, University of Dresden*
14:50 - OMHP F0.01
Scientific Programme

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S21:03 Emotional and behavioral consequences of psychological disidentification
In two studies, we examined whether the three disidentification components (detachment, dissatisfaction, dissimilarity) predict negative ingroup-directed emotions and negative ingroup-directed behavioral intentions (active harm, passive harm, and passive facilitation).

Nicole Tausch, University of St Andrews
Julia Becker, University of Osnabrueck
15:10 - OMHP F0.01

S21:04 The effects of illegitimate group assignment on negative emotions, disidentification, and information preference
The antecedents of disidentification and its consequences for information preference are examined in a study where illegitimacy is manipulated. The effect of illegitimacy on disidentification is mediated by negative emotions. Moreover, disidentification affects information preference differently than social identification.

Jort de Vreeze, Knowledge Media Research Center Tuebingen
Christina Matschke, Knowledge Media Research Center Tuebingen
15:30 - OMHP F0.01

S21:05 Paradoxical relationship between disidentification and bolstering of status system
In this presentation, I would argue, based on my previous studies, the mechanisms whereby disidentified individuals who belong to the middle rank of a status hierarchy ironically engage in bolstering the current status system from which they are suffering.

Tomoko Ikegami, Osaka City University
15:50 - OMHP F0.01

S22 New insights to the understanding of close relationships
This symposium incorporates recent research from Austria, Croatia, Greece, and Serbia that investigated relationship processes from different perspectives and at different levels. The contributions demonstrate accounts of partners' characteristics, attitudes, relational schemas, and mutual perceptions to relational experiences and behaviors.

Silvia Macher, University of Graz

S22:01 Gender identity and expressing love in marriage
The study of 758 married couples examines whether expressiveness, instrumentality, and gender-related attitudes, in addition to gender, predict the ways of showing love in marriage. Results suggest that gender identity affects men's but not women's expression of love in marriage.

Zeljika Kamenov, University of Zagreb
Aleksandra Huic, University of Zagreb - Margareta Jelic, University of Zagreb
Vladimir Mihic, University of Novi Sad - Carrie Bredow, Hope College, Michigan
14:30 - OMHP C0.17
Scientific Programme

Wednesday July 9
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S22:02 How my thoughts and behaviors affect my intimate partner’s commitment
Two studies investigated mediators of effects of intimate partners’ relational outcomes (i.e., satisfaction, investments, alternatives) on each other’s commitment. Dyadic models demonstrate accounts of relational outcomes to the partner’s commitment – in terms of partner perceptions of these outcomes.
Silvia Macher, University of Graz
14:50 - OMHP C0.17

S22:03 Interpersonal schemata in interaction: When the cultural self meets the insecure self
The paper presents evidence for the interactive effects of insecure attachment and cultural orientations on intrapersonal and interpersonal emotional outcomes. The talk will explore the cognitive, affective, and socio-cultural processes responsible for the observed intersection at different levels of self-representations.
Konstantinos Kafetsios, University of Crete
15:10 - OMHP C0.17

S22:04 Getting over the ex: Implicit and explicit attitudes toward the ex-partner after (ex-)partner schema activation
While thinking of our ex-partner, our implicit attitudes become more positive, whereas our explicit attitudes stay negative. Two studies investigated implicit and explicit attitudes toward the ex-partner in dependence of an ex- vs. current-partner schema (vs. control group) activation.
Ursula Athenstaedt, University of Graz
Victoria Rauter, University of Graz - Andreas Höfler, University of Graz
15:30 - OMHP C0.17

S22:05 Relationship maintenance and adaptation to parenthood: The role of responsiveness, gratitude, and trust
The present study investigated the influence of relationship maintenance strategies, specifically responsiveness, gratitude, and trust on couples’ adaptation to parenthood. Relationship maintenance strategies at the beginning of marriage predicted adaptation to parenthood, although changes over time were a stronger predictor.
Hagar ter Kuile, Utrecht University
Esther S. Kluwer, Utrecht University - Catrin Finkenauer, VU University Amsterdam
Tanja van der Lippe, Utrecht University
15:50 - OMHP C0.17

T12 Cooperation and competition

T12:01 When women stress-out men: cortisol release is negatively related to altruism
This study investigated if testosterone and cortisol moderate the display of altruistic behavior in a mating context. Results showed that the more men experienced an increase in their cortisol levels during contact with a woman the more selfish their behavior.
Leander van der Meiij, VU University Amsterdam
Mark van Vugt, VU University Amsterdam - Mercedes Almela, University of Valencia
14:30 - OMHP C2.17
T12:02  Genetic influences are virtually absent for trust
The present paper examines the genetics of trust using a sample of 1,012 twins and relatives. Findings reveal that heritability of trust is virtually absent, both for trust in others and for assumed trust of others in the self.

**Paul van Lange, VU University Amsterdam**
**Anna A.E. Vinkhuyzen, The University of Queensland** - **Danielle Posthuma, VU University and VU Medical Center**
14:50 - OMHP C2.17

T12:03  Non-consequentialist intuitions in dictator and ultimatum games
In ultimatum and dictator games that followed a real collaboration phase, the results show systematic variations in the proportions of strategies linked to egoism, equality, and equity, based on the previous contribution and whether one appeared responsible for it.

**Momme von Sydow, University of Heidelberg**
15:10 - OMHP C2.17

T12:04  Power and conflict resolution
Results of four experiments showed that having power over others enhanced preference for confrontation and decreased preference for cooperation in conflicts. Stronger preference for confrontation was mediated by enhanced self-confidence. Importantly, priming responsibility rather than independence diminished this effect.

**Aleksandra Cislak, University of Social Sciences and Humanities**
15:30 - OMHP C2.17

T12:05  Competing while cooperating: About the cognitive and social consequences of co-opetition
Competitive situations demanding individuals to cooperate with opponents (i.e., co-opetitions, compared to pure competition) lead to a motivational conflict, making individuals more cognitive flexible and less susceptible to behave antisocial towards uninvolved others in a subsequent situation.

**Florian Landkammer, KMRC Tuebingen**
**Kai Sassenberg, KMRC Tuebingen**
15:50 - OMHP C2.17

T13  Contemporary research on emotion perception

T13:01  A happy face advantage for male Caucasian faces: It depends on the company you keep
Happy faces are categorized faster as ‘happy’ than angry faces as ‘angry’. Here we show this happy face advantage for male Caucasian faces if presented among male African American faces, but not among female faces, Caucasian or African American.

**Ottmar Lipp, The University of Queensland**
**Belinda M. Craig, The University of Queensland** - **Mylyn C. Dat, The University of Queensland**
14:30 - OMHP A0.08
Scientific Programme

Wednesday July 9

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T13:02  Approach does not equal approach: Angry facial expressions evoke approach only when it serves aggression
Do angry expressions evoke approach or avoidance in perceivers? We propose that goals determine the link between anger and behavior. We demonstrated that angry faces facilitated approach when approach served aggression. When aggression was not possible angry faces facilitated avoidance.

Regina Reichardt (née Krieglmeyer), University of Würzburg
Roland Deutsch, Technische Universität Dresden
14:50 - OMHP A0.08

T13:03  Perceived to Feel Less
Intensity Differences in Intercultural Emotion Perception
Perceivers attribute less intense emotions to out-group displays than to in-group displays in emotionally ambiguous contexts. This finding points to a potential mechanism underlying structural mistreatment of out-group members and demonstrates the dynamic nature of emotion interpretation.

Pum Kommattam, University of Amsterdam
Kai J. Jonas, University of Amsterdam - Agneta H. Fischer, University of Amsterdam
14:50 - OMHP F0.02

T13:04  Status and Perception of Emotional Faces: Selective Attention to Anger
The current research examines how social status affects perception of emotional faces. Results from five studies, in which status was experimentally manipulated, provide novel evidence that status affects perception of angry faces at a strategic level of motivated attentional processing.

Tiffanie Ong, University College London
Ana Guinote, University College London
15:30 - OMHP A0.08

T13:05  Of evil and not-so-evil eyes: How malicious and benign envy bias attention
Supporting a functional account of envy, we show that benign and malicious envy bias attention differently. Malicious envy biased attention more strongly toward superior others than to their advantage. Conversely, only benign envy biased attention towards means to move upwards.

Jan Crusius, University of Cologne
Jens Lange, University of Cologne
15:50 - OMHP A0.08

T14  Ethics, morality, and media violence

T14:01  Honesty speaks a second language
Participants privately rolled a die and reported the outcome, which determined their pay. We compared performance in Hebrew (native) to English (foreign) and Korean (native) to English (foreign). We found that people cheated significantly less when using a foreign language.

Yoella Bereby-Meyer, Ben-Gurion University
Sayuri Hayakawa, University of Chicago - Shaul Shalvi, Ben-Gurion University
Boaz Keysar, University of Chicago
14:30 - OMHP F0.02
Outrage towards whom? Threats to moral group status impede striving to improve via out-group-directed outrage. Threats to group status motivate defending the threatened social identity if framed in moral terms, and striving for improvement if framed in non-moral terms. This effect is mediated by the relative focus of outrage on in-group versus out-group.

Susanne Täuber, University of Groningen
Martijn van Zomeren, University of Groningen
14:50 - OMHP F0.02

Media violence use impairs moral development in adolescence: Impact on empathy, pro-social behavior, and aggression
Two longitudinal studies with German adolescents demonstrate that media violence use decreased empathy and pro-social behavior and increased aggression over time. A theory-based intervention study showed that reducing media violence use may reduce aggression and normative beliefs promoting aggressive behavior.
Barbara Krahé, University of Potsdam
Robert Busching, University of Potsdam
15:10 - OMHP F0.02

The effect of specific and general rules on ethical behavior
Specific (vs. general) rules affect ethical behavior through their ability to reduce moral rationalizations, although the effectiveness of specific rules can be undermined by their ability to narrow people’s focus on behaviors not explicitly mentioned in the rule.
Laetitia Mulder, University of Groningen
Jennifer Jordan, University of Groningen - Floor Rink, University of Groningen
15:30 - OMHP F0.02

Biased information processing of scientific evidence on moral issues – the violent video games debate
In two experimental studies, we found support for our hypothesis that threats against moral values promote biased processing of scientific evidence and subsequent pro-value behavior. This effect was moderated by value importance and even held after controlling for attitude-consistency effects.
Jens Bender, University of Koblenz-Landau
Tobias Rothmund, University of Koblenz-Landau - Peter Nauroth, Philipps University Marburg - Mario Gollwitzer, Philipps University Marburg
15:50 - OMHP F0.02
Poster Session 2
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P02:01 Challenging the established status quo of men: Contrapower sexual harassment perception
The aim was to investigate whether the status of a victim of harassment, the response that victim uses, and social perceptor’s ideology influence the sexual harassment perception. Results highlight the importance of ideology to assess a sexual harassment situation.
Antonio Herrera Enriquez, University of Granada
M. Carmen Herrera, University of Granada - Francisca Expósito Jimenez, University of Granada

P02:02 Everyone can behave pro-environmentally: the Inclusion Model of Environmental Concerns (IMEC)
Our new Inclusion Model of Environmental Concerns (IMEC) defines environmental concerns’ hierarchical structure (biospherism embeds altruisms, which in turn embeds egoisms), explaining how to motivate people holding different values (self-enhancing vs. self-transcending) and related environmental concerns to behave pro-environmentally.
Stefano De Dominicis, Sapienza Università di Roma
P. Wesley Schultz, California State University San Marcos - Marino Bonaiuto, Sapienza Università di Roma

P02:03 Perceived social inequality and the feeling of political influence and effectiveness
Analysis of survey data from the international comparative project EUREQUAL (13 postcommunist Central-Eastern European countries participating) revealed a significant negative correlation between perceived social inequality and feeling of political influence and effectiveness.
Velina Topalova, Bulgarian Academy of Sciences

P02:04 Do we need them? Civic national identity reduces social distance towards immigrants
This research revealed that a civic conceptualization of national identity reduces majority groups’ social distance towards immigrants, because it increases the perceived identity and functional indispensability of immigrants to the national common identity.
Raquel António, CIS-IUL (ISCTE - Lisbon University Institute)
Rita Guerra, CIS-IUL (ISCTE - Lisbon University Institute) - Matthew Deegan, University of Delaware - Samuel L. Gaertner, University of Delaware

P02:05 The use of religion as justification for homosexuality prejudice
We explored the use of religion as justification for homosexual prejudice. Political affiliation moderated the relationship. Conservatives were more religious after being falsely told they were prejudiced towards homosexuals - liberals showed a decrease in religiosity when given the same feedback.
Michelle Fabros, California State University, San Bernardino
Donna M. Garcia, California State University, San Bernardino

P02:06 Citizenship representation styles in Georgia: Religion, culture and identity
This research investigates citizenship representation styles in contemporary Georgia. We found, that citizenship representation styles are predicted by religious, cultural and nationalistic attitudes as well as by degree of national self - identification.
Maia Mestvirishvili, Ivane Javakhishvili Tbilisi State University
Natia Mestvirishvili, Ivane Javakhishvili State University
Poster Session 2

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P02:07 Children's attitudes towards disability and their contact with disabled people: a cross-sectional survey
Disabled people are often the targets of negative attitudes. This study shows there is a positive association between children's contact (direct and indirect) with disabled people and attitudes. Anxiety and empathy mediate the association between indirect contact and attitudes.
Megan MacMillan, Exeter Medical School
Christopher Morris, Exeter Medical School - Obioha C Ukoumunne, Exeter Medical School
Charles Abraham, Exeter Medical School - Mark Tarrant, Exeter Medical School

P02:08 Closing open minds: Combined effects of uncertainty salience and need for closure on out-group discrimination
Three studies examined how dispositional Need for closure moderates the impact of uncertainty on implicit attitudes and behavioral intentions toward out-group members. Results revealed that uncertainty increases out-group discrimination only among low Need for closure individuals.
Lucia Mannetti, Sapienza University of Rome
Ambra Brizi, Sapienza, University of Rome - Arie W. Kruglanski, University of Maryland, College Park

P02:09 Exploring the role of temporal perspective in imagined intergroup contact
Across three studies, we investigated the impact of specifying temporal perspective in imagined intergroup contact, and found that specifying temporal proximity was advantageous in improving intergroup attitudes and behavioural intentions, both immediately following the manipulation and longitudinally.
Emma Pape, University of Reading
Judi Ellis, University of Reading - Laurie Butler, University of Reading

P02:10 Approaching our opponent and leaving our supporter: Adjusting the physical proximity to reduce cognitive dissonance
When participants have opportunity to meet someone after writing an essay, the ones whom experience dissonance choose to be closer to participants who are disagree with their initial attitude and further away from the ones who support their initial attitude.
David Vaidis, Université Paris Descartes
Dominique Oberlé, Université Paris Ouest Nanterre La Défense

P02:11 Differences in meat-eating justifications across omnivores and vegetarians: Factors that resolve the meat paradox
Most people consider harming animals aversive - however most people also eat meat. This study suggests that omnivores resolve this paradox by changing perceptions of themselves, animals and meat-eating. We also introduce a new scale of justifications of meat-eating.
Mischel Luong, University of Melbourne
Steve Loughnan, University of Melbourne - Hanne M Watkins, University of Melbourne

P02:12 Following WHO recommendations for physical activity in older adults: Roles of barriers in exercise adherence
We examined the variations of perceived barriers of change as a function of different levels of regular physical activity participation according to WHO recommendations. Less perception of advantages and greater barriers perception characterized the inactive seniors.
Cédric Albinet, CeRCA, CNRS, University of Poitiers
Nathalie André, University of Poitiers - Claude Ferrand, University of Tours - Anne Canivet, University of Poitiers - William Yvon, University of Poitiers - Michel Audiffren, University of Poitiers
Six-week training programme engenders no improvements in self-control

We investigated the impact of 6 weeks of daily self-control training on multiple aspects of self-control performance. Trained participants did not display improved self-control or more reflective guidance of behaviour compared to participants who undertook sham training or no training.

Eleanor Miles, University of Sussex
Paschal Sheeran, University of North Carolina Chapel Hill - Ian MacDonald, University of Sheffield - Harriet Baird, University of Manchester - Thomas Webb, University of Sheffield - Peter Harris, University of Sussex

Organizational culture and normative inclination to refrain from unethical behaviour at the workplace among policemen

The study aims to reveal the impact of organizational culture on police officers’ attitudes towards unethical behaviour at the workplace as well as their readiness to report for such behaviour when performed by co-workers.

Valery Todorov, Institute of Psychology at MoI
Kristina Petkova, Institute of Sociology, Bulgarian Academy of Sciences

The influence of well-established and newly learned color association on healthy and unhealthy food consumption

Three studies show that well-established color associations (red signals “stop”) influence consumption of unhealthy but not healthy food (dangerous versus benign situation), whereas newly learned color associations influence food consumption of healthy but not unhealthy food.

Leonie Reutner, University of Basel
Oliver Genschow, University of Gent - Michaela Wänke, University of Mannheim

A recipe for social harmony: Social ideologies, prejudice and tolerance in volunteers with stigmatized groups

Volunteering can facilitate contact between volunteers and socially stigmatized groups. This quasi-experimental study shows that people who volunteer with stigmatized groups have more tolerant social ideologies, and reduced levels of cognitive, affective and semantic-anthropological expressions of prejudice compared to non-volunteers.

Sofia Stathi, University of Greenwich
Lauren Smith, University of Greenwich

How asking attitude and intention questions can influence behaviour: A meta-analysis.

Discussion of findings of a meta-analysis of the Question-Behaviour Effect, the behavioural change phenomenon that merely asking intention and attitude questions influences behaviour. The overall effect as well as various subgroup analyses regarding intervention methods and outcome variables are discussed.

Tommy van Steen, University of the West of England
Adam Joinson, University of the West of England - Janet Carruthers, University of the West of England

Role of perceived intergroup difference on intercultural and acculturation attitudes among ethnic groups in Turkey

This study showed that each one of the four ethnic groups in Turkey ranked others according to perceived intergroup difference and there was consensus among groups. Generally speaking, perceived intergroup difference was found to organize intercultural attitudes and acculturation attitudes.

Büşra Alparslan, Nevşehir University
Attitudes and affirming behaviors – the case of Croatian students’ attitudes towards gays and lesbians
The study examined the predictive power of attitudes towards gays and lesbians, perception of their status in Croatian society, contact and socio-demographic variables in the prediction of affirming behaviors such as social actions aimed to decrease discrimination towards homosexuals.

Alessandra Huic, University of Zagreb
Margareta Jelic, University of Zagreb - Zeljka Kamenov, University of Zagreb

Foreknowledge and magnitude of the side-effect in the Knobe effect
A study on the side effect-effect, where using a novel set of vignettes we found that the lack of foreknowledge but not the magnitude of the side-effect has a significant impact. As expected, valence and foreknowledge of the side-effect interacted.

Sergio Barbosa, Universidad de los Andes
William Jimpenez - Leal, Universidad de los Andes

Unrealistic optimism hits novel reality: What happens after a disaster in an unexpected location
This research examined optimism about earthquakes before and after recent earthquakes in Canterbury. It compared participants in Canterbury and two other cities, including one where earthquakes were expected. Optimism differed between regions and showed effects of distance and social identification.

John McClure, Victoria University of Wellington
David Johnston, Massey University / GNS Science - Liv Henrich, Victoria University

Labor: A core ownership principle
Labor influenced ownership judgments. For example, when it “changed” an object ownership assignment increased - it influenced responsibility judgments for consequences associated with that object - objects described as “owned” were manipulated more and were judged to be more creative.

John Lawrence Dennis, University of Perugia

Automatic processing of relational information in sequential priming tasks
In five studies, we demonstrated that prime processing is constrained by the target task and can be far more complex than previously assumed possible. The notion of task-specific prime processing might allow for a more detailed measurement of implicit attitudes.

Niclas Heider, Ghent University
Adriaan Spruyt, Ghent University - Jan De Houwer, Ghent University

Social identity and implicit processes in addiction recovery: Implications for health behaviour change
Relapse and remission are symptomatic of addiction recovery. An empirical study of smokers with equal quit attempts found smoking status (smoker/ex-smoker) related to significant differences between social identities of smoker and ex-smoker at both implicit and explicit levels of processing.

Sarah Buckingham, London South Bank University
Daniel Frings, London South Bank University - Ian P Albery, London South Bank University
If I imagine it, then it happened: The implicit truth value of imaginary representations
Why are people influenced by information known to be false? Three studies demonstrate that imagined events are more strongly associated with true and less associated with false, compared to non-imagined events. This effect is unrelated to participants’ explicit true/false judgment.

Daniella Shidlovski, The Hebrew University of Jerusalem
Ruth Mayo, The Hebrew University of Jerusalem - Yaacov Schull, The Hebrew University of Jerusalem

It’s not fair, I don’t gain from it: Self-interest distorts the assessment of justice adjustment
Are people able to objectively evaluate fairness of legal acts? In three experiments we show that, acts serving their interest are regarded as more just.

Olga Bialobrzeska, University of Social Sciences and Humanities

Behind closed doors: How the physical environment affects the relationship between moral identity and deviance
In organizations where the physical environment activates the concept of morality through openness, employees high in moral identity symbolization show less deviant behavior than in a less open organization. No differences were found for moral identity internalization.

Suzanne van Gils, Maastricht University
Niels van Quaquebeke, Kühne Logistics University, Hamburg

Do weapons automatically capture attention?
Evolutionary theory argues that non-evolutionary threats should not automatically capture and hold attention. However, using a peripheral cuing task, we demonstrated in two experiments that weapons automatically capture attention. Thus, our findings do not support an evolutionary perspective.

Baptiste Subra, Université Paris Descartes
Dominique Muller, Université de Grenoble - Théodore Alexopoulos, Université Paris Descartes

Forget about diamonds! Lipstick is a girl’s best new friend
A study shows that, compared to transparent and light pink lipsticks, wearing a bright red lipstick leads women to a better performance in a trivia quiz. This result is discussed in the light of self-enhancement processes and feeling of power.

Nadia Beckert, University of Paris Ouest
Jean-Baptiste LEGAL, University of Paris Ouest, LAPPs - Peggy CHEKROUN, University of Paris Ouest, LAPPs

Do spontaneous behavioral reactions to social groups reflect general valence or discrete emotions?
Two studies tested the spontaneous activation of action tendencies toward social groups. Results showed an activation of action tendencies based on emotion when group are perceived consciously but based on valence when presented out of conscious awareness.

Benoite Aubé, University of Bordeaux
François Ric, University of Bordeaux - Dominique Muller, University of Grenoble
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P02:31  The malleability of stigmatised attitudes towards the mentally ill.
This paper explores the utility of ‘imagined social contact’ and ‘self-awareness of implicit
bias’ as interventions for the reduction of stigma towards the mentally ill. Results
indicate that the latter is an effective means to promote positive implicit attitudes.
Claire Campbell, University of Ulster
Charlotte Pennington, Edge Hill University

P02:32  School ethnic composition as a context for reducing White children’s racial prejudice
Drawing on Allport’s contact hypothesis that intergroup contact conditions are central in
the reduction of prejudice, this study tested the role of the schools’ ethnic composition
criterion variable on White children’s racial prejudice reduction.
José Pereira, Instituto de Ciências Sociais da Universidade de Lisboa (ICS-UL)
Maria Benedicta Monteiro

P02:33  Storytelling egalitarianism to reduce White children’s explicit and implicit racial prejudice
The present study tested and demonstrated with 6- to 12-years-old children the role of
activating an egalitarian anti-racism norm explicitly included in a story in reducing White
children’s explicit and implicit (Child IAT) racial prejudices towards Black children.
Ricardo Rodrigues, ISCTE – Lisbon University Institute CIS
Maria Benedicta Monteiro

P02:34  Prejudice reduction and Roma Targets: do creativity and emotion regulation work?
This study tested the role of creativity and emotion regulation (cognitive reappraisal and
emotion suppression) on the reduction of prejudice against Roma. Overall, cognitive
reappraisal was marginally associated to lower levels of prejudice.
Carla Colaço, ISCTE - IUL
Joana Alexandre, ISCTE – Lisbon University Institute - Marília Prada, ISCTE – Lisbon University
Institute

P02:35  The “dodderly but dear” aging stereotype in children: a proposal for intervention
This study shows, for the first time, that children also share the “friendly” but
“incompetent” aging stereotype proposed by the Stereotype Content Model (Fiske et al.,
2002). A proposal to fight these representations in school settings is also presented.
Sibila Marques, ISCTE – Lisbon University Institute, CIS
Christin-Melanie Vauclair, ISCTE-IUL - Ricardo Rodrigues, ISCTE-IUL - Filomena Gerardo, SCML
- Filipa Cunha, SCML - Joana Mendonça, ISCTE-IUL

P02:36  Ostracism online: A novel social media paradigm for ostracism
We developed and tested the effectiveness of a novel laboratory paradigm for ostracism
(social exclusion), based on social media interactions. Ostracism Online was effective
in manipulating feelings of ostracism, as indicated by self-reported (need-threat) and
behavioral (conformity) measures.
Ana Levoradashka, Knowledge Media Research Center
Wouter Wolf, University of Oxford - Johanna Ruff, VU Amsterdam - Steven Kraaijeveld,
VU Amsterdam - Kipling Williams, Purdue University
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P02:37 Excluded from all humanity: Animal metaphors exacerbate the psychological consequences of social exclusion
We report two studies aimed at investigating the consequences of being socially excluded through dehumanizing animal metaphors. We show that experiences of dehumanizing social exclusion exacerbate individuals’ aggressive tendencies through increased negative emotions and decreased perceptions of themselves as human.
Luca Andrighetto, University of Genova
Paolo Riva, University of Milano-Bicocca - Chiara Volpato, University of Milano-Bicocca

P02:38 Compensating for ostracism: Oxytocin in a modified prosocial cyberball game
In this presentation we report on studies using the regular cyberball game to assess the influence of ostracism, and a modified prosocial cyberball game to provoke compensating behavior. Effects of intranasal oxytocin administration on prosocial behavior will be presented.
Marinus H. van IJzendoorn, Leiden University
Madelon M.E. Riem, Leiden University - Marian J. Bakermans-Kranenburg, Leiden University
Renske Huffmeijer, Leiden University

P02:39 Reducing aggressive responses to social exclusion using transcranial direct current stimulation (tDCS)
We report on studies aimed at investigating the modulatory role of the rVLPFC on the consequences of social exclusion. We show that increasing the cortical excitability of the rVLPFC can reduce the typical aggressive reaction that follows social exclusion.
Paolo Riva, University of Milano-Bicocca
Leonor J. Romero Lauro, University of Milano-Bicocca - Nathan C. DeWoll, University of Kentucky
David S. Chester, University of Kentucky - Brad J. Bushman, The Ohio State University & VU University Amsterdam

P02:40 Safety in beauty: Social exclusion, antisocial behavior, and the desire to reconnect
We report on studies revealing that socially excluded persons respond in a less hostile way toward the perpetrator of ostracism when the perpetrator is perceived as physically highly attractive. This effect is mediated by perceived popularity of the ostracizing source.
Nilüfer Aydin, Ludwig-Maximilians University
Maria Agthe, Ludwig-Maximilians-University Munich - Michaela Pfundmair, Ludwig-Maximilians-University Munich - Dieter Frey, Ludwig-Maximilians-University Munich
Nathan C. DeWoll, University of Kentucky

P02:41 This presentation has been withdrawn

A little acceptance goes a long way: Applying social impact theory to the rejection-aggression link
Social rejection hurts, causing aggression even against innocent people. Based on social impact theory, we predicted that aggression would decrease as a power function of the number of people accepting the participant. The results from two experiments supported this hypothesis.
Brad J. Bushman, The Ohio State University & VU University Amsterdam
Nathan C. DeWoll, University of Kentucky - Jean M. Twenge, San Diego State University
Charles Im, San Diego State University - Kipling D. Williams, Purdue University
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P02:42 Recent research on the detection of, behavioral reaction to, and coping with ostracism
Ostracism is a painful event that threatens psychological needs. I present research supporting Williams's Temporal Model of Ostracism (2009) and focus on individuals' reflective/behavioral responses and resignation for chronically ostracized individuals. I will suggest future directions for studying chronic ostracism.

*Eric D. Wesselmann, Illinois State University*

P02:43 The social extremist: Rejection as a predictor of political violence
Following rejection, highly rejection sensitive participants were more willing to participate and condone political violence towards an outgroup. This was mediated by thwarted pro-social needs indicating that loyalty to ones ingroup may drive violence, rather than aggression towards the outgroup.

*Holly Knapton, Lund University*

P02:44 Being transgender in a gendered world: Identity recognition/misrecognition and the experience of minority groups
This presentation examines the accounts of transgender people during security screening at airports. It points to the importance of identity recognition/misrecognition in the experience of minority group members with recognition leading to euphoria and misrecognition to dysphoria.

*Meghan McNamara, University of St Andrews*

*Steve Reicher, University of St Andrews*

P02:45 There is no sweet escape from social pain: Glucose does not attenuate ostracism
Glucose reduces physical pain. We examined whether glucose would reduce the social pain caused by being ostracized during the Cyberball game. Glucose did not reduce self-reported needs or mood. This suggests that glucose differentially affects physical and social pains.

*Holly C. Miller, KU Leuven*

*Camille Bourrasseau, University of Lille - Kipling D. Williams, Purdue University*

*Mikaël Molet, University of Lille*

P02:46 When can leaders behave badly? The application of the double standard in the intergroup context.
How do individuals react to ingroup leaders who transgress widely held social rules? In two studies, we show that individuals apply a double standard in their judgement of transgression favouring ingroup transgressive leaders over ingroup transgressive members and outgroup leaders.

*Giovanni A. Travaglino, University of Kent, Canterbury*

*Dominic Abrams, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury - Georgina Randsley de Moura, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury*
Who gets to join the club? Responses to (im)moral vs. (in)competent prospective group members
What determines whether an individual will be accepted by a group? In three experiments we demonstrate that the morality of prospective group members has more impact on the group's tendency to accept versus exclude them than their competence.
Romy van der Lee, Leiden University
Naomi Ellemers, Institute of Psychology, Leiden University - Daan Scheepers, Institute of Psychology, Leiden University

Opinion change and adherence to deviance: When and why do individuals follow deviant members?
Subjective group dynamics suggest deviants are depreciated because they threaten individuals' social identity. However, two experiments suggest that, in specific conditions, individuals might change towards the opinion of high-contributing deviant members and be willing to adhere to deviance.
Ana C. Leite, University of Porto
Isabel R. Pinto, Social Psychology Research Group, Centre of Psychology of the University of Porto - Georgina Randles de Moura, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury - José M. Marques, Institute of Social Sciences, University of Lisbon - Dominic Abrams, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury - Sónia Cardoso, Social Psychology Research Group, Centre of Psychology of the University of Porto

Social nostalgia for the Titanic in the Protestant/Unionist/Loyalist community of East Belfast
This study analysed interviews from members of the Protestant/Unionist/Loyalist community of East Belfast to look at their nostalgia for the Titanic which was build there. The results show that nostalgia is possible for a time before birth.
Kevin McNicholl, Queen's University Belfast

Consequences of perceiving one's nation as a trans-generational entity: The case of Germany
This study documents that individuals perceive immigrants differently depending on the way they conceptualize their national ingroup. Incorporating previous and future generations in one's national identity (versus only currently living people) makes individuals differentiate more between 'wanted' and 'unwanted' immigrants.
David Schiefer, Jacobs University Bremen
Avihay Berlin, Hebrew University Jerusalem - Sonia Roccas, The Open University Yechiel Klar, Tel Aviv University

Ostracism and personality: Who reacts? Who recovers best?
We explored potential boundary conditions for ostracized individuals by looking at the relationship between personality and reactions/recovery to laboratory-induced ostracism. While no relationship was found between TABP and ostracism, certain big 5 traits appeared to be related to ostracism.
Meghan Berlingo, Washington State University
Craig Parks, Washington State University
Impact of same-sex vs opposite-sex ostracism on women’s performance in a negative gender stereotyped task

This research investigate impact of same-sex vs opposite-sex ostracism on women's performance at a numeric task. Results showed that ostracism led to a decrease of performance but only when the source is other women.

Anthony Cursan, Université Bordeaux Segalen
Alexandre Pascual, Bordeaux Segalen University - Marie-Line Félonneau, Bordeaux Segalen University

"Will you back me up?: The importance of normative support to deal with deviance

In two experiments, individuals invested in higher commitment to group norms and derogation of the deviant ingroup member when the group provided low support to the violated norm. The results are discussed in terms of the Subjective Group Dynamics theory.

Sónia Cardoso, University of Porto
Isabel Pinto, University of Porto - José Marques, ICS Lisbon - Ana Leite, University of Porto
Catarina Morais, University of Porto - André Marques, University of Porto

This presentation has been withdrawn

Participant roles in cyberbullying

We examined group dynamics of cyberbullying in three age groups. Results show relationships between participant roles in traditional and cyberbullying, and differences in cyberbullying roles dependent on the situation. Results are discussed in relation to bystander research, and anti-bullying strategies.

Fran Thompson, Goldsmiths University of London
Peter K Smith, Goldsmiths University of London - Antonella Brighi, Bologna University
Joaquin Mora-Merchan, Seville University

The amplifying role of adolescents’ media use in their cyberbullying behavior

This research presents evidence on the amplifying role of adolescents’ use of media with antisocial content in cyberbullying. We also present validation data on a newly developed instrument to measure Content-based Media Exposure Scale (C-ME) in adolescents.

Konijn Elly, VU University Amsterdam
Anouk den Hamer, VU University Amsterdam

Does online peer victimization make teens even more sick and unhappy than offline peer victimization?

Although peer victimization is no longer limited to offline relationships, we know little about correlates of online peer victimization. We, therefore, assessed how online peer victimization is related to mental (i.e., social anxiety and depression) and physical health (somatic complaints).

Sindy Sumter, University of Amsterdam
Susanne Baumgartner, University of Amsterdam - Patti Valkenburg, University of Amsterdam

Developing a theory- and evidence-based intervention on cyberbullying

A three round Delphi study was conducted to obtain an overview of all relevant variables involved in ineffective and improved coping behavior as it pertains to cyberbullying among adolescents, in order to systematically develop a theory- and evidence-based intervention.

Francine Dehue, Open University
Poster Session 2

Wednesday July 9
16:15 - 17:15 - Atrium

P02:58 Connecting bodies through food and touch constitutes communal sharing
We offer an overview of 3 experimental and 2 correlational studies showing that sharing food/drink and touching enhance communal relations and have indirect effects reducing stress and enhancing performance in small groups.
Rodrigo Brito, COPELABS - Universidade Lusofona de Humanidades e Tecnologias
Sven Waldzus, ISCTE-IUL, Lisbon - Thomas Schubert, University of Oslo

P02:59 Communal sharing: when touch means communion and sharing
We present experimental evidence showing that touch produces feelings of gratitude after acts of kindness, but this is mediated by perceived communal sharing.
Cláudia Simão, CIS/ISCTE-IUL, Lisbon
Beate Seibt, University of Oslo - Simone Schnall, University of Cambridge

P02:60 Behavioral and cognitive foundations of distributive justice and communal sharing: Rawls in our minds
Distributive justice, which is essential for the functioning of communal-sharing systems, and risky decision-making are tightly linked in our minds, drawing on common cognitive processes with a spontaneous focus on the Maximin principle.
Tatsuya Kameda, Hokkaido University
Keigo Inukai, Osaka University - Satomi Higuchi, Iwate Medical University

P02:61 The self-control benefits of having a partner with high self-control
A longitudinal study among 199 first-marriage newlywed couples, showed that close relationships may provide the ideal context for self-control to grow: when matched up with a partner with high self-control, self-control increases over time.
Tila Pronk, VU University Amsterdam
Asuman Buyukcan-Tetik, VU University Amsterdam - Catrin Finkenauer, VU University Amsterdam

P02:62 Keeping in touch with grandparents: identity construction in second generation adolescents
We investigated how intergenerational relations influence identity construction in second generation adolescents: national identification and ethic identification are predicted by the adolescent's relationships both with parents and with grandparents living in the country of origin.
Maria Brambilla, Catholic University of Milan
Manzi Claudia, Catholic University of Milan - Camillo Regalia, Catholic University of Milan
Laura Ferrari, Catholic University of Milan

P0:63 Anger and shame in Turkey and Japan: The emotional ramifications of honor and face
We found that emotions that are beneficial for defending honor were afforded (and thus encountered frequently) in Turkey, while emotions that are beneficial for keeping face were afforded in Japan. These affordances differed within cultures in relation- and gender-specific ways.
Michael Boiger, University of Leuven
Derya Güngör, University of Leuven - Mayumi Karasawa, Tokyo Woman's Christian University - Batja Mesquita, University of Leuven
Would you post that picture and let your dad see it? Culture, honor, and Facebook
The study found that people from honor cultures (Turkey) were less willing to post potentially scandalous pictures on Facebook, compared to people from dignity cultures (Northern America). Honor endorsement negatively predicted the willingness to post such pictures only in Turkey.

Ceren Gunsoy, Iowa State University
Susan E. Cross, Iowa State University - Adil Saribay, Bogazici University
Irmak Olcaysoy Okten, Lehigh University - Meltem Kurutas, Bogazici University

Attitude similarity or personality similarity - What is more important for a satisfying relationship?
In a study with 108 couples we tested the importance of personality similarity and attitude similarity for relationship satisfaction. Relationship satisfaction was significantly predicted by attitude similarity but not by personality similarity.

Manfred Hassebrauck, University of Wuppertal
Sally Ischebeck, University of Wuppertal - Heike Schünemann, University of Wuppertal

A sense of togetherness in couples: A pronoun analysis during support transactions
The study examined the associations between relationship quality and we-ness/ separate-ness (two variables reflecting couples’ sense of togetherness) in the context of support interactions. Results showed that couples’ relationship quality was positively associated with their level of we-ness, but not separate-ness.

Céline Hinnekens, University of Ghent
Gaëlle Vanhee, PhD Student, University Ghent - Lesley Verhofstadt, Assistant Professor of Family Psychology, University Ghent

Self-control and forgiveness in marriage: A multilevel latent growth curve analysis
We predicted a positive association between changes in self-control and forgiveness in a 5-wave study among 199 couples. Results of a multilevel growth curve analysis revealed that when one’s level of self-control increased, so did the level of forgiveness.

Marina Hol, VU University Amsterdam
Tila M. Pronk, VU University Amsterdam - Asuman Buyukcan-Tetik, VU University Amsterdam
Catrin Finkenauer, VU University Amsterdam

Positive events and capitalization attempts in couple relationship: the contribution of diary methods
A diary study analyzed the associations between positive events (internal vs. external to the couple) and partners’ individual and relational well-being as well as the moderating role of communication of the event (implicit vs. explicit) on these associations.

Ariela Francesca Pogani, Catholic University of Milan
Silvia Donato, Catholic University of Milan - Raffaela Iafrate, Catholic University of Milan
Dominik Schoebi, University of Fribourg

Trajectories of relationship perceptions over time in newlyweds
Partners generally perceive their couple relationship as better than the relationships of the average other. A three-wave longitudinal study analyzed newlyweds’ patterns of change in these perceptions and identified factors at family, couple and individual level discriminating among these trajectories.

Miriam Parise, Catholic University of Milan
Silvia Donato, Catholic University of Milan - Raffaela Iafrate, Catholic University of Milan
Anna Bertoni, Catholic University of Milan
Empathic accuracy and affective forecasting for the self and others
In an exploration of affective forecasting for others, we saw that participants reported no differences in forecasts for the self and a close partner, but they believed “most people” would react more negatively. Empathic accuracy appeared to moderate this effect.

Stanislav Treger, DePaul University
Ralph Erber, DePaul University

Put yourself in their shoes: Reactions of men and women to confrontation of sexual harassment
Sexual harassment is one of the most widespread forms of gender violence. The aim was to investigate the perception that people have of sexual harassment and of the responses that the victim uses. Also to highlight the importance of ideology.

M. Carmen Herrera, University of Granada
Antonia Herrera, University of Granada - Francisca Expósito, University of Granada

Motivations for intergroup dating preferences among women: An evolutionary perspective
Given an evolutionary history in which women were often the targets of intergroup sexual aggression we predicted and found that women are less likely to accept date requests from outgroup members when the risk of sexual coercion is most costly.

Melissa McDonald, Interdisciplinary Center
Brent Donnellan, Michigan State University - Joseph Cesario, Michigan State University
Carlos Navarrete, Michigan State University

Attachment style, mortality salience and meaning in life
Participants with either secure or insecure attachment styles in conditions of mortality salience or control were compared according to the extent to which they endorsed different sources that give their life meaning. Significant interactions were found.

Rebecca Smith, University of Greenwich
Dr Jessica Morgan, University of Greenwich

Office of love and support: Leaders and colleagues as attachment figures
In two studies, we tested whether colleagues and supervisors are viewed as attachment figures. This was indeed the case, although colleagues and supervisors were less likely to fulfill attachment functions compared to partners, mothers, fathers, siblings, and friends.

Michelle Luke, University of Sussex
Katherine Carnelley, University of Southampton - Constantine Sedikides, University of Southampton

Ethnic minorities’ attitudes toward Whites: The role of shared reality in intergroup attitudes
We investigated attitudes toward Whites among African American, Latinas/os and Asian Americans. Shared reality (which has often been used to document interpersonal processes at the individual level) predicted group-level attitudes (i.e., attitudes to Whites in general) as well.

Terri Conley, University of Michigan
Joshua Rabinowitz, University of Michigan - Jes L. Matsick, University of Michigan
Social daydreams: frequency, phenomenology and perceived functions
This experience sampling study provides new empirical data on the frequency, phenomenology and perceived functions of social daydreams. Reports from 101 participants indicate that social daydreams were: more frequent than non-social daydreams, involved significant others, and served various interpersonal functions.

Giulia Poerio, University of Sheffield
Peter Totterdell, University of Sheffield - Lisa-Marie Berry, University of Sheffield
Eleanor Miles, University of Sussex

Contact as a means for creating cross-group alliances for social change
Attempting to integrate conflicting approaches to social change, we present two models of cross-group solidarity for alliance formation. Contact of Greek students with Albanian immigrants, irrespective of valence, was associated with greater willingness to actively support equality and social change.

Katerina Tsantila, Panteion University of Social and Political Sciences
Alexandra Hantzi, Panteion University of Social & Political Sciences

Authoritarianism: Its virtues and vices
A new conception of authoritarianism based on general group processes is presented together with studies supporting that authoritarianism targets ingroup deviance, its instability between group contexts but stability within contexts, and a group process explanation of generalized prejudice.

Thomas Kessler, Friedrich-Schiller-University, Jena

Collective action and gender: Understanding the gendered nature of different types of collective action
We examined different types of collective action on behalf of women's rights (traditional collective action, violent collective action, protective collective action), as well as how this behavior might be gendered but also influenced by expressions of gender (i.e. masculinity, femininity).

Helena R. M. Radke, University of Queensland
Fiona Kate Barlow, University of Queensland - Matthew J. Hornsey, University of Queensland

15 M and occupy movements: A new profile of protester?
We study if the movements 15M and Occupy attract a similar profile of participants, regardless of where the protest takes place. Besides, we search for what are the most significant differences that distinguish them from traditional movements of collective action.

Cristina Gómez-Román, University of Santiago de Compostela
Xiana Vilas, University of Santiago de Compostela - Mónica Alzate, University of Santiago de Compostela - José Manuel Sabucedo, University of Santiago de Compostela.

All you need is trust! Identifiability eases the path from online to offline collective action
Across two studies, we investigate how online collective may translate into offline collective action. We find that mutual identifiability of all ingroup members online facilitates such a “transfer” by promoting a sense of mutual trust.

Olivier Klein, Université Libre de Bruxelles
Sandy Schumann, Université Libre de Bruxelles, Belgium - Karen Douglas, University of Kent
**Poster Session 2**

*Wednesday July 9*

*16:15 - 17:15 - Atrium*

**P02:83**

**The role of categorization in personal change through participation in collective action**

Through a panel interview study (n = 28), we examined three kinds of psychological change as outcome of participation in collective action: personality, personal habits and relationships. These changes were linked to particular levels and contents of self-categorization.

*Sara Vesterhagen, University of Linköping*

*John Drury, University of Sussex, UK*

**P02:84**

**When does dual identity predict protest? The moderating roles of unfair immigration policies**

We found that dual identities were positively associated with protest intentions only when unfair immigration policies were not salient in an experimental study among Latino immigrants to the United States.

*Shaun Wiley, The College of New Jersey*

*Jessica Figueroa, The College of New Jersey - Taylor Lauricella, The College of New Jersey*

**P02:86**

**Ideology and personal values can shape collective action by outsiders to group conflict**

Outsiders to group conflict may intervene on behalf of advantaged or disadvantaged groups through collective action. In five studies, we show that social dominance and authoritarianism (1-2) and values of change and status quo (3-5) shape outsider willingness for action.

*Alexander Saeri, The University of Queensland*

*Aarti Iyer, The University of Queensland - Winnifred R Louis, The University of Queensland*

**P02:87**

**Let us celebrate: The effects of participation in collective gatherings on intrapersonal and intergroup outcomes**

Four longitudinal studies assessed the effects of collective gatherings on well-being and intergroup relations. The frequency of participation and satisfaction in celebrations affected well-being and/or intergroup relations. Emotional communion, daily emotions, and perceived similarity to ingroup members mediated these effects.

*Magdalena Bobowik, University of the Basque Country*

*Patrycja Slawuta, New School of Social Research - Darío Páez, University of the Basque Country*

**P02:88**

**Effects of participation in collective emotional gatherings on commitment to a group and well-being**

A longitudinal field study of positively-valanced collective expressive gathering (Spain) examined its influence on participants’ emotional states. Results confirmed longitudinal increase in general well-being, social cohesion and consolidation of social beliefs which was mediated by self-transcendent emotions.

*Anna Wlodarczyk, University of the Basque Country*

*Nekane Basabe, University of the Basque Country - Larraitz Zumeta, University of the Basque Country - Darío Páez, University of the Basque Country*

**P02:89**

**Effects of cooperation goals and regulatory focus on creativity**

This experiment examined the combined effects of cooperation/competition goals and regulatory focus on individual creativity. The results showed additive main effects on originality of ideas, such that a promotion focus and cooperation goals led to the highest level of originality.

*Marleen Bruena, University of Twente*

*Eric F. Rietzschel, University of Groningen - Jenny V. Bittner, University of Ulm*
Poster Session 2
Wednesday July 9
16:15 - 17:15 - Atrium

P02:90 Campus citizenship behaviours: Predicting students' pro-social actions
University students often have to choose between actions that benefit the collective, or themselves only. A survey distributed to 245 students showed that levels of social identity, empathy and fairness all predicted pro-social action in a university context.

Chris Stiff, Keele University
Harriet Rosenthal, Durham University

P02:91 Standing out as a winner: Outperforming others in a competitive game of cyberball or claimball.
"Standing out" in a virtual ballgame felt better when resulting from winning rather than losing. Winning by being thrown balls increased metaperceptions of competence and warmth, whereas winning by claiming balls only increased metaperceptions of competence, and was less satisfying.

Wendy de Waal-Andrews, Tilburg University
Ilja van Beest, Tilburg University

P02:92 Stereotype effects in cross-cultural cooperation: A multi-national investigation
In three studies involving participants from 10 countries we show that people have shared beliefs (stereotypes) regarding cooperation behaviors of people from various countries. Information concerning the opponent's native country systematically influences persons' beliefs and the tendency to cooperate cross-culturally.

Angela Dorrough, University of Goettingen - Max Planck Institute for Research on Collective Goods

P02:93 Reactive egoism over time: Egocentric biases of perspective taking
Reactive egoism occurs in negotiations through biased cognitive perspective taking. Increased egotistical behavior was found by individuals predicting others as competitive. However, when others were predicted as being cooperative, mutual cooperation leads to higher overall outcomes over time.

Christian Bucher, University of Zurich
Klaus Jonas, University of Zurich

P02:94 The moderating role of the type of social dilemma on the use of costly sanctions
In a series of experiments we demonstrate that sanctioning is not only determined by the type of sanction (punishment versus reward), but is also moderated by the type of social dilemma (public good dilemma versus common resource dilemma) people face.

Welmer E. Molenmaker, Leiden University
Erik W. de Kwaadsteniet, Leiden University - Eric van Dijk, Leiden University

P02:95 Truth or slander? Reciprocity and the accuracy of morality and competence gossip
It has been argued that our everyday gossip bolsters cooperation by facilitating the transmission of useful reputational information. This paper supports this claim by showing that gossip is most accurate in the reputational domain that matters most for groups.

Kim Peters, University of Queensland
Miguel Fonseca, University of Exeter - Yoshihisa Kashima, University of Melbourne

P02:96 Köhler-effect without a group? Individual motivation gains through the comparison with the own previous performance
Is the Köhler-effect a special case of a more general phenomenon? In two experiments we come to the conclusion that by granting participants feedback about their own prior performance subsequent motivation can be significantly enhanced analogously.

Alexander Stern, University of Göttingen
Thomas Schultze, University of Göttingen - Stefan Schulz-Hardt, University of Göttingen
Intrasexual competition in virtual reality: Tall opponents elicit more risk taking
Male participants competed over a date with an attractive female in a virtual reality setting. Having a tall virtual opponent (vs. a short virtual opponent) led to increased competition and risk taking.

**Jill Knappen, VU University**
**Thomas Pollet, VU University Amsterdam - Ron Dotsch, Radboud University Nijmegen - Mark van Vugt, VU University Amsterdam**

“Paying tax is part of life”: An in-depth investigation of social influence in social interaction
This study looks at how normative social influence is implemented by individuals in online social interactions, as established professionals seek to influence beginners to pay their tax. The study is relevant to researchers working on social norms and social influence.

**Diana Onu, University of Exeter**
**Lynne Oats, University of Exeter**

Helping under the influence: Alcohol consumption accelerates decision making in the presence of others
In the presence of bystanders people intervene more slowly and less frequently. We reasoned and found that alcohol consumption could change this “bystander effect”: Intoxicated people intervened faster in the presence of others, but were not more likely to intervene.

**Marco van Bommel, VU University Amsterdam**
**Jan-Willem van Prooijen, VU University Amsterdam - Henk Elffers, NSCR - Paul van Lange, VU University Amsterdam**

“Stalking is Facebook”: Everyday meanings of ‘Facebook stalking’ among UK university students
We explore everyday meanings of Facebook stalking among UK university students. Although normalised as a ubiquitous practice, everyday users distinguish between ‘normal’ and ‘creepy’ stalking on Facebook. We consider the implications for campaigns against cyberstalking.

**Jeff Gavin, University of Bath**
**Christine Griffin, University of Bath - Adrian J. Scott, Edith Cowan University**

The inventory of individual functions of cross-cultural contact: Evidence for construct, structural and external validity
Following a functional approach to intergroup behavior, this talk presents five studies (total N=3484) that demonstrate construct, structural and external validity of an inventory of functions of cross-cultural contact. Future applications of the inventory for research and practice are discussed.

**Alison E. F. Benbow, FernUniversität in Hagen**
**Stefan Stürmer, Department of Social Psychology, FernUniversität in Hagen**

Comparative study of two ethnic groups lullabies using TAT coding
in this study, the content is conveyed by folk literature and the difference between two Asian group has analyzed by TAT tes coding system to know who is the hero and how the invironment introduced to children of these ethnicities.

**Elham Fayyaz, Shahid Beheshti University**
**Leili Panaghi, Shahid Beheshti University - Alireza Abedin, Shahod Beheshti University**
Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

P02:103  Experience of bi-cultural value conflicts among Muslims second generation immigrants (SGIs)
The research explored how does religion play a role in the lives of adult Muslims SGIs when they experienced bi-culture value conflict? The results of the qualitative study suggest that Muslim identity helps them to negotiate with cultural conflicts. 

*Mujeeba Ashraf, University of St.Andrews*
*Sanu Sheikh, university of St.Andrews*

P02:104  Iranian cultural identity: crisis or transformation
There is a common belief in Iran that Iranians' cultural identity is in a critical state. I will present results of discourse analysis and a survey on Iranian students’ cultural identity to respond to examine this belief.

*Arash Heydari, Allame TabaTabae University of Tehran*

P02:105  Salient identity and personality: An examination of cultural primes, social identity, and self-construal
Social identity processes may be important in understanding personality shifts. Using a bi-cultural sample, contextual cues (language, cultural mindsets), social identification, and big 5 personality are investigated. Evidence suggests social identification mediates between the language prime and personality.

*Hanzhang (Corie) Lin, The Australian National University*
*Dr. Katherine Reynolds, the Australian National University*

P02:106  How does the repertoire on multiculturalism affect citizens' behaviours? The majority group's point of view.
The perception of multiculturalism as positive, negative or neutral for the UK has been manipulated to assess if it can affect the majority group's attitudes and behaviours towards the ethnic minorities within the country.

*Claudia Roscini, University of Greenwich*
*Sojia Sathi, University of Greenwich - Dora Capozza, University of Padua*

P02:107  Culture-level differences in the relationship between personality traits and prejudice
Cultural perceptions of economic roles and objectives may influence the relationship between personality and prejudice. New Zealand research demonstrates a strong relationship between self-enhancing aspects of personality and prejudice. Cross-cultural comparisons will be made, and possible mediating variables discussed.

*Laina Isler, Victoria University of Ottawa*

P02:108  Cultural decision-making: Applying priming methods to investigate the effect of culture on a social dilemma
To circumvent weaknesses of a cross-cultural comparison approach, we primed participants to investigate the effect of cultural mindsets on decision-making. Our two studies show that primes interacted with gender, producing outcomes in opposite directions, depending on the construct primed.

*Nic Flinkenflögel, VU University Amsterdam*

P02:109  When writing less is more: Exploring identity motives in Twitter usage in SA and UK
We apply motivated identity construction theory in a thematic analysis of Twitter posts by Saudi Arabian and British users. 5000 tweets from April-May 2013 were coded and analysed. Support was found for all five universal motives, with relative prominence.

*Heyla Selim, University of Sussex*
*Karen Long, University of Sussex*
Cultural influences on internal face processing
Extensive experience with faces covered by headscarves may enhance a perceiver’s spontaneous reliance on internal features during unfamiliar face processing. In support of this claim, we show that Emirati perceivers outperform Americans on a standard part-whole face matching task.

Sahar Kazemini, New York University Abu Dhabi
Yin Wang, New York University Abu Dhabi - Justin Thomas, Zayed University - Sophia Weissgerber, New York University - Israr Ul-Haq, New York University - Susanne Quadflieg, New York University
Scientific Programme

Wednesday July 9
17:15 - 18:55

S23 Evolutionary approaches to romantic attraction and relationships
This symposium presents four talks that examine attraction and relationship processes within an evolutionary framework. Together, these talks highlight the value of integrating evolutionary approaches with classic social psychological research to test novel hypotheses in the realm of relationship science.

**Johan Karremans, Radboud University**
**Jon Maner, Florida State University**

S23:01 Hormonal contraceptives and marital satisfaction
In a longitudinal study, wives married to less physically attractive husbands became less satisfied when they discontinued hormonal contraceptives, whereas wives married to more physically attractive husbands became more satisfied when then discontinued hormonal contraceptives.

**Jim McNulty, Florida State University**
**Michelle Russell, Florida State University**
**Levi Baker, Florida State University**
**Andrea Meltzer, Southern Methodist University**

17:15 - Aula

S23:02 Adaptive mechanisms underlying relationship formation: Inhibiting the emergence of futile commitments
Adaptive mechanisms underlying relationships formation where examined. Results reveal that the acquisition of attitudes during mate searching is modulated by self-regulatory operations that inhibit the formation of futile romantic commitments.

**Nicolas Koranyi, University of Zurich**
**Anne Gast, University of Cologne**
**Klaus Rothermund, University of Jena**

17:35 - Aula

S23:03 Implicit romantic relationship protection in the face of attractive alternative partners
The findings presented here suggest that romantically involved people process behavioural information about attractive alternative mates in a negatively biased manner, a potentially useful relationship protection mechanism.

**Johan Karremans, Radboud University**
**Mariko Visserman, Free University Amsterdam**

17:55 - Aula

S23:04 Sexual selection, mating motives, and male aggression
Romantic attraction can come with a dark side: men often compete violently with one another over access to potential partners. This talk describes studies showing that mating primes increase men’s (but not women’s) aggression toward romantic rivals.

**Jon Maner, Florida State University**
**Sarah Ainsworth, Florida State University**

18:15 - Aula
Cooperation in intergroup conflict: In-group love and out-group hate
Six experiments and one meta-analysis show that groups refrain from the use of out-group hate in intergroup conflict if this is not needed to display in-group love.

Hillie Aaldering, University of Amsterdam
Carsten K. W. de Dreu, University of Amsterdam

Ingroup love and outgroup hate in intergroup conflict between real groups with varying conflict degrees
We examine intergroup conflict between soccer fans with no/weak/strong historical conflict. Outgroup hate could be expressed by harm or by help-avoidance. Stronger conflicts are associated with more help-avoidance, but not with harm.

Ori Weisel, University of Nottingham
Robert Böhm, Aachen University

Cooperation in nested social dilemmas: When do pro-socials extend their calculated cooperation to the out-group
Two studies show that pro-socials limit their self-sacrificial cooperation in an intergroup conflict to benefit their in-group, unless doing so substantially harms the out-group and they can invest in the collective benefit as well.

Hillie Aaldering, University of Amsterdam
Femke ten Velden, University of Amsterdam - Carsten de Dreu, University of Amsterdam

Emotional and behavioral reactions to risk and uncertainty
Two studies investigated how positive and negative emotions influence the tendency to harm another individual to reduce potential threat. Positive emotions inhibited aggression more than negative emotions fueled it, challenging the common view that bad is stronger than good.

Nir Halevy, Stanford University

In-group favoritism in cooperative decision making: A meta-analysis
We use meta-analysis to test theory of intergroup discrimination in cooperation from two perspectives – social identity theory and bounded generalized reciprocity. We find evidence for in-group favoritism and identify several theoretically relevant moderators, e.g. interdependence.

Daniel Baliet, VU University
Junhui Wu, VU University - Carsten de Dreu, University of Amsterdam
Scientific Programme

Wednesday July 9
17:15 - 18:55

S25 Forget encoding! Motivational relevance determines the cognitive accessibility of information
The symposium proposes that encoding does not necessarily activate representations. Rather, the motivational relevance of the encoded information determines the representation’s accessibility and use. We present data incompatible with the classic theories of accessibility.

Rene Kopietz, WWU Münster
Baruch Eitam, University of Haifa

S25:01 When assimilation from priming appears or disappears: Truth relevance in communication and elsewhere
I present evidence from research on communication for a mechanism underlying when priming assimilation effects appear or disappear—the truth relevance of audience-tuned messages. I discuss how the same mechanism underlies the classic contrast effect of verbal priming.

Tory Higgins, Columbia University
17:15 - Doelenzaal

S25:02 Exercising control boosts memory and amplifies value: effects of motivational relevance
Exercising agency through choice leads to a greater sense of control, thus increasing motivational relevance. Across five studies we show that representations processed as outcomes of agentic action result in greater memory contingent upon sufficient motivation and amplify emotional responses.

Ljubica Chatman, Columbia University
Betsy Sparrow, Columbia University
17:35 - Doelenzaal

S25:03 Anticipated interaction moderates the social-tuning effect on memory
Using Shteynberg’s (2010) social-tuning paradigm, our experiment found a memory advantage for shared information only when participants were told that they would (vs. would not) later interact with induced-group members. Findings are discusses in terms of motivational relevance.

Rene Kopietz, WWU Münster
Cécile Schain, WWU Münster - Garriy Shteynberg
17:55 - Doelenzaal

S25:04 Blinded by irrelevance: Pure irrelevance induced “blindness”
In two experiments we show that even when selection is unnecessary as mental resources are abundant a significant proportion of people are seemingly ‘blind’ to irrelevant stimulation presented for long durations and the focus of their attention.

Baruch Eitam, University of Haifa
Yaffa Yeshurun, University of Haifa - Kinneret Hassan, University of Haifa
18:15 - Doelenzaal
**Scientific Programme**

**Wednesday July 9**

17:15 - 18:55

T15  Motives and daily life

**T15:01**

Do natural landscapes reduce future discounting in humans?
Natural landscapes reduce future discounting as opposed to urban environments. Theoretical support stems from the evolutionary theories of life history and biophilia. Implications range from personal to collective outcomes, including healthy lifestyles, sustainable resource use and population growth.

Ariane J. van der Wal, VU University
Hannah M. Schade, Humboldt University - Lydia Krabbendam, VU University - Mark van Vugt, VU University
17:15 - Universiteitstheater

**T15:02**

Implicit theories about willpower predict preference for glucose vs. artificial sweetener after self-control exertion
We examined the effect of laytheories about willpower on the preference for sugar following a self-control task. Findings of two experiments suggest that believing in limited resources leads to increased liking of sugar, while believing in self-generating resources does not.

Katharina Bernecker, University of Zurich
Veronika Job, University of Zurich
17:35 - Universiteitstheater

**T15:03**

Online social facilitation: A Big Data approach to predicting high-stakes human performance
The present study examined whether being the topic of conversation on Twitter predicts tennis performance during professional tournaments. Tennis players who were tweeted about more — regardless of twitter messages' valence — outperformed their opponents.

Erik Bijleveld, Utrecht University
17:55 - Universiteitstheater

S26  The psychology of sustainable consumption: Causes and possible interventions

In this symposium we examine the psychological and socio-economic drivers of sustainable consumption in the specific domain of supermarket shopping, with a view to identifying interventions that may promote more sustainable consumption.

Denis Hilton, University of Toulouse

**S26:01**

Negative ingroup history reminders increase green purchasing, but ingroup identification styles determine subsequent ecologically-friendly behaviour
A manipulation of ingroup history was found to influence ecologically-friendly purchasing. Subsequent behaviour was determined by motivations for positive distinctiveness which diverged based on the individual's mode of ingroup identification. Evidence was found for both licensing and foot-in-the-door style behaviour.

Pamela Pensini, Friedrich Schiller University, Jena
Nerina J. Caltabiano, James Cook University - Ben R. Sligoski, James Cook University - 17:15 - OMHP D0.09
Can nudges influence green shopping behaviour? The case of descriptive social norms
Two experiments showed that descriptive social norms influenced the tendency to buy green products using a realistic online shopping portal with actually delivery of products offered to 1 in 5 participants. Low descriptive norms depressed green shopping relative to baseline.
*Christophe Demarque, University of Toulouse*
*Laetitia Charalambides, University of Toulouse - Denis Hilton, University of Toulouse - Laurent Waroquier, University of Toulouse*
17:35 - OMHP D0.09

Is one gesture enough? Compliance to environmental public policy depends on number of food choices
The impact of policy (labelling, subsidy, and ban) is tested through a field experiment in a UK retailer. Consumers follow a balance with their own private preferences such that they make green choices in some categories rather than all.
*Luca Panzone, University of Manchester*
*Timothy Swanson, Graduate Institute of International and Development Studies - Jules-Daniel Wurlod, Graduate Institute of International and Development Studies*
17:55 - OMHP D0.09

Social identity and climate change
This symposium focuses on a social identity approach to how individuals deal with climate change. All five contributions show how social identity processes affect individuals’ intentions to behave climate-friendly in distinct ways.
*Immo Fritsche, Universitat Leipzig*
*Philipp Jugert, University of Leipzig*

Conformity to ingroup standards: The role of group identification for adherence to environmental group norms
Three experimental studies were used to show that group-level self-investment (i.e. the importance of and satisfaction with the ingroup) but not self-definition (i.e. perceived similarities among ingroup members) moderated the effects of ingroup norms on respondents’ intentions to behave climate-friendly.
*Torsten Masson, Helmholtz Centre for Environmental Research (UFZ)*
*Immo Fritsche, University of Leipzig*
17:15 - OMHP D1.09

Climate change injustice: Moral convictions and group identification as predictors of collective action
We applied the Social Identity Model of Collective Action to the context of climate change. Our results suggest differences in the SIMCA model’s ability to explain the effects of minimal and maximal goal violations on collective action intentions and behavior.
*Markus Barth, University of Leipzig*
*Philipp Jugert, University of Leipzig - Immo Fritsche, University of Leipzig - Markus Wutzler, University of Leipzig*
17:35 - OMHP D1.09
Responsibility for climate change as a threat to national identity
Messages communicating the need for action on climate change may inadvertently threaten a positive image of one's ingroup. Two studies show that when national responsibility for carbon emissions is emphasised, participants are less willing to engage in ameliorative actions.
Rachel I. McDonald, University of New South Wales
K. H. Greenaway, University of Queensland
17:55 - OMHP D1.09

Understanding the role of personal and collective guilt in carbon feedback interventions
Two studies examine personal and collective guilt in response to carbon feedback. Participants who learn that their ingroup members emit more than they do reported greater collective guilt. This group-based guilt mediated the effects of feedback on sustainable intentions.
Mark A. Ferguson, University of Wisconsin-Stevens Point
Nyla R. Branscombe, University of Kansas - Jeremy R. Becker, University of Wisconsin-Stevens Point
18:15 - OMHP D1.09

Conspiracy theories and system justification beliefs
People are motivated to protect their belief that the system in which they live is fair. We report three studies suggesting that conspiracy theories – theories that hidden forces threaten society – may enable people to protect this belief.
Daniel Jolley, University of Kent
Karen Douglas, University of Kent
17:15 - OMHP D0.08

What really underlies emotional bias among conservatives? Negative valence or arousal?: An electrophysiological investigation
Two electrophysiological studies suggest that political conservatives exhibit physiological sensitivity to arousing stimuli, regardless of their valence. Past research may have confounded valence and arousal, leading to the mistaken conclusion that conservatives are sensitive to negative valence per se.
Shona Tritt, University of Toronto
Jordan B. Peterson, University of Toronto - Elizabeth Page-Gould, University of Toronto
Michael Inzlicht, University of Toronto
17:35 - OMHP D0.08

Regulatory focus and ideology: gaining economic profit and losing cultural security?
Is promotion-focused self-regulation related to economic conservatism while prevention-focused self-regulation is related to cultural conservatism? And if so, are promotion-framed political messages more convincing when used to argue for an economic conservative issue? We present encouraging results from three studies.
Silke Eschert, University of Tübingen
Michael Diehl, University of Mannheim
17:55 - OMHP D0.08
Distracted looking up: Priming low socioeconomic status impairs executive functioning
Bringing an experimental approach to the psychology of inequality, three studies show that decreasing one’s sense of socioeconomic status impairs performance on a range of executive functioning tasks. We discuss implications for understanding suboptimal financial decisions associated with poverty.
Jennifer Sheehy-Skeffington, Harvard University
James Sidanius, Harvard University
18:15 - OMHP D0.08

Political looks
Not only can political attitudes be detected from faces, political looks have an impact on other social judgements and on voting decisions. Trustworthiness and likability of left- and right-looking politicians correlated with participants’ political attitudes, and so did voting propensity.
Michaela Wänke, Universität Mannheim
18:35 - OMHP D0.08

Social and cognitive processes in majority and minority influence
This symposium examines social and cognitive processes underlying majority and minority influence from different, but complimentary, perspectives. The perspective changes from persuasion (Gardikiotis and Papastamou/Prodromitis), group (Prislin) to types of influence (Crano). Nemeth provides a summary and acts as discussant.
Robin Martin, Aston University
Antonis Gardikiotis, Aristotle University of Thessaloniki

Message elaboration and perceptions of social influence on self and others
Participants favor their thinking over the information about source’s status while assessing the roots of majority (vs. minority) influence on self. This perception is not however connected with their actual thinking about the influential message.
Antonis Gardikiotis, Aristotle University of Thessaloniki
17:15 - OMHP F0.01

Beyond source status and attitudinal strength in majority and minority influence
We present the findings of 3 experimental studies that clarify some obscure points in relation to the majority or minority status of the source, the strength of the arguments of a persuasive message and the way it is elaborated.
Stamos Papastamou, Panteion University of Athens
Gerasimos Prodromitis, Panteion University of Athens
17:35 - OMHP F0.01

On the value of diversity in the aftermath of (un)successful minority influence
In a face-to-face interaction with confederates, participants initially received minority or majority support, which was kept stable or reversed. In comparison to their stable counterparts, new majorities decreased acceptance and new minorities increased mere tolerance for diversity.
Radmila Prislin, San Diego State University
17:55 - OMHP F0.01
In-group leniency and minority influence
The leniency contract explains variations of findings found in research on minority influence. It is based on social categorization theory, inter-group relations, and theories of persuasion, to anticipate effects of minorities on the majority.

William Crano, Claremont Graduate University
18:15 - OMHP F0.01

Discussant
Charlan Nemeth, University of California, Berkeley
18:35 - OMHP F0.01

Gender and power in contemporary mass and social media
In light of a changing media landscape, this symposium showcases new research on the representations of women and men across different media and the consequences associated with consuming these representations for the perceptions and treatment of self and others.

Sabine Sczesny, University of Bern
Peter Hegarty, University of Surrey

Face-ism in self-presentation on personal websites: Does gender really matter?
Media portrayals of men are often characterized by higher facial prominence than portrayals of women, known as face-ism. We demonstrated face-ism also in people's self-presentations on personal websites. The effect was mediated by the agency of the individual's self-concept.

Michèle Céline Kaufmann, University of Bern
Katharina Ledermann, University of Fribourg - Sabine Sczesny, University of Bern
17:15 - OMHP C0.17

Sexualization in advertising re-framed: How empowered and submissive sexualization in ads affects women's well-Being
Sexualization in advertising has detrimental effects on women's well-being. This research demonstrates that „modern“ portrayals of women as sexualized but empowered (vs. submissive vs. control) also diminish women's well-being (e.g., body shame, internalization of beauty standards, negative mood).

Martina Infanger, University of Bern
Sabine Sczesny, University of Bern
17:35 - OMHP C0.17

Normalizing sexism through the consumption of “lads mags” by young british men
Young men who buy UK lads’ mags are more sexist than their peers. Magazines’ contents are hard to distinguish from rapists’ justifications for their crimes. Sexist jokes about women are more acceptable to young men when attributed to lads' mags.

Peter Hegarty, University of Surrey
Inge Blockmans, University of Surrey - Miranda Horvath, Middlesex University
Maddy Coy, London Metropolitan University
17:55 - OMHP C0.17

Discussant
Rachel Calogero, University of Kent
18:15 - OMHP C0.17
T17 Immigrants and immigration

T17:01 Are we indispensable? How inclusive national identities shape immigrants' acculturation preferences

This research shows that a civic definition of national identity is associated with a preference for integration among different immigrant groups. Specifically, a civic national identity increases integration through increasing immigrants' perceived identity and functional indispensability to the national group.

*Rita Guerra, CIS IUL (ISCTE-Lisbon University Institute)*
*Raquel António, CIS IUL - Matthew Deegan, University of Delaware*
*Samuel L Gaertner, University of Delaware*
17:15 - OMHP C2.17

T17:02 Collective identification and cognitive politicization: The case of Turkish migrants in Germany

Collective identities are significant predictors of cognitive politicization variables, moderated or/and mediated by collective maltreatment or/and collective efficacy. This is underpinned using qualitative and quantitative findings from a panel sample of Turkish migrants in Germany.

*Frank Reichert, University of Bamberg*
17:35 - OMHP C2.17

T17:03 Goodbye, ingroup! Female Turkish-origin migrants' tendency to leave their threatened ingroup after stereotype activation

Two experiments manipulated stereotype activation and showed significant performance differences between German and Turkish-origin girls in the stereotype activation condition. In this condition participants also showed a preference of leaving the threatened ingroup and joining a positively stereotyped outgroup.

*Sog Yee Mok, University of Konstanz - Thurgau University of Teacher Education*
*Sarah Elisabeth Martiny, University of Konstanz - Thurgau University of Teacher Education - Kay Deaux, New York University - Ilka Gleibs, London School of Economics and Political Science - Laura Froehlich, University of Konstanz - Thurgau University of Teacher Education*
17:55 - OMHP C2.17

T17:04 Social Identity Threat reduces the cognitive performance of immigrants: a meta-analytic review

A meta-analysis conducted in various countries (US and Europe) on the influence of stereotype threat on the cognitive performance of immigrants is presented. The role of potential moderator variables, e.g., publication status, cultural context, and cultural identity strength is discussed.

*Silvana Weber, Johannes Kepler University Linz*
*Morkus Appel, Universität Koblenz Landau - Nicole Kronberger, Johannes Kepler University Linz*
18:15 - OMHP C2.17
**Self-versus group-affirmation, acculturation ideologies and prejudice against immigrants in France**

This research demonstrates the potential of self-affirmation procedure as one way to diminish the perception of immigrants as a threat and consequently prejudice against them. We present two studies conducted in France and discuss the specificity of acculturation ideologies.

**Constantina Badea, University of Paris West Nanterre**

**Verena Aebischer, University of Paris West Nanterre** - **David Scherman, University of California, Santa Barbara** - **Aarti Iyer, University of Queensland**

**Jean-François Verlhiac, University of Paris West Nanterre**

18:35 - OMHP C2.17

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**Emotion and prosocial behaviour**

**Social values and vicarious emotional dispositions as predictors of preference for different kind of charities**

After validating two measures of social values and disposition to feel vicarious emotional experiences (Study 1 and 2), the results of a third study support their usefulness to predict the preference for charities aimed at pursing global vs. personal objectives.

**Luis Oceja, Autonoma of Madrid**

**Elena Zubieta, Universidad de Buenos Aires-CONICET** - **Maite Beramendi, Universidad de Buenos Aires-CONICET** - **Mariana Bargsted, Universidad Catolica del Norte** - **Sergio Salgado, Universidad de La Frontera** - **Agustín Espinosa, Pontificia Universidad Católica del Perú** - **Belen López-Pérez, University of Plymouth** - **Tamarra Ambra, Universidad de Burgos**

17:15 - OMHP A0.08

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**Thinking of the long term reduces dishonesty.**

The study shows that operations that highlight long-term consequences decrease the likelihood of behaving dishonestly. Specifically, the amount of observed cheating decreased under conditions that encouraged participants to think of their behavior over the long-term.

**Xochitl de la Piedad Garcia, Australian Catholic University**

**Leah Kaufmann, Australian Catholic University**

17:35 - OMHP A0.08

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**Doing good by doing nothing: The influence of the default-bias on altruistic attitudes and behavior**

Looking at optional tax donation policies, we found that participants held more positive attitudes towards altruistic donation when this was presented as the default. Further, this default effect can extend to encourage additional altruistic behaviour in the same domain.

**Jim, A.C. Everett, University of Oxford**

**Nadira Faulmüller, University of Oxford** - **Lucius Caviola, University of Basel** - **Guy Kahane, University of Oxford** - **Julian Savulescu, University of Oxford**

17:55 - OMHP A0.08
Feeling bad and protecting the planet: Understanding the causal influence of guilt on pro-environmental behavior
Four experiments explore the influence of guilt on behavior. Guilt fosters pro-environmental behavior when reparation possibilities are subtly, but not blatantly provided. Additional results indicate that guilt leads attention towards reparation possibilities.

Aurélien Graton, Université Bordeaux Segalen
François Ric, University of Bordeaux Segalen
18:15 - OMHP A0.08

Testing the prosocial effects of moral elevation and moral outrage
This paper presents findings from two empirical studies that test the prosocial effects of two of the most prototypical moral emotions - moral elevation and moral outrage. Findings show that elevation increases benevolent-relevant outcomes and outrage increases justice-relevant outcomes.

Julie Van de Vyver, University of Kent
Dominic Abrams, University of Kent
18:35 - OMHP A0.08

Emotional licensing: Group membership and shifting standards of emotional appropriateness
Norms of appropriate emotional expression shift not only with the context but also with group membership. Emotional expressions were judged as less appropriate when displayed by outgroup (vs. ingroup) members, a bias which may obstruct opportunities for cooperation and compromise.

Jacqueline S. Smith, Yale University
Marianne LaFrance, Yale University - John F. Dovidio, Yale University
17:15 - OMHP F0.02

Emotion expression creates race and gender gaps in minority influence during mock jury deliberation
Expressing anger increased White (but not Black) opinion minorities' perceived competence and influence over majority members. Majority members also became less confident in their opinion when male opinion minorities expressed anger but more confident when female opinion minorities expressed anger.

Jessica M. Salerno, Arizona State University
Liana Peter-Hagene, University of Illinois at Chicago - Alicia DeVault, University of Nevada, Reno
17:35 - OMHP F0.02
De-escalating intergroup conflict through communicating group-based anger: Indications of its relational function

The communication of group-based anger de-escalates intergroup conflict by emphasizing the importance of maintaining a positive intergroup relationship. Three studies investigated the role of empathy in this process and examined how situational factors (justice, consensus, time) might influence anger's effectiveness.

*Bart de Vos, University of Groningen*
*Martijn van Zomeren, University of Groningen* - *Ernestine Gordijn, University of Groningen* - *Tom Postmes, University of Groningen*

17:55 - OMHP F0.02

Perceptions of outgroup suffering: Connecting external explanations to compassionate responses

People sometimes respond compassionately to “potentially blameworthy” outgroups. This occurs when outgroup features are explained via external explanations. This increases perceived suffering, which triggers compassion. This mechanism is most effective when perceivers think deeply and have an expansive social identity.

*Michael J. Gill, LeHigh University*
*Michael R. Andreychik, Fairfield University* - *Phillip D. Getty, LeHigh University*

18:15 - OMHP F0.02
Scientific Programme
Thursday July 10
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S31:01 Effortless inhibition: Self-control decreases unhealthy eating by habitually eating less snacks
We hypothesized that people with high self-control are successful as a result of having established effective routines. This notion was supported by the finding that the relation between high self-control and low unhealthy snack consumption was mediated by habit strength.
Denise De Ridder, Utrecht University
Marieke Adriaanse, Utrecht University - Floor Kroese, Utrecht University - Marleen Gillebaart, Utrecht University
09:00 - Aula

S31:02 Diminished desire: a route to effortless self-control
Recent research has suggested effortless routes to self-control. One of these routes may be through diminished desire for temptations. Studies are presented that show that dispositional control is associated with changes in hedonic and affective processing of desirable stimuli.
Marleen Gillebaart, Utrecht University
Denise de Ridder, Utrecht University
09:20 - Aula

S31:04 Ironic effects of self-control: Lacking experience with temptations increases vulnerability to ego depletion effects
We present three studies in support of the notion that high trait self-control increases the vulnerability to situational self-control failure after ego depletion. Less frequent inhibition of impulses in everyday life is discussed as the reason behind these ironic effects.
Roland Imhoff, University of Cologne
Alexander F. Schmidt, University of Bonn - Friederike Gerstenberg, Technical University Munich
10:00 - Aula

S31:04 Depletion or disengagement? Attentional and behavioral control after cognitive work
According to the process model of depletion, self-control fails because of shifts in motivation and attendant shifts in attention. Here, we report three studies looking at physiological and behavioral response patterns, and investigate how depletion affects voluntary and involuntary attention.
Michael Inzlicht, University of Toronto
Jennifer Gutsell, Brandeis University
10:20 - Aula
Scientific Programme

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T19 Conditioning, priming, and behaviour

T19:01 Self-consciousness reverses the effects of nonconscious affective stimuli on persuasive message processing
Two experiments showed the impact of nonconscious affective stimuli on processing of a persuasive message. Results further indicate that the influence of positive (v. negative) primes on message processing differ as a function of participants’ level of private self-consciousness.
François Ric, University of Bordeaux
Theodore Alexopoulos, University Paris Descartes - Dominique Muller, University of Grenoble Alpes
09:00 - VOC zaal

T19:02 Based on Memory? Evaluative conditioning is sensitive to naturally occurring and experimentally induced forgetting
Evaluative conditioning (EC) is a change of liking due to pairings. This research tested predictions of a memory account of EC. It was shown that EC is disrupted by naturally occurring forgetting and by an interference manipulation that reduces memory.
Anne Gast, University of Cologne
09:20 - VOC zaal

T19:03 Higher-order influences on evaluative priming: Processing goals moderate congruity effects
We show that evaluative priming is sensitive to processing goals. Processing styles encouraging the inclusion of the prime to the target yield congruity effects, whereas processing styles that enhance the exclusion of the prime from the target reduce priming effects.
Theodore Alexopoulos, Université Paris Descartes
Klaus Fiedler, University of Heidelberg
09:40 - VOC zaal

T19:04 An associative self-anchoring account of perspective taking and implicit intergroup evaluation change
We present evidence supporting an associative self-anchoring account of implicit intergroup evaluation change following perspective taking. Adopting stigmatized group members’ perspectives strengthens associative links between that group and the self, enabling a transfer of positive implicit self-evaluations to the group.
Andrew Todd, University of Iowa
Pascal Burgmer, University of Cologne
10:00 - VOC zaal

S32 Modern-day identity threats on the career aspirations of women and minorities: Causes, consequences and interventions
This symposium brings together several different perspectives on the role of social identity threat in stigmatized groups, focusing on processes that hinder women from pursuing upward mobility in work and educational contexts.
Colette van Laar, Leiden University
Pelin Gul, Leiden University
Double isolation: Perceived social pressure and gender disparities in STEM
We show that women considering STEM anticipate isolation not only from those within the fields but also from their peers outside them. This pressure they anticipate from outside the field steers women away from the field.

Sapna Cheryan, University of Washington
Lauren Hudson, University of California, Berkeley - Caitlin Handron, Stanford University - Martin Ryan, University of Washington
09:00 - Doelenzaal

Men's roles and women's goals: Causes, consequences and complementarity
Are women's career goals related to their perception of men as caregivers? Across three studies, exposure to caregiving men caused women to anticipate breadwinning roles and women who envisioned themselves becoming breadwinners were more attracted to men with parenting skills.

Alyssa Croft, University of British Columbia
Toni Schmader, University of British Columbia - Alec Beall, University of British Columbia - Mark Schaller, University of British Columbia
09:20 - Doelenzaal

"Ingroup Distancing" among minority women: Protection through identity affirmation
This study examines the conditions that lead to "ingroup distancing" among upwardly mobile Muslim women in the Dutch organizational context, and the role of group affirmation as a positive tool for reducing these identity threat responses.

Pelin Gul, Leiden University
Colette Van Laar, Leiden University - Belle Derks, Leiden University - Naomi Ellemers, Leiden University
09:40 - Doelenzaal

Barriers in education and career trajectories of second generation young Muslim women: Lessons from TIES
A cross-national study with second-generation immigrants reveals vast differences in their work/educational outcomes, identity formations, family roles and social attitudes. Results suggest the role of education systems in determining young Muslim women's success at work/education, rather than their cultural/ethnic identities.

Maurice Crul, Free University Amsterdam
Jens Schneider, University of Osnabruck, Germany - Frans Lelie, TIES: The Integration of the European Second Generation and Elites
10:00 - Doelenzaal

Discussant
Jolanda Jetten, University of Queensland
10:20 - Doelenzaal
When stories meet: Encountering narratives of the other in the Israeli-Palestinian conflict
This study indicates that repeated exposure to the contesting narrative in intergroup conflict has the potential to change deeply-set beliefs, to give rise to a new sense of moral responsibility towards the other, and to spur action for social change.
Yiftach Ron, Interdisciplinary Center (IDC) Herzliya
09:00 - Universiteitstheater

White sheep and black sheep: Effects of normative vs. counter-normative interactions with an outgroup
We show that with normative extended contact the ingroup protagonist is evaluated positively, seen as non-threatening, typical of their group, and similar to other group members - with counter-normative contact the protagonist is evaluated negatively, seen as threatening, non-typical and nonsimilar.
Anja Eller, UNAM
Angel Gomez, UNED
09:20 - Universiteitstheater

The secondary transfer effect of contact: Longitudinal investigations into mediators, moderators, and group comparisons
A three-wave longitudinal study found evidence for the secondary transfer effect amongst White, but not Coloured, South Africans, via the process of attitude generalization, but not deprovincialization. The attitude generalization path was moderated by secondary outgroup friendships for both groups.
Simon Lolliot, University of Oxford
Miles Hewstone, Department of Experimental Psychology, University of Oxford - Katharina Schmid, Department of Experimental Psychology, University of Oxford
09:40 - Universiteitstheater

Buffer or poison? The interaction of positive and negative contact
Across three studies, we investigated the interaction effect of positive and negative contact on attitudes. Positive contact was found to buffer the effects of negative contact. Furthermore, the effects of positive contact were stronger at high levels of negative contact.
Benjamin Fell, University of Oxford
Simon Lolliot, University of Oxford - Katharina Schmid, University of Oxford - Miklos Biro, University of Novi Sad - Oliver Christ, University of Marburg - Miles Hewstone, University of Oxford
10:00 - Universiteitstheater

The effect of indirect contact on intergroup relations: A meta-analysis
The present meta-analysis tested the effect of indirect contact on intergroup relations. We considered experimental studies of different types of indirect contact interventions. The average effect of indirect contact as well as moderators will be presented.
Gunnar Lemmer, Philipps-University Marburg
Ulrich Wagner, University of Marburg
10:20 - Universiteitstheater
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S33 Terror Management Theory: Recent trends, potential challenges and future directions
Terror Management Theory provides an analysis of the role that awareness of death plays in life, and has been applied to a broad range of issues. This symposium presents recent trends and challenges to TMT, and presents future avenues.

Bertjan Doosje, University of Amsterdam
Armand Chatard, University of Poitiers and Center for Research on Cognition and Learning, Poitiers

S33:01 The rationality of mortals: Analytical activities under mortality salience
People under mortality salience mobilize limited cognitive resources to suppress death thoughts, the same resources that are also identified by dual process theories as necessary for rational reasoning. We present new evidence that people under mortality salience are less rational.

Bastien Trémolière, University of Toulouse
Wim De Neys, Université Paris Descartes, Paris - Jean-François Bonnefon, University of Toulouse
09:00 - OMHP D0.09

S33:02 Nuclear accident reminders lead individuals weakly concerned about environment to increase support for nuclear power
Nuclear accident and mortality reminders led individuals relatively unconcerned about environmental protection to more strongly support nuclear power. This effect was also found ten days later, was paralleled by increased death thought accessibility, and can be obtained with subliminal priming.

Leila Selimbegović, University of Poitiers and Center for Research on Cognition and Learning, Poitiers
Armand Chatard, University of Poitiers and Center for Research on Cognition and Learning, Poitiers
09:20 - OMHP D0.09

S33:03 Post-traumatic nation: The impact of the Holocaust on the contemporary political attitudes of Israeli Jews
Holocaust reminders increase support for intergroup violence, and decrease support for reconciliation, via increased Zionism. International isolation amplifies this effect - framing the Holocaust in human, not Jewish terms moderates it. A national survey reveals the chronic Holocaustization of political attitudes.

Gilad Hirschberger, School of Psychology, Interdisciplinary Center (IDC), Herzliya
Daphna Canetti, University of Haifa - Tsachi Ein-Dor, School of Psychology, Interdisciplinary Center (IDC) Herzliya - Tom Pyszczynski, University of Colorado, Colorado Springs
09:40 - OMHP D0.09

S33:04 “Always look on the bright side of death”: Anxiety, acceptance and curiosity in mortality salience
In this presentation we present evidence that not all people experience anxiety when they are reminded of their mortality, but that some people experience acceptance and peace. This has important implications for their reactions to mortality salience.

Bertjan Doosje, University of Amsterdam
Eric-Jan Klöne, University of Amsterdam - Bastiaan Rutjens, University of Amsterdam - Tom Pyszczynski, University of Colorado
10:00 - OMHP D0.09
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S33:05  The current state of Terror Management Theory and the future of death
We will discuss the current status of Terror Management Theory and address questions regarding the theory. It will also consider the implications of recent scientific advances in our understanding of death for how people relate to this ubiquitous existential problem.
Tom Pyszczynski, University of Colorado at Colorado Springs
Jeff Greenberg, University of Arizona
10:20 - OMHP D0.09

S34  Evolved to lie?
Dishonesty has direct social implications. One’s lies can hurt others, but can also benefit them. We discuss what determines the extent to which people lie to hurt or help others, and what are the underlying psychological processes of such behaviors.
Shaul Shalvi, Ben-Gurion University of the Negev

S34:01  Social preferences and lying aversion in children
In a sample of 7-14 year-old children, strong lie-aversion is observed at all ages. Children with stronger social preferences and concerns for efficiency are less prone to deception than selfish children, even when lying would benefit others at no cost.
Marie-Claire Villeval, CNRS, GATE, University of Lyon
Valeria Maggian, University of Padova
09:00 - OMHP D1.09

S34:02  Assuaging guilt and moral compromises
Drawing on Italian and U.K. samples using sequences of die rolls and the die-under-the-cup method, people regularly lied to an extent, assuaging guilt as they did so.
Alan Lewis, University of Bath
09:20 - OMHP D1.09

S34:03  Is lying a (bad) habit?
We study experimentally if lying is habitual. People who were tempted to lie did not reveal a habit for lying when they were no longer tempted. People induced to be honest remained honest when they were subsequently tempted to lie.
Jeroen van de Ven, University of Amsterdam
Michèle Belot, University of Edinburgh
09:40 - OMHP D1.09

S34:04  Tainted altruism: Strategic cheating in monetary donations to individuals and organizations
We examine how the willingness to cheat for the benefit of others is influenced by inter-group relationships and identification with the beneficiaries. The findings suggest that people employ cheating in a strategic way to promote specific others or political ideologies.
Shahar Ayal, Interdisciplinary Center Herzliya
Guy Hochman, Duke University · Uri Gneezy, UC San Diego · Dan Ariely, Duke University
10:00 - OMHP D1.09
Scientific Programme

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09:00 - 10:40

S34:05  Oxytocin promotes group serving dishonesty
Will people lie to benefit those they care about? What are the biological foundations for such dishonesty? A double-blind placebo-controlled experiment revealed oxytocin, a hormone related to social bonding, trust and cooperation, evokes group supporting dishonesty.

**Shaul Shalvi, Ben-Gurion University of the Negev**
**Carsten De Dreu, University of Amsterdam**
10:20 - OMHP D1.09

S35  The social psychology of solidarity
The papers in this symposium describe studies in which forms of solidarity (help, coordination, collective action) were an important factor in both group and intergroup processes. All presentations share an emphasis on social identity as a way of explaining solidarity.

**John Drury, University of Sussex**

S35:01  Solidarity and the enactment of social identity at a mass gathering
We investigate the different forms of solidarity between pilgrims at an Indian festival. Analysis of interview and ethnographic data show that solidarity both arises from a shared identity and allows the realisation of that identity.

**Nick Hopkins, University of Dundee**
**Clifford Stevenson, Queen's University Belfast**
09:00 - OMHP D0.08

S35:02  Emergent social identity and group norms predict solidarity behaviour in a disaster
A questionnaire survey of 1175 people affected by the 2010 earthquake in Chile found that both emergent identity and perceptions of solidarity predicted own solidarity behaviours, in line with predictions from self-categorization theory.

**John Drury, University of Sussex**
**Rupert Brown, University of Sussex**
**Roberto González, Pontificia Universidad Católica de Chile**
**Daniel Miranda, Pontificia Universidad Católica de Chile**
09:20 - OMHP D0.08

S35:03  National and religious identity and helping behaviour: The mediating role of empathy and altruistic values
Three studies involving students as well as national representative samples test the mediational role that empathy and pro-social values play in the relationships between two forms of social identity (national and religious) and helping behaviours (money, time and material donations).

**Siugmin Lay, Pontificia Universidad Católica de Chile**
**Roberto González, Pontificia Universidad Católica de Chile**
**Flavio Cortés, Pontificia Universidad Católica de Chile**
09:40 - OMHP D0.08

S35:04  This presentation has been withdrawn
Political solidarity and social change: Why (don’t) men and women oppose income inequality between genders
Political solidarity is opposition to the status quo that spreads beyond the disadvantaged. Two experiments examine when men and women will (not) support collective efforts to reduce income inequality between genders. Implications for social change research and practice are discussed.

**Emina Subasic, Australian National University**
10:00 - OMHP D0.08
Scientific Programme

Thursday July 10
09:00 - 10:40

S35:05 Discussant
Steve Reicher, University of St Andrews
10:20 - OMHP D0.08

T21 Individual differences and the self

T21:01 Is mindfulness associated with values and attitudes?
This presentation considers whether mindfulness is associated with values and attitudes. A correlational study found that more mindful individuals attached greater importance to self-transcendence and openness values and were more accepting of having ambivalent attitudes.
Geoffrey Haddock, Cardiff University
Sebastian Dummel, University of Heidelberg
09:00 - OMHP F0.01

T21:02 How state mindfulness shapes self-regulatory processes in everyday life
This study investigated how state mindfulness influences self-regulation in everyday life. State mindfulness was associated with greater acceptance and enactment of desires as well as less regret, less guilt and more happiness after enacting a desire.
Malte Friese, Saarland University
Wilhelm Hofmann, University of Cologne
09:20 - OMHP F0.01

T21:03 Emotion differentiation, valence focus and appraisal overlap
Findings from two experience sampling studies showed that higher levels of emotion differentiation are related to less focus on the valence aspect of emotions and to lower overlap in appraisal patterns between people’s emotions.
Yasemin Erbas, KU Leuven
Eva Ceulemans, KU Leuven - Madeline Pe, KU Leuven - Peter Koval, KU Leuven - Peter Kuppens, KU Leuven - University of Melbourne
09:40 - OMHP F0.01

T21:04 The ideal road not taken: Regrets of action and inaction and self-discrepancy theory
People regret their inactions more than their actions. Focusing on the content of naturalistic regrets, we build upon Self-Discrepancy Theory to suggest that while regrets of action stem from an actual-ought self discrepancy, regrets of inaction stem from actual-ideal discrepancies.
Shai Davidai, Cornell University
Thomas D. Gilovich, Cornell University
10:00 - OMHP F0.01

T21:05 Compassion: What it is, what it isn’t, and what it does
The emotional state referred to as “compassion” has had a long history in the social sciences. This talk will review some of this history, distinguish compassion from related constructs, and review evidence for compassion’s ability to produce important behavioral responses.
Mark H. Davis, Eckerd College
10:20 - OMHP F0.01
Scientific Programme

Thursday July 10
09:00 - 10:40

T22  Interpersonal processes in the workplace

T22:01  Follow the (goal of) the leader: The dynamics of achievement goal socialization
Two studies reveal the achievement goal socialization dynamics: the more time they spend together, the more leaders’ performance goals predict those of their subordinates - leaders’ performance goals predict performance-approach (vs. avoidance) goals emergence in subordinates reporting high (vs. low) self-competence.

Nicolas Sommet, University of Lausanne
Vincent Pillaud, University of Lausanne (then, from January, University of Toronto) - Fabrizio Butera, University of Lausanne
09:00 - OMHP C0.17

T22:02  Too little too late: The effect of leaders’ timing on subordinate trust and trust repair
In two studies, we examined the effect of leaders’ delays on subordinate trust (reparation) with the offer of an apology. We found that apologies are limited in their ability to repair trust following leaders’ delays.

Lisa Lerner, Ghent University
Chris Reinders Folmer, Ghent University - Alain Van Hiel, Ghent University - David De Cremer, China Europe International Business School
09:20 - OMHP C0.17

T22:03  The dark side of white lies? Biased performance feedback and equality in the workplace
Across four studies we show that women are given benevolent but less accurate feedback about sub-par performance, despite their desire for accuracy. Though seemingly benign, differential telling of white lies may undermine equality in the workplace through unequal information obtainability.

Lily Jampol, Cornell University
Vivian Zayas, Cornell University
09:40 - OMHP C0.17

T22:04  Alone and unwilling to comply: Social exclusion and bullying at workplace decreases socially desirable responses
Results of three studies indicate that being subjected to bullying is connected with lower compliance, especially after reminding workplace exclusion episodes. Findings of longitudinal study prove that compliance decreases in time as a result of being unfairly and chronically rejected.

Malgorzata Gamian-Wilk, University of Lower Silesia
10:00 - OMHP C0.17

T23  Intergroup conflict

T23:01  Attributions of negative intergroup history: Cognitive and identity-based mechanisms.
We analysed biased explanations of intergroup history. Study 1 shows that such attributional bias is weakly related to social identity. Study 2 shows that attribution of outgroup historical behaviour has cognitive sources, whereas attribution of ingroup behaviour has identity-related causes.

Michał Bilewicz, University of Warsaw
Marta Witkowska, University of Warsaw - Anna Stefaniak, University of Warsaw
09:00 - OMHP C2.17
Befriending the enemy: Outgroup friendships longitudinally predict intergroup attitudes in a neutral-setting youth intervention program
We tested intergroup contact theory for the largest Middle Eastern neutral-setting intervention across three years. This study provides the first longitudinal investigation of the influence of outgroup friendship formation on intergroup attitudes after participants’ re-entry to their home countries.

Juliana Schroeder, University of Chicago
Jane Risen, University of Chicago
09:20 - OMHP C2.17

Historical closure and willingness to make amends in Germany and Japan after World War II
The study is about German and Japanese post World War II perspectives. A set of hypotheses tested for differences between German and Japanese participants regarding established intergroup variables. New predictors explained unique variance in the willingness to make amends.

Katja Hanke, Jacobs University & Bremen International Graduate School of Social Sciences
James H. Liu, Victoria University of Wellington
09:40 - OMHP C2.17

Who is stressed? Action orientation moderates the effect of external stress on relationship satisfaction
We could show in a dyadic data set that action-state orientation moderates the effect of stress on relationship satisfaction. The more action oriented partners are under higher levels of stress, the happier they and their partners are in their relationship.

Sabine Backes, University of Zurich
Veronika Brandstätter, University of Zurich - Monika Kuster, University of Zurich
09:00 - OMHP A0.08

Self-control matters when work spills over into the relationship
Three studies among dual-earners using both correlational and experimental methods showed that negative work experiences are related to relationship behavior through the depletion of self-regulatory resources for individuals low in dispositional self-control, but not for individuals high in dispositional self-control.

Esther Kluwer, Utrecht University
Gerdientje Danner-Vlaardingerbroek (lead author), Utrecht University - Elianne van Steenbergen, Utrecht University - Tanja van der Lippe, Utrecht University
09:20 - OMHP A0.08

Approach/avoidance relationship goals, stress, dyadic coping and communication in dating couples
This study examines the association between approach-avoidance relationship goals and different aspects of relationship quality (stress, dyadic coping, stress communication, and interpersonal communication). Results from dyadic analysis (N=368 couples) confirm the postulated associations and advance our understanding of relationship functioning.

Monika Kuster, University of Zurich
Sabine Backes, University of Zurich - Veronika Brandstätter, University of Zurich
09:40 - OMHP A0.08
An insight on factors conditioning self-forgiveness process: a dyadic perspective
Based on findings from an experimental and a dyadic study, the present findings demonstrate that self-forgiveness is the result of a dyadic process, whereby both the transgressing partner's and the victimized partner's perceptions of the offense affect self-forgiveness.

*Sara Pelucchi, Catholic University of Milan*
*F. G. Paleari, University of Bergamo - C. Regalia, Catholic University of Milan - J. Karremans, Radboud University, Nijmegen*

10:00 - OMHP A0.08

The influence of interpersonal dependency, guilt, and gender in close relationship conflicts
Three studies examined the effect of dependency, and guilt in different conflict situations as a function of gender. Results showed that, only in women, dependency was related with guilt leading forgiveness to the partner

*Inmaculada Valor-Segura, University of Granada (Spain)*
*Francisca Expósito, University of Granada - Miguel Moya, University of Granada*

10:20 - OMHP A0.08

The psychology of system justification: International perspectives
By integrating research from several European countries and New Zealand this symposium examines whether system justification is applicable in diverse socio-political contexts and how research from these societies informs our understanding of system-justifying processes. Implications for political engagement are discussed.

*Aleksandra Cichocka, University of Kent*
*John T. Jost, New York University*

S36:01

Cross-cultural validation of the system justification scale across Europe
This research tests the reliability and validity of the diffuse system justification scale (Kay & Jost, 2003) as a tool to measure ideological justification in diverse contexts: the Russian Federation and three Mediterranean countries.

*Cristina Mosso, University of Turin*
*Virginie Bonnot, Paris Descartes University - Filippo Rutto, University of Turin - Natalia Starosvetskaya, Krasnoyarsk State Pedagogical University*

09:00 - OMHP F0.02

S36:02

Effects of system justification on emotions and emotion regulation during the 2013 Turkish protests
The affective underpinnings of system justification are critical for understanding system stability vs. change. Studies conducted before and during the Turkish protests demonstrated that system justification is related to emotions and emotion regulation, which inspire participation in collective action.

*Nevin Solak, Middle East Technical University*
*John T. Jost, New York University - Nebi Sümür, Middle East Technical University - 09:20 - OMHP F0.02*
Scientific Programme
Thursday July 10
09:00 - 10:40

S36:03 Subverting collective interests: A system justification perspective on political protest
We show that system-justifying beliefs dampen the effects of inequality on protest intentions (Study 1) by maintaining people's identification with those responsible for their deprivation (Study 2). Study 3 shows that political efficacy undermines protest intentions by increasing system-justifying beliefs.

Danny Osborne, University of Auckland
Chris G. Sibley, University of Auckland
09:40 - OMHP F0.02

S36:04 Stripped of illusions? System justification in capitalist and post-communist societies and implications for political engagement
Basing on comparisons of system justification process in post-Communist and Capitalist societies, we propose a new model in which system justification concurrently undermines political engagement due to low desire for social change and reinforces political engagement by fostering political efficacy.

Aleksandra Cichocka, University of Kent
John T. Jost, New York University
10:00 - OMHP F0.02

S36:05 Discussant
Robbie Sutton, University of Kent
10:20 - OMHP F0.02
Scientific Programme
Thursday July 10
11:05 - 12:45

The psychology of social mobility for disadvantaged group members
This symposium presents research on the process of social mobility of disadvantaged group members, focusing on ethnicity, age, and social class. Presentations address the conditions and consequences of social mobility, both experienced and anticipated, and how these influence social identification.
Russell Spears, University of Groningen
Marlon Nieuwenhuis, Cardiff University

Understanding psychological strategies of social mobility during times of transition
This talk examines the antecedents of psychological social mobility, where an individual seeks to build a connection with the majority outgroup. Two studies show that such identity change occurs when individuals’ existing identities are built on a strong foundation.
Aarti Iyer, University of Queensland
Jolanda Jetten, University of Queensland - Airong Zhang, Commonwealth Scientific and Industrial Research Organisation, Australia
11:05 - Aula

Effects of social mobility perceptions on older adults’ group identification
When facing ageism, older people’s identification with the group of older adults vary with perceived permeability. However, the pattern of results is opposite to Social Identity Theory predictions. Should we reconceptualise permeability?
Bibiana Armenta, University of Groningen
Katherine Stroebe, University of Groningen - Susanne Scheibe, University of Groningen - Nico W. Van Yperen, University of Groningen - Tom Postmes, University of Groningen
11:25 - Aula

The permeability paradox: Ability can undermine social mobility because of group loyalty concerns
The ability to move into a high status group can exacerbate loyalty concerns by highlighting the personal responsibility of leaving the old group. Experimental research supported this explanation for why low status group members do not always take such opportunities.
Russell Spears, University of Groningen
Michele Suhlmann, University of Groningen
11:45 - Aula

Predictors of social mobility within the context of higher education
In this paper I examine how social identity factors, such as permeability and compatibility of identities, and individual ability influence social mobility among low status group members in the context of higher education in the United Kingdom.
Marlon Nieuwenhuis, Cardiff University
Tony Manstead, Cardiff University
12:05 - Aula
Scientific Programme

Thursday July 10
11:05 - 12:45

T25:01 Stereotype threat

**Counter-stereotypes attenuate the preference for strong leaders**
In times of crisis strong leaders are preferred. Three studies show that challenging stereotypes attenuates the preference for strong over sensitive leaders, in regard to leadership typicality, effectiveness, and the leader’s ability to initiate innovation.

*Carola Leicht, Coventry University*

*Georgina Randsley de-Moura, University of Kent - Richard J. Crisp, University of Sheffield*

11:05 - VOC zaal

T25:02 Stereotype threat in workplace conversations and the mitigating role of gender inclusive policies

A daily diary study examined stereotype threat among professional engineers. Among women, negative conversations with men (but not women) predicted daily fluctuations in stereotype threat and burnout. However, inclusive policies predicted more positive conversations with men and reduced stereotype threat.

*William Hall, University of British Columbia*

*Toni Schmader, University of British Columbia - Elizabeth Croft, University of British Columbia*

11:25 - VOC zaal

*This presentation has been withdrawn*

T25:03 Compensating stereotype threat in older adults: The role of positive self perception of ageing

Effects of negative (stereotype threat) and positive information about memory performance by older adults were compared to those of a no information condition on older adult performance. Positive self-perception of ageing moderated stereotype threat effects.

*Antonio Bustillos, Universidad Nacional de Educación a Distancia*

*Rocio Fernández Ballesteros, Universidad Autónoma de Madrid - Carmen Huici, Uned*

11:45 - VOC zaal

T25:04 Counter-stereotypesenhance creativity when need for structure is low

Epistemic motivation could determine whether stereotype violations facilitate or hamper creativity. In two experiments, following counter-stereotypic rather than stereotypic information, participants low (high) in need for structure, showed better (impeded) creative performance.

*Małgorzata Gocłowska, University of Amsterdam*

*Matthijs, M. Baas, University of Amsterdam - Carsten K.W. De Dreu, University of Amsterdam - Richard J. Crisp, University of Sheffield*

12:05 - VOC zaal
Scientific Programme
Thursday July 10
11:05 - 12:45

S38
Keeping grip: Coping with world changes through simplification
People increasingly have to adapt to change. Five presentations provide novel insights into how people deal with such changes through a simplification of their world in the domains of scientific beliefs, explorative behavior, religion, consumer decision-making, and climate change.

Femke van Horen, VU Amsterdam
Bastiaan Rutjens, University of Amsterdam

S38:01
The appeal of stage theories in science
The appeal of stage theories in science increases when people's sense of order and control are experimentally reduced. Stage theories thus seem to help simplifying the world by imposing order on certain processes and phenomena.

Bastiaan Rutjens, University of Amsterdam
Frenk van Harreveld, University of Amsterdam - Joop van der Pligt, University of Amsterdam - Loes Kremers, University of Amsterdam - Marret Noordewier, Leiden University

S38:02
Relating the need for predictability to interest in exploring the unknown
People need predictability and like familiarity. However, people are also curious creatures and actively explore novel and unfamiliar things. How do these apparently opposite desires relate? It appears to be key to take the temporal dynamics of sense-making into account.

Marret Noordewier, Leiden University

S38:03
Don't Stop Believing: Rituals decrease anxiety and improve performance.
People often feel anxious when called upon to perform. Across five experiments using physiological, self-report, and behavioral measures, we find that performing a pre-performance ritual decreases anxiety and improves subsequent performance on public speaking, singing, and math tasks.

Alison Wood Brooks, Harvard Business School

S38:04
Be concrete! The persuasiveness of concrete product descriptions under uncertainty
We test whether uncertainty affects the appeal of concrete versus abstract usage of language in product communications. Results indicate that uncertainty, but not certainty, leads to a more positive evaluation and a higher willingness to pay for products described concretely.

Femke van Horen, VU Amsterdam
Michaela Wänke, University of Mannheim - Thomas Mussweiler, University of Cologne

S38:05
Climate paralysis: When preserving a hospitable world conflicts with preserving a certain and just world.
The results of four studies suggest that people perceive actions needed to mitigate climate change to threaten the need for subjective certainty, and actions needed to adapt to climate change to threaten the need for a just world.

Robert Sutton, University of Kent
Rachel M. Calogero, University of Kent
Christopher Sibley, University of Auckland
Minority and non-prototypical leaders: When and how can they prevail?

Social identity theory of leadership confirms group prototypical leaders are unequivocally influential. This symposium questions the universality of this claim, identifying when non-prototypical leaders are influential and what the effects of their influence may be.

David Rast, III, University of Sheffield
Michael Hogg, Claremont Graduate University

Leaders in the numerical majority or minority: Different effects on decision-making and attitudes

Two sources of influence often co-occur in real-life groups: leadership and numerical support. We present several studies showing that a leader increases compliance when in the majority but increases conversion when in the minority.

Robin Martin, Aston University
Antonis Gardikiotis, Aristotle University of Thessaloniki - Miles Hewstone, Oxford University - Geoff Thomas, Aston University
11:05 - Universiteitstheater

Leading in uncertain times: Sometimes it's good to be new

This research examines leader support in times of uncertainty. Four studies show that prototypical leaders are preferred, but non-prototypical leaders who are newly installed gain support when followers are uncertain.

David Rast, III, University of Sheffield
Amber M. Gaffney, Claremont Graduate University - Michael A. Hogg, Claremont Graduate University - Richard J. Crisp, University of Sheffield
11:25 - Universiteitstheater

Contesting gender stereotypes stimulates generalized fairness in the selection of leaders

Exposure to counter-stereotypic gender roles can reduce biased gender stereotypes. Three studies confirmed that after exposure to a counter-stereotypic gender role model, group prototypicality no longer predicted leadership evaluation and selection.

Georgina Randsley de Moura, University of Kent
Carola Leicht, Coventry University - Richard J. Crisp, University of Sheffield
11:45 - Universiteitstheater

Team-oriented leader behavior: Influences of group prototypicality and group norm

Situational factors influence leader team-oriented behavior. We present an experimental study showing that team-prototypical leaders follow group norms, whereas non-prototypical leaders show self-interest behavior independent of the group norm.

Steffen Giessner, Erasmus University
Daan van Knippenberg, Erasmus University
12:05 - Universiteitstheater
Motivated empathy: A person x situation perspective
Over the past decade, research suggests that failures of empathy are due to deficits in empathetic capacity. The present symposium an alternative view, exploring the central role that motivational factors play in governing empathic experiences.

_Daryl Cameron, University of Iowa_
_Jamil Zaki, Stanford University_

Theories of empathy modulate engagement with others' emotions and decrease the “empathy gap”
We manipulated individuals' lay theories of empathy as either a fixed trait or a malleable skill. A malleable, as compared to fixed, theory induced individuals to engage more with others' emotions, especially when doing so was challenging.

_Jamil Zaki, Stanford University_
_Karina Schuman, Stanford University - Carol Dweck, Stanford University_

Increasing motivation to care about others leads to empathetic behavior in undergraduates higher in psychopathy
Psychopathy predicts lack of concern for others. It is unclear whether this stems from differences in ability or motivation. In a gambling task for self and others, high-psychopathy participants showed concern for in-group others, indicating the role of motivation.

_William A. Cunningham, University of Toronto_
_Nathaniel L. Arbuckle, University of Ontario Institute of Technology_

The emotional cost of humanity: Anticipated exhaustion and emotion regulation predict dehumanization
In this talk, I describe how dehumanization results from motivated compassion regulation. I will present four experiments which show that dehumanization is strongest for people who are motivated to avoid emotional exhaustion and who have the ability to regulate emotions.

_Daryl Cameron, University of Iowa_
_Lasana Harris, Duke University - Keith Payne, University of North Carolina at Chapel Hill_

The self-dehumanizing consequences of lacking compassion
What are the personal costs of acting without empathy and compassion for others? I will present research demonstrating that lacking empathy and compassion for others dehumanizes the self. I will also show that this self-dehumanization motivates pro-social responses towards others.

_Brock Bastian, University of New South Wales_

The brighter side of threat: How uncertainty and distrust can yield positive outcomes
This symposium will highlight recent work that demonstrates how threat-compensation efforts can elicit positive and evolutionarily adaptive outcomes such as enhanced creativity, higher levels of prosocial behavior, and diminished reliance on stereotypes.

_Keith Markman, Ohio University_
_Kimberly Rios, Ohio University_

S41:01 A (creative) portrait of the uncertain individual: Self-uncertainty and individualism enhance creative performance
Across four studies, we demonstrate that uncertainty about the self positively affects creative task performance among individualists, and that being induced (versus not induced) to perceive oneself as creative can help individualists restore a threatened sense of self-certainty.

_Kimberly Rios, Ohio University_
_Keith Markman, Ohio University - Juliana Schroeder, University of Chicago - Elizabeth Dyczewski, Ohio University_

S41:02 Reactive approach motivation (RAM) to threat and promoting prosocial outcomes
Reactive approach motivation (RAM) theory holds that threats cause anxiety and defenses reflect approach motivation states that relieve anxiety. We present evidence for RAM and suggest that salient prosocial ideals can direct RAM towards more prosocial outcomes.

_Kyle Nash, University of Basel_
_Ian McGregor, York University - Mike Prentice, University of Missouri - Karina Schumann, Stanford University - Mike Ross, University of Waterloo_

S41:03 Adaptive outcomes of meaning violation and meaning compensation
In contrast with much of the ‘threat-compensation’ literature, this talk presents the adaptive, performance oriented outcomes of meaning violation and meaning compensation. These outcomes include enhanced attention, comprehension and puzzle-solving.

_Travis Proulx, University of Tilburg_

S41:04 When distrust frees your mind from stereotyping and safeguards your memory from intrusions
We investigate how distrust reduces stereotyping and enhances memory. Three experiments demonstrate that distrust reduces the stereotypicality of person judgments and protects memory from false contents. A comparison focus on dissimilarities is proposed as the underlying information processing mechanism.

_Ann-Christin Posten, Harvard University_
_Thomas Mussweiler, University of Cologne_
Scientific Programme

Thursday July 10
11:05 - 12:45

T26:01 Stacking the jury: Legal professionals intuitively select jurors according to implicit racial bias
In an examination of juror selection processes, American legal professionals were randomly assigned different roles for a mock trial. Prosecutors and defense lawyers tended to intuitively select jurors with levels of implicit racial bias that worked in their favor.
Mike Morrison, University of Western Ontario
Bertram Gawronski, University of Texas at Austin
11:05 - OMHP D0.08

T26:02 The secret life of metacognition: Public self-awareness reduces the effect of metacognitive experience on judgment
We present three studies demonstrating that a state of public self-awareness – the awareness of oneself from the imagined perspective of others – reduces the influence of metacognitive experiences of processing fluency and ease-of-recall on human judgments.
Tom Noah, The Hebrew University of Jerusalem
Yaacov Schul, The Hebrew University of Jerusalem - Ruth Mayo, The Hebrew University of Jerusalem
11:25 - OMHP D0.08

T26:03 “I know the rule, but I’ll just go with my gut”
Two experiments test the hypothesis of explicit heuristic information use despite normative knowledge, through conscious conflict. Results support this assumption and suggest people might be “resolving conflict” by sustaining their answers on explicit heuristic use, despite recognizing its lower reliability.
Filipe Loureiro, ISPA - Instituto Universitário
Garca-Marques, T., ISPA - Instituto Universitário (Lisbon)
11:45 - OMHP D0.08

T26:04 I touched it thus I like it: Object’s valence is altered through haptic experience
We test the heuristic of contagion by self that leads people to view objects as “contaminated” through touch. Attitudes towards negative objects become more positive when participants touch them, since touch creates an association between the object and the self.
Michal Parzuchowski, University of Social Sciences and Humanities Campus in Sopot
Wieslaw Baryla, University of Social Sciences and Humanities Campus in Sopot - Bogdan Wojciszke, University of Social Sciences and Humanities Campus in Sopot
12:05 - OMHP D0.08

T26:05 Exploring the dual nature of utility
In an attempt to investigate the psychological nature of economic utility, we propose a dual-utility model that specifies different psychological components and their underlying mechanisms.
Fritz Strack, University of Würzburg
Michael Zürn, University of Würzburg
12:25 - OMHP D0.08
S42 The psychophysiology of self-regulation
We explore how psychophysiological measures can enrich theory and research on self-regulation drawing on motivational intensity theory, the implicit-affect-primes-effort model, fantasy-realization theory, the model of action vs. state orientation, and the strength model of self-control.
A. Timur Sevincer, University of Hamburg
Gabriele Oettingen, New York University and University of Hamburg

S42:01 Fatigue influence on self-regulatory restraint: A motivation intensity theory perspective
I will discuss research from my laboratory concerned with fatigue (performance resource depletion) influence on effort in people confronted with performance challenges, considering implications for self-regulatory (i.e., behavioral) restraint.
Rex Wright, University of North Texas
Stephanie D. Agtarap, University of North Texas
11:05 - OMHP F0.01

S42:02 Implicit affect and the intensity of motivation: New insights
New experiments on the implicit-affect-primes-effort model (Gendolla, 2012) contrasting the impact of implicit and explicit affective cues and the impact of different types of negative affect on effort-related cardiac response in cognitive tasks.
Guido H. E. Gendolla, University of Geneva
11:25 - OMHP F0.01

S42:03 Mental contrasting and transfer of energization
The self-regulatory strategy of mental contrasting successfully solving a given task with obstacles standing in its way elicited physiological energization that translated into physical effort (Study 1) and mental effort (Study 2) in an unrelated task.
A. Timur Sevincer, University of Hamburg
Gabriele Oettingen, New York University and University of Hamburg
11:45 - OMHP F0.01

S42:04 Implicit self-regulation of cardiovascular arousal: The moderating role of action orientation
In two studies, action orientation predicted faster recovery from stress as assessed by finger temperature (Study 1) or heart rate (Study 2). Conscious attention to the body disrupted physiological regulation among action-oriented individuals.
Sander L. Koole, VU University Amsterdam
Caroline Schlinkert, VU University Amsterdam - Mattie Tops, VU University Amsterdam
12:05 - OMHP F0.01

S42:05 Psychophysiological consequences of exercising self-control
Acts of self-control may shift one's motivational orientation. Exercising control increased relative left-frontal brain activation (Study 1) and reduced startle responses to positive images (Study 2). Both patterns suggest increased reward sensitivity after exercising self-control.
Brandon J. Schmeichel, Texas A&M University
Adrienne Crowell, Texas A&M University
12:25 - OMHP F0.01
The role of morality in collective action participation and social change
This symposium brings together researchers working on establishing the role of moral
considerations in collective action participation and related topics such as mobilization
and radicalization. It showcases the cutting edge research in this field.

Maarten Zaal, University of Exeter
Emma Thomas, Murdoch University

S44:01 Moral motivation as a unique core motivation for collective action
In this talk I review recent evidence for four core motivations for collective
action (morality, identity, unfairness, and efficacy - Van Zomeren, 2013), with
emphasis on how moral motivation is based in violations of subjectively absolute
standards.

Martijn Van Zomeren, University of Groningen
11:05 - OMHP C0.17

S44:02 Morality's potential to motivate collective action and social change
We present findings on the malleability and context-dependency of moral
foundations and judgments, and morality's potential to motivate collective action
and social change. Different kinds of threat lead to shifts in morality, and these
shifts motivate support for social justice.

Bernhard Leidner, University of Massachusetts
Emanuuelle Castano, New School for Social Research - Peter Kardos, University of
Massachusetts Amherst
11:25 - OMHP C0.17

S44:03 You're either with us or against us: How politicization affects individuals’
relation with others
Three studies investigated how politicization affects individuals' responses to
attitudinally similar and dissimilar others. To the extent politicization implied
holding a moral conviction about the cause, the politicized tended to respond
negatively to individuals less committed to this cause.

Maarten Zaal, University of Exeter
Reem Saab, American University, Beirut - Kerry O'Brien, Australian National University
- Carla Jeffries, University of Southern Queensland - Manuela Barreto, University of
Exeter - Colette van Laar, Leiden University
11:45 - OMHP C0.17

S44:04 Moral positions and strategic decisions about collective action are negotiated
through social interaction
Strategic decisions and moral positions are important in promoting political and
radical actions. Two studies show that strategic and moral frameworks for action
are articulated through social interaction.

Emma Thomas, Murdoch University
Craig McGarty, Murdoch University - Winnifred Louis, University of Queensland
12:05 - OMHP C0.17

S44:05 Discussant
Colin Leach, University of Connecticut
12:25 - OMHP C0.17
**Scientific Programme**

**Thursday July 10**

11:05 - 12:45

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**S43**  
Current directions in narcissism research  
This symposium presents current research on narcissism from multiple perspectives - namely cultural, intergroup as well as individual. It includes emerging theories in this area and also discusses recent findings regarding narcissists' reactions to self-image threats at group and individual level.  
*Barbara Nevicka, University of Amsterdam*

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**S43:01**  
Communal narcissism in socio-cultural context  
Agentic narcissists satisfy grandiosity, entitlement, and power in agentic domains, communal narcissists in communal domains. Communal narcissists perceive themselves as high, but are perceived as low, in communion. East-Asians self-enhance on communal domains the greater their passion for their culture.  
*Constantine Sedikides, University of Southampton*  
*Jochen Gebauer, Humboldt-Universität zu Berlin, Germany - Huajian Cai, Chinese Academy of Sciences*  
11:05 - OMHP C2.17

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**S43:02**  
Narcissism and geek culture: Testing the great fantasy migration hypothesis  
Several alternative cultures, commonly referred to as “geek” cultures, have become more prominent in recent years. We developed the Geek Culture Engagement Scale (GCES) to assess this and found that it predicted narcissism along with related personality constructs.  
*W. Keith Campbell, University of Georgia*  
*Jessica L. McCain, University of Georgia*  
11:25 - OMHP C2.17

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**S43:03**  
Collective narcissism as predictor of retaliatory intergroup aggression towards those who threaten the in-group’s image  
Collective narcissism predicts retaliatory intergroup hostility when in-group’s image is threatened by criticism or insufficient acknowledgement by others. The effect of collective narcissism is mediated by the perception of in-group criticism (or lack of the deserved recognition) as personally threatening.  
*Agnieszka Golec de Zavala, Goldsmiths, University of London*  
*Aleksandra Cichocka, University of Kent - Irena Iskra-Golec, Jagiellonian University*  
11:45 - OMHP C2.17

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**S43:04**  
Reducing narcissistic aggression  
Narcissists behave aggressively when their egos are threatened. This research shows that two approaches are effective in reducing narcissistic aggression: (1) increasing the overlap between narcissists and their aggression targets, and (2) buttressing the fragile self-esteem of narcissists.  
*Brad Bushman, The Ohio State University*  
*Sara Konrath, University of Michigan - Keith Campbell, University of Georgia*  
12:05 - OMHP C2.17

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**S43:05**  
Threatening the ego of a narcissist fuels performance  
When narcissistic individuals perceive an ego threat they tend to react with aggression. However, we find that narcissists can also utilize a different strategy in order to deal with threats to their self-image, namely exhibiting superior performance.  
*Barbara Nevicka, University of Amsterdam*  
*Femke S. Ten Velden, University of Amsterdam - Matthijs Baas, University of Amsterdam*  
12:25 - OMHP C2.17
T27:01  Perceived pervasiveness of moral evaluations and willingness to repair moral image
Across five studies, we show the power of moral evaluations as intra-group regulation tools, proposing and finding that people care about moral evaluations because they are perceived as pervasive, and that this actually reflects an intra-group behavioral regulation process.
Stefano Pagliaro, Seconda Università degli studi di Napoli
Naomi Ellemers, Leiden University - Manuela Barreto, University of Exeter - Cecilia Di Cesare, Università di Chieti-Pescara
11:05 - OMHP A0.08

T27:02  Strategic information sharing: the role of power construals and buttons
People construing power as responsibility share more (unique) information than people construing power as opportunity. An additional ‘Trust’ button shifted the focus more to the social and therefore more responsible aspects of sharing and increased the sharing of (unique) information.
Nicoleta Balau, VU University Amsterdam
Sonja Utz, Knowledge Media Research Center (KMRC), Tubingen
11:25 - OMHP A0.08

T27:03  The emergence of group influence on self-definition and self-investment: A multi-level approach to in-group identification
The present research takes a novel multi-level modeling statistical approach to in-group identification. We explore the role of intra-group interaction in the emergence of group influence on two dimensions of in-group identification: self-definition and self-investment.
Lise Jans, University of Groningen
Lise Jans, University of Groningen - Colin W. Leach, University of Connecticut - Randi Garcia, Princeton University - Tom Postmes, University of Groningen
11:45 - OMHP A0.08

T27:04  We are in this together: Physical activity and social identity
Two studies examined the role of group identification, social identity complexity and personal factors on physical activity. Results suggest that identification with an exercise referent group and how individuals construe their identity impact exercise. Implications for health promotion are discussed.
Fiona Grant, Claremont Graduate University
Michael A. Hogg, Claremont Graduate University
12:05 - OMHP A0.08

T27:05  Stigma-by-association, burden, psychological distress, quality-of-life, and coping among family members of people with mental illness
The relationships between stigma by association, other perceived family burdens created by debilitating conditions, psychological distress, and quality of life among family members of people with a mental illness were examined. Coping strategies used by family members were also explored.
Remko Van der Sanden, Maastricht University
Arjan E.R. Bos, Open University - Sarah E. Stutterheim, Open University - John B. Pryor, Illinois State University - Gerjo Kok, Maastricht University
12:25 - OMHP A0.08
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T28  Group and social issues

T28:01  Perceptions of crowd safety at the 2012 Hajj: A social psychological model
A survey of 1194 pilgrims at the Hajj found that perceived support mediated effects of social identity on perceived crowd safety, and that the only people for whom density reduced safety were those low in identification with the crowd.

_Hani Alnabulsi, University of Sussex_
_John Drury, University of Sussex_
11:05 - OMHP F0.02

T28:02  Posting against science – The case of the violent video games debate
The results of this research demonstrate the crucial role of social identity in the evaluation and the communication of group-relevant scientific findings in Web 2.0.

_Peter Nauroth, Philipps-Universität Marburg_
_Mario Gollwitzer, Philipps-Universität Marburg_
11:25 - OMHP F0.02

T28:03  Different coping for different folks? How group identification protects well-being among racial and sexual minorities.
Blacks and gay people were sampled to examine whether group-based coping options account for positive association between minority identification and well-being. For gays individual mobility and ingroup social support were unique mediators. For Blacks collective action was a unique mediator.

_Robert Outten, Institute of Social Sciences-University of Lisbon_
_Michael Schmitt, Simon Fraser University_
11:45 - OMHP F0.02

T28:04  This presentation has been withdrawn
Social identity complexity as a moderator for the relationship between social identities and mental health
A community study in Canberra, Australia (N=918) found that the relationship between social identification and mental health was moderated by people's social identity complexity across community, home and work contexts. Implications for theory and health promotion are discussed.

_Lean O'Brien, University of Canberra_
_Professor Helen Berry, University of Canberra_
12:05 - OMHP F0.02

T28:05  The impact of gendered contextual norms on the relationship between gender identity and career aspirations
Across two studies, contextual gender norms moderated the relationship between gender and career aspirations. This demonstrates the contextual malleability of career aspirations, and has implications for understanding the career choices made by men and women.

_Katharine McAtamney, University of Bath_
_Laura G. E. Smith, University of Bath - Edmund Keogh, University of Bath_
12:25 - OMHP F0.02
Poster Session 3
Thursday July 10
13:00 - 14:00 - Atrium

P03:01 Cultural differences in the social perception of smiling individuals - study of 38 cultures
Previous studies on social perception reveal that on many dimensions smiling individuals are perceived more positively than non-smiling ones. Experiment carried out in 38 countries reveals that in some conditions smiling individuals may be perceived less favourably than non-smiling individuals.
Kuba Krys, Polish Academy of Sciences

P03:02 Trait and state authenticity across cultures
We investigated whether authenticity in both its forms — trait and state — transcend culture. Results uncovered common ways of experiencing authenticity and inauthenticity across the four cultures (i.e., China, India, Singapore, US), while also showing country-specific idiosyncrasies.
Letitia Slabu, Middlesex University
Alison Lenton, University of Southampton, School of Psychology - Constantine Sedikides, University of Southampton, School of Psychology - Martin Bruder, University of Konstanz, School of Psychology

P03:03 This presentation has been withdrawn

P03:04 School culture and ethnic achievement gap: The Turkish minority in France
Cultural mismatch between Turkish families and French school norms was examined. Teachers valued individualism more than Turkish, but not French parents. Moreover, Turkish pupils were less individualistic than French pupils although this gap was reduced after socialization within the system.
Maria Cristina Aelenei, LAPSCO, Blaise Pascal University
Céline Darnon, Clermont University, Blaise Pascal University & University Institute of France - Delphine Martinot, Clermont University, Blaise Pascal University

P03:05 Ageism in Serbia – Do we discriminate the “wise ones”
The paper deals with the ageism in Serbia, as well as its relations with other prejudices, more commonly researched. The results show that most important correlates of ageism were self-esteem, authoritarianism, SDO and social identity salience.
Vladimir Mihic, University of Novi Sad

P03:06 The influence of aging on sequential decision making: The role of cognitive and motivational factors
The aim of the study was to investigate the role of age and cognitive closure in the performance of the sequential decision making task. The results showed poorer performance of older adults. However, older adults showed also interesting compensatory mechanisms.
Grzegorz Sedek, University of Social Sciences and Humanties
Klara Rydzewska, University of Social Sciences and Humanties
Poster Session 3
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P03:07 The bystander effect in preschool children
We provide the first experimental evidence for a bystander effect in 5-year-old children. A control condition revealed that the mere presence of bystanders is not sufficient - the bystanders need to be able to help and yet neglect to do so.
Maria Plötner, Max Planck Institute for Evolutionary Anthropology
Harriet Over, University of York - Malinda Carpenter, Max Planck Institute for Evolutionary Anthropology - Michael Tomasello, Max Planck Institute for Evolutionary Anthropology

P03:08 Adolescent trust is related to peer influenced risk taking
In the present study we explore if the relation between adolescent trust and risk taking is moderated by the social context. The results show that trust was only related to peer influenced risk taking and not to non-social risk taking.
Jeffrey Derks, VU University Amsterdam
Nikki Lee, VU University Amsterdam - Lydia Krabbendam, VU University Amsterdam

P03:09 Children's reasoning about the changeability of self-invented versus pre-existing game rules
Young children understand social norms mostly as unchangeable laws. However, this understanding usually arises through their interactions with authorities. When children create social norms on their own with peers, they reveal a much richer and flexible understanding of these norms.
Susanne Göckeritz, Max Planck Institute for Evolutionary Anthropology
Marco F.H. Schmidt, Max Planck Institute for Evolutionary Anthropology - Michael Tomasello, Max Planck Institute for Evolutionary Anthropology

P03:10 Understanding the relationship between maternal' subtle and flagrant prejudice and children' racial attitudes
Three correlational and one quasi-experimental studies are presented investigating the role of maternal ethnic attitudes on their children's racial bias (aged 6 to 10), in an attempt to understand this relationship at an explicit and implicit level.
Rita Correia, CIS / ISCTE - Lisbon University Institute
Maria Benedicta Monteiro, Psychology Department - ISCTE - Lisbon University Institute

P03:11 Will you sync with me? Interpersonal coordination and individual differences
Individuals spontaneously entrain to interaction partners' movement rhythms during social exchange, with research revealing beneficial social consequences (e.g., affiliation, rapport, cooperation). The current work explores how individual differences (i.e., in social motives, social anxiety) influence the degree of interpersonal synchrony.
Lumsden Joanne, University of Aberdeen
Lynden K. Miles, University of Aberdeen - Michael J. Richardson, University of Cincinnati - C. Neil Macrae, University of Aberdeen

P03:12 Relational complementarity fulfills fundamental motivations to belong, control and trust in social interactions
We test the hypothesis that social situations where people act in complementarity with one another – jointly completing their interaction by combining mutually congruent action – (vs. non-complementarity) increase their sense of belonging, control and trust in that relationship.
Nuno Costa, Centre for Psychological Research and Social Intervention, Lisbon University Institute
Sven Waldzus, Centre for Psychological Research and Social Intervention, Lisbon University Institute - Alan Fiske, University of California Los Angeles
**Poster Session 3**

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P03:13  **A step too far? Exploring the ergogenic effects of interpersonal synchrony.**  
Interpersonal synchrony shapes social cognitive functioning in a way that enhances sociality and group cohesion. The present work demonstrated that such effects extend beyond strictly social outcomes whereby periods of coordinated activity were less physically demanding than equivalent asynchronous actions.  
*Lynden K. Miles, University of Aberdeen*  
*Joanne Lumsden, University of Aberdeen*

P03:14  **Multimodal dynamics during natural language**  
We present preliminary work that seeks to integrate multiple behavioral channels to further our understanding of multimodal language. While participants talk, we track eyes, speech, body, and brain. Results suggest that human interaction is a flexible, adaptive process.  
*Rick Dale, University of California*

P03:15  **Blue collar agents: How interaction-dominant dynamics give rise to social behavior**  
This talk will overview a program of research suggesting performance differences under stereotype threat arise from the self-organization of performance, such that social processes operate to differentially alter coordination between individuals and task constraints for members of different groups.  
*Brian A. Eiler, University of Cincinnati*  
*Rachel W. Kallen, University of Cincinnati*

P03:16  **Behavioral Dynamics of Joint Action and Social Movement Coordination:**  
**Theory, Modeling and Implications.**  
I will review recent research on the self-organizing dynamics of joint-action and social movement coordination and present a nonlinear dynamical modeling strategy for better understanding how the dynamics of physical social activity related to ongoing social cognitive interaction and  
*Michael J. Richardson, University of Cincinnati*

P03:17  **Shared Reality Theory: Reintegrating the concept of recognition**  
Drawing upon early concepts of Shared Reality, philosophical recognition concepts and research on being understood, we argue that recognition and consensus lead to Shared Reality and outline why and how to reintegrate recognition into Shared Reality Theory.  
*Cecily French, Ludwig-Maximilians-Universität Munich*  
*Rudolf Kerschreiter, Freie Universität Berlin*

P03:18  **Establishing shared reality via recognition: empirical evidence for differential effects of recognition and consensus**  
Three studies introduce a novel paradigm for exploring differential effects of recognition and consensus on indicators and consequences of Shared Reality and offer empirical evidence for the theoretical notion that Shared Reality emerges from recognition as well as consensus.  
*Rudolf Kerschreiter, Freie Universität Berlin*  
*Cecily French, Ludwig-Maximilians-Universität Munich* - *Philipp Sckopke, Ludwig-Maximilians-Universität Munich*
Creating shared reality in internet communication: Conditions for audience-tuning effects on memory
Exploring boundary conditions of creating shared reality via online communication with a beforehand unknown partner, we found that the audience tuning effect on communicators’ memory emerged only when perceived similarity and trust was experimentally facilitated.

Judith Knauenberger, Münster University
Dominik Illies, Bielefeld University - Gerald Echterhoff, Münster University

Why we post what we do: Need for sharedness and online social network usage
Results from two studies indicate that while extraversion renders it more likely that we use online social networks, why we do so and what we share online may be better understood in terms of need for sharedness.

Alexandra Zech, Ludwig-Maximilians-Universität Munich
Cecily French, Ludwig-Maximilians-Universität Munich - Rudolf Kerschreiter, Freie Universität Berlin

Semantic size of abstract concepts: It gets emotional when you can’t see it
We demonstrate a processing advantage for words denoting “big” concepts over “small” concepts. Furthermore, arousal attributes mediate lexical access for abstract, but not for concrete words, suggesting that the former are grounded in emotional arousal.

Milica Vasiljevic, University of Cambridge
Bo Yao, University of Manchester - Mario Weick, University of Kent - Margaret E. Sereno, University of Oregon - Patrick J. O’Donnell, University of Glasgow - Sara C. Sereno, University of Glasgow

Curative cleansing and the elusive scent of youth: How threat influences embodied consumer attitudes
In this paper we analyze the therapeutic effects of consumption from the perspective of embodied cognition. Specifically, two experiments tested that threat builds onto sensory experiences of dirtiness and thus can be alleviated by physical cleansing (Lee & Schwarz, 2011).

Eva Walther, University of Trier
Georg Halbeisen, University of Trier - Elena Linden, University of Trier - Martina Kaufmann, University of Trier

The group membership effect on women’s thermal facial reactions during the exclusion experience
In this study, we show the moderation effect of group membership in social exclusion on the immediate reaction (i.e., the variation of facial temperature), finding that people’s facial temperature increase when they are excluded by ingroup than by outgroup members.

Daniele Paolini, University of Chieti-Pescara
Francesca Romana Alparone, Università di Chieti-Pescara - Daniela Cardone, Università di Chieti-Pescara - Antonio Aquino, Università di Chieti-Pescara - Ilja van Beest, University of Tilburg - Arcangelo Merla, Università di Chieti-Pescara

Incidental haptic sensation influences social behaviour
The influence of haptic roughness on pro-social behaviour was explored. Participants completed a rough or smooth textured puzzle, before choosing to make a donation to charity. Contact with roughness resulted in lower donations than smoothness.

Prem Sebastian, Australian Catholic University
Leah Kaufmann, Australian Catholic University - Xochitl de la Piedad Garcia, Australian Catholic University
Different times: Representation of time in Dutch minds and the influence of locus of control
To make a first step towards exploring cultural factors involved in time representation two experiments were conducted. The first explored the conceptual status of the time and ego-moving system in Dutch. The second explored the relation with Locus of Control.

**Annemijn Loermans, VU University Amsterdam**
Lydia Krabbendam, VU University Amsterdam - Ad van Knippenberg, Radboud University Nijmegen - Ton Dijsktra, Radboud University Nijmegen - Nikki Lee, VU University Amsterdam

Curbing Consumption: Visual perspective and eating behavior
In two experiments, we explored the relationship between the visual perspective adopted during imaginary indulgence and eating behavior. Findings revealed that adopting a third-person point of view can alter mental representations and reduce consumption of desirable foods.

**Brittany Christian, University of Aberdeen**
Lynden K. Miles, University of Aberdeen - Jennifer Mattschey, University of Aberdeen - C. Neil Macrae, University of Aberdeen

Tactile roughness: Effects on social perception and decision making in social exchanges
Participants who experienced tactile roughness judged faces as being significantly less trustworthy than participants who experience tactile smoothness. However, there was no difference in the expectation that others would behave unethically. These results contribute to literature in embodied cognition.

**Rose Ferguson, Australian Catholic University**
Xochitl de la Piedad Garcia, Australian Catholic University - Leah Kaufmann, Australian Catholic University

When physical warmth promotes interpersonal warmth...or not: the case of autism
Two studies show that physical warmth is linked to interpersonal warmth in typically developed individuals, but not within individuals presenting autistic disorder/traits. These data suggest differences in ways social cognition is embodied in ASD, which could account for social deficits.

**Alice Follenfant, University of Bordeaux**

Relationship between automatic imitation and social cognition
The present study tested the relationship between automatic imitation and social-cognitive tasks. Automatic imitation was found to be correlated with the “reading the mind in the eyes” test, confirming a link between mirroring and higher level social cognition.

**Cedric Bouquet, University of Poitiers**
Frederique Bunlon, University of Poitiers

Weighty data: Importance information influences estimated weight of digital storage devices
What does digital data weigh? Three studies show that people judge digital storage devices to be heavier when they think the data stored on it is important (vs. unimportant). Accuracy motivation did not eliminate the effect.

**Iris Schneider, VU University Amsterdam**
Michal Parzuchowski, Warsaw School of Social Sciences and Humanities - Bogdan Wojciszke, Warsaw School of Social Sciences and Humanities - Sander L. Koole, VU University Amsterdam
A 'true' smile for a beloved political leader
The present study examined whether exposure to verbs referring to positive emotional expressions of ingroup and outgroup political members elicits a Duchenne or non-Duchenne smile measured by means of electromyographic (EMG) activation of zygomatic major and orbicularis oculi muscles.

Michela Menegatti, University of Bologna
Edita Fino, University of Bologna - Monica Rubini, University of Bologna

Grounding time in space: spatial movement and subjective perception of speed of time passage
We establish an empirical link between how the abstract concept of time is grounded and work on time perception-showing that the congruence between the spatial grounding of time and movement direction leads to the perception of faster time perception.

Xiaoqian Li, Utrecht University
Gün Semin, Utrecht Univeristy - Margarida Garrido, ISCTE-Instituto Universitário de Lisboa-Michael Hâfner, Utrecht University

Is prejudice expressed as the need for physical cleansing?
Six studies show that imagined intergroup contact (with homosexuals, disabled and old people) increases need for physical cleansing specific to the body parts engaged in the contact. This effect is moderated by political conservatism and need for cognitive closure.

Agnieszka Galec de Zavala, Goldsmiths, University of London
Sven Waldzus, Centro de Investigação e Intervenção Social, Instituto Universitário de Lisboa (ISCTE-IUL), Lisboa - Marzena Cypryanska, University of Social Sciences and Humanities, Warsaw - Claudia Simão, Centro de Investigação e Intervenção Social, Instituto Universitário de Lisboa (ISCTE-IUL), Lisboa

How t(w)o act together: Joint action mechanisms
Humans are able to perform a wide range of actions together, ranging from a handshake to the performance of a synchrony. This talk will address the cognitive and neural mechanisms that enable us to engage in joint actions.

Natalie Sebanz, Central European University

Flow in groups: The influence of social identity
We examine flow in groups. In two field studies and one experiment we show that a salient social identity (resulting from identification or deindividuation) facilitates flow in groups. We argue that groups are the ideal habitat for flow to emerge.

Daan Scheepers, Leiden University

The dynamics of social influence: Lasting effects of behavioural synchronisation
We investigated whether changes in bodily rhythm after synchronisation would be retained longer when a social identity was salient than when a personal identity was salient. Results support this hypothesis, suggesting an embodied norm that lasted for several days.

Miriam Koschate, University of Exeter
Mark Levine, University of Exeter
Uniform and complementary social interaction: Distinct pathways to solidarity
We examine how different forms of co-action (uniform vs. complementary co-action) give rise to feelings of solidarity. Five studies reveal that both forms of co-action increase solidarity, but have different consequences for the role of the individual within the group.
*Namkje Koudenburg, University of Groningen*
*Tom Postmes, University of Groningen - Ernestine H. Gordijn, University of Groningen - Aafke van Mourik Broekman, University of Groningen*

CIRCA: Cross-culturally valid, iconic depictions of fundamental forms of social relations and intergroup phenomena
I present the iconic CIRCA measure of within and between-group communal sharing, hierarchy, and equality, and its validation among Western, Amazon-Shuar and Inuit samples, together with correlational and experimental effects on intergroup phenomena in Western, Inuit, Indian, Arab samples.
*Lotte Thomsen, University of Oslo*
*Jim Sidanius, Harvard University - Alan Fiske, University of California, Los Angeles*

Core cognitive modules underlie social coordination
We present an integrative model of how social relations are cognized. We propose that general core cognitive modules were re-used and adapted to facilitate social coordination in the form of relational models. We give details for communal sharing and hierarchies.
*Thomas Schubert, University of Oslo*
*Lotte Thomsen, University of Oslo - Alan Fiske, University of California, Los Angeles -*

The predictive chameleon: Evidence for anticipatory social imitation
Imitation is assumed to start once an action (e.g., nose scratching) is observed. However, we demonstrated that already inferring an action’s intention from its triggering event (e.g., nose wrinkling) without observing any behavior is sufficient to elicit imitation (nose scratching).
*Oliver Genschow, Ghent University*
*Marcel Brass, Ghent University*

Ignored faces are processed but not mimicked
To assess whether facial mimicry is moderated by motivational factors, we assessed mimicry in an affective priming design. In line with predictions, participants mimicked targets, which they were told to attend but not primes which they were told to ignore.
*Ursula Hess, Humboldt-Universität zu Berlin*

Being imitated and empathy for pain
It is widely acknowledged that observing somebody else in pain leads to strong empathic responses in the observer (empathy for pain). In a series of experiments we show that being imitated enhances empathy for pain.
*Marcel Brass, Ghent University*
*Lize De Coster, Ghent University*

Trust is in the eye of the beholder. How facial appearance processing influence evaluation?
Much evidence shows that initial social judgments are influenced by target’s facial appearance (e.g. ethnicity, gender, expression or physical strength). Here we show that the impact of facial appearance on evaluations is fundamentally qualified by processing dynamics of these features.
*Míchal Olszanowski, University of Social Sciences & Humanities*
*Piotr Winkielman, University of California, San Diego*
Individual and interpersonal affective forecasting: Implicit theories of emotion and recall
The role that implicit theories of emotion play in interpersonal (friend) affective forecasting and recall of affective predictions was assessed. Forecasted and recalled self- and friend- predictions were similar and recalled predictions were mostly not influenced by experienced affect.

Janice Sanchez, University of Oxford
Gwenda Simons, University of Birmingham - Brian Parkinson, University of Oxford

What makes revenge sweet? Just desert versus personally enacting revenge
We compared experienced satisfaction after first-party punishment with third-party punishment in an economic game. Results showed that in response to very unfair offers participants derived more satisfaction after first- compared to third-party punishment.

Elise Seip, University of Amsterdam
Losana Harris, Duke University - Mark Rotteveel, University of Amsterdam - Wilco W. Van Dijk, Leiden University - Ilja G. Sligte, University of Amsterdam - Marcello Gallucci, University of Milano-Bicocca - Agneta H. Fischer, University of Amsterdam

Why activating different self-construals can increase the effects of self-conscious emotions on pro-environmental intentions
Providing information via social media activates the social self. This increases the effects of guilt on pro-environmental intentions. Our findings imply that this occurs because guilt becomes more social in nature. Interestingly, we show that this works differently for pride.

Onwezen Marleen, LEI Wageningen UR
Gerrit Antonides, Wageningen University

Touch or not touch? Unconscious use of feelings as information to judgment of action capabilities.
This experiment tests the hypothesis of feelings as information regarding our action capabilities. Data suggests that individuals made use of unconscious emotional experiences as informational component to “reachability” in interaction with body-scaled information (arms’ length) to support decision to act.

Cristina Fonseca, ISPA-IU
Teresa Garcia-Marques, ISPA-IU, Portugal

Mental representations of attachment figures buffer against negative affect
I hypothesize that activating mental representations of attachment figures will prime feelings of comfort and support, buffering against negative affect elicited by recalling past negative memories.

Steve Strycharz, Cornell University
Emre Selcuk, Middle East Technical University - Vivian Zayas, Cornell University

Emotional acculturation in minority youth
We investigated emotional acculturation in a large sample of immigrant children in Belgium. As expected, minority children’s emotional fit to the Belgian culture is predicted by contact with Belgian children. Moreover, minority children’s emotional fit is related to their well-being.

Alba Jasini, University of Leuven
Jozefien De Leersnyder, University of Leuven - Batja Mesquita, University of Leuven
Poster Session 3
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P03:50 Situated acculturation and situational adjustment: The cultural day reconstruction method
Standard measures treat ‘acculturation’ as a trait, measured as explicit attitudes. The Cultural Day Reconstruction Method (Culture-DRM) assesses acculturative processes over a sequence of daily episodes. Both episode-level and individual-level variables predict situational shifts in cultural identity.
Andrew G. Ryder, Concordia University - Jewish General Hospital, Montreal
Marina Doucerain, Concordia University - Jessica Dere, University of Toronto Scarborough - Yulia E. Chentsova, Georgetown University

P03:51 Navigating two worlds: The influence of culture on biculturals’ emotional behaviors
Are bicultural Asian Americans emotionally sensitive to Asian and American cultural cues? As predicted, Asian Americans tailor even emotional behaviors to the cultural demands of the situation, whereas European Americans do not.
Yun Lucy Zhang, Stanford University
Jeanne Tsai, Stanford University

P03:52 Acculturation of Self: What do patterns of self tell us about implicit acculturation?
Patterns of self (Autonomy/Relatedness) may acculturate. This research yielded different self-patterns of Turkish Belgians and Belgian majority members. Turkish Belgians’ acculturation orientations towards the mainstream and heritage culture predicted the similarity of their self-patterns with the Belgian norm.
Canan Coskan, University of Leuven
Derya Gungor, University of Leuven - Karen Phalet, University of Leuven

P03:53 Emotional acculturation
Across three studies, we investigated whether minorities’ emotions acculturate. The results consistently yield a link between emotional acculturation on the one hand and exposure to and engagement with the majority culture on the other. Traditional acculturation scales were unrelated.
Jozefien De Leersnyder, University of Leuven
Alba Jasini, University of Leuven - Batja Mesquita, University of Leuven

P03:54 Can Gays/Lesbians read emotions better?: Minority stress effects on differential interpretation of emotions
Emotion interpretation is a maybe unsubstantiated positive stereotype of gay and lesbian individuals, still the emotion interpretation ability of those minority members is influenced by their minority stress levels.
Martijn Bruil, University of Amsterdam
Kai J. Jonas, University of Amsterdam

P03:55 Revisiting ‘emotional eating’: Retrospective overestimation of negative affect as a post-hoc justification for overeating
Two studies found that participants used negative affect as a post-hoc justification when they violated personal eating norms. Participants received feedback on their food intake (norm-violation vs. control). Negative affect resulting from norm-violation made participants retrospectively overestimate their negative affect.
Sosja Prinsen, Utrecht University
Jessie de Witt Huberts, University of Potsdam - Marieke Adriaanse, Utrecht University - Denise de Ridder, Utrecht University
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P03:56 Narrative markers of collective trauma elaboration
Fülöp & László (2013) proposed a Narrative Trauma Elaboration Model to investigate collective processes of trauma elaboration through identifying linguistic markers in group narratives. Studies were conducted to test predictions of the model regarding emotional aspects of narratives.
Eva Fulop, Hungarian Academy of Sciences
Janos Laszlo, Hungarian Academy of Sciences

P03:57 Self-criticism – is it delivered or received? An examination of self-perception in moral emotions.
We conducted two studies on the relationship between self-perception and self-critical emotions. Between two studies it was found that shame makes one identify as the recipient of self-criticism while self-anger or self-disgust makes one identify as the deliverer of self-criticism.
John Sabo, University of Kent
Roger Giner-Sorolla, University of Kent

P03:58 Relationship between identification with nation and collective emotions in case of in-group perpetrators and victims
In our studies, we investigated the experience of group-based emotions both in in-group perpetrator and victim stories. We have found a consistent pattern throughout the studies. Our participants showed a very biased and uncritical evaluation of inter-group situations.
Zsolt Peter Szabo, University of Pecs Department of Psychology
Janos Laszlo, University of Pecs and the Hungarian Academy of Sciences

P03:59 Motivated emoting in intergroup conflicts
Research on emotions in conflict generally focus on what people feel, paying limited attention to what they want to feel. In 4 studies we examine emotional preferences in intractable conflicts, and how they shape emotional and political reactions.
Roni Porat, Hebrew University of Jerusalem
Eran Halperin, Interdisciplinary Center, Herzliya - Maya Tomir, Hebrew University of Jerusalem -

P03:60 Impact of emotions on positions of ideological rightists and leftists in conflict: Who’s guided most?
Two studies gauged the interactive effect of ideology and emotion on positions in conflict. Data from conflict resolution and war yielded stronger emotion-positions relationships among leftists, with anger leading them to respond more like rightists and empathy less like rightists.
Ruth Pliskin, Tel-Aviv University
Eran Halperin, Interdisciplinary Center, Herzliya - Daniel Bar-Tal, Tel Aviv University - Gal Sheppes, Tel Aviv University

P03:61 Vicarious embarrassment: situational and dispositional influences
It has been shown that individuals can be vicariously embarrassed. Two experiments differentiate between vicarious and perceived embarrassment, show that the two constructs vary differentially as a function of the actor’s control, and attest to dispositional differences in vicarious embarrassment.
Judith Tonner, Universität Basel
Rainer Greifeneder
P03:62  Sincere when it suits us: Strategic considerations in emotion expression
Emotion expression in intergroup conflicts is influenced by strategic considerations that
depend on the audience addressed. Help-seeking emotions are expressed sincerely to a
third party (providing potential support) intended to show need for assistance but less to
an offensive out-group.
Julia Sasse, University of Groningen
Russell Spears, University of Groningen - Ernestine H. Gordijn, University of Groningen

P03:63  Public intergroup apologies: heal or harm to intergroup relations? Considering
perpetrators’ authoritarianism.
Effects of public intergroup apologies on the perpetrator group were examined in an
online experiment. Intergroup apologies were shown to elicit differentiated emotional
reactions amongst high and low authoritarian perpetrators, which in turn differentially
predicted willingness for reparation.
Sarina J. Schäfer, Philipps-University Marburg
Ulrich Wagner, Philipps-University Marburg - Frank Asbrock, Philipps-University Marburg

P03:64  An examination of the link between Just World Belief and Schadenfreude
The study tested if just-world-threat intensifies schadenfreude. Participants read
scenarios designed to threaten or maintain their just-world belief. Next, they read
funny schadenfreude stories about others’ failures. The existence of a link between
just-world-threat and schadenfreude was confirmed.
Agnieszka Pietraszkiewicz, University of Bern

P03:65  Differential use of affective and cognitive words in oral vs. written
emotional disclosure
In two studies, student participants were invited to disclose their emotions either orally
or in writing. Lexical analyses were then conducted with a computerized text analysis
tool. Results highlighted many differences in the use of affective and cognitive words.
Séverine Balon, Catholic University of Louvain (UCL)
Bernard Rimé, Catholic University of Louvain (UCL)

P03:66  Shifting frames: Conditional indirect effects of contested issues on perceived
effectiveness through multiple emotions
How do different news frames moderate the effects of differently contested issues
through discrete emotions (anger, fear, disgust, hope) on perceived effectiveness? We
demonstrate that a human interest frame facilitates the mediating function of hope but
not the other emotions.
Alina Feinholdt, University of Amsterdam
A.R.T. Schuck, University of Amsterdam - S.K. Lecheler, University of Amsterdam, - C.H. De
Vreese, University of Amsterdam,

P03:67  Depression and perceived discrepancies between personal and societal morality
We asked participants how much money they, and the average person, would need to
commit immoral acts. Participants more reluctant to harm than the perceived average
person reported higher depression. Discrepancies between one’s own and society’s
morality may increase vulnerability.
Rob Booth, Isik University, Istanbul
Nurcan Gundogdu, Isik University, Istanbul - Mujde Peker, Isik University, Istanbul
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P03:68 Priming effects of approach/avoidance motivation on the experience of moral anger and disgust.
A decision to take a certain action may influence what kind of emotion is experienced. We hypothesized and found that confrontation (approach) lead to reporting higher levels of anger, whether withdrawal (avoidance) lead to reporting higher levels of disgust.
Irena Domachowska, TU Dresden
Dr Roger Giner-Sorolla, Reader in Social Psychology, University of Kent, Keynes College,

P03:69 Exploring the relationship between external/internal hierarchical and relational perspectives and shame and guilt
A survey-based study that explored the relationship between external/internal hierarchical and relational perspectives and shame and guilt. As expected, external hierarchical predicted shame but not guilt, and a composite measure of internal hierarchical and relational predicted guilt but not shame.
Darren McGee, The University of Kent
Roger Giner-Sorolla, The University of Kent

P03:70 Cognitive and emotional consequences of using reappraisal and suppression to regulate positive emotions
Presently described experiment on 45 students tested how activation of reappraisal or suppression to regulate positive emotions influence emotional experience, attention and memory. The results confirm our hypotheses and previous works of others.
Dorota Kobylinska, University of Warsaw

P03:71 The effect of social power on anger and sadness expression
Anger is a social distancing emotion whereas sadness is an affiliative one. This study explored how social power shapes the expression of these emotions. Results confirmed our hypothesis that powerful participants should express less sadness than powerless and control participants.
Katerina Petkanopoulou, University of Granada
Guillermo B. Willis, University of Granada - Rosa Rodriguez-Bailon, University of Granada - Antony S.R. Manstead, Cardiff University

P03:72 The social functions of intergroup schadenfreude
This research investigated the social functions of schadenfreude in intergroup competition. Across two studies, using survey and experiment, it was shown that the social function of schadenfreude is to cope with in-group’s inferiority and to improve its status.
Paton Pak Chun Yam, University of Oxford
Brian Parkinson, University of Oxford

P03:73 The effect of empathy on recollections of parent-child relationships
The study found an indirect effect of emotion manipulation on recollections of parent-child relationships. Emotion manipulation caused an increase in state empathy, which in turn positively biased the participants’ recollections of their relationships with their parents.
Katie Daughters, Cardiff University
Antony Manstead, Cardiff University - Stephanie van Goozen, Cardiff University
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P03:74 Quantifying the relation between number of angry expressions, inclusionary status, and persuasion in groups
Does it matter how many people are angry about you? We quantify the relation between the number of angry and happy reactions to a deviant’s opinion, felt acceptance/rejection, the motivational implications of this relation, and eventual social influence.
Marc Heerdink, University of Amsterdam
Gerben van Kleef, University of Amsterdam - Astrid Homan, University of Amsterdam - Agneta Fischer, University of Amsterdam

P03:75 Applying the concept of normative clear-sightedness to the emotional norms
In the purpose of studying the processes implied in the adoption and the manipulation of emotional norms, by distinguishing adherence to a norm and knowledge of this norm, we associated the concept of normative clear-sightedness to the emotional norms.
Sarah Miller, Université Libre de Bruxelles
Christophe Leys, Université Libre de Bruxelles

P03:76 Embarrassment, emphatic embarrassment and susceptibility to social influence: a comparison between two experiments
In this empirical research we conducted two experiments where we shoved that subjects who experienced embarrassment and emphatic embarrassment were more susceptible to social influence attempts in the form of accepting an exaggerated results at an ambiguous task.
Dorin Nastas, Alexandru Ioan Cuza University of Iasi
Antonese Emilia, Alexandru Ioan Cuza University of Iasi - Mioara Cristea, Alexandru Ioan Cuza University of Iasi

P03:77 Behavioral tendencies toward valued vs. devalued immigrants: The mediation role of acculturation preferences and emotions
This research analyzed the effect of the immigrant target (valued vs. devalued) on majority members’ behavioral tendencies toward immigrants, showing the mediator role of acculturation preferences (especially regarding maintenance the original culture) and positive emotions in this link.
Isabel Cuadrado, University of Almería
Lucía López-Rodríguez, University of Almería - Marisol Navas, University of Almería

P03:78 Counter-stereotypes reduce biased intergroup emotions and improve intergroup attitudes
In three experiments, considering either gender or nationality counter-stereotypes, counter-stereotypic vs. stereotypic categorization attenuated the expression of biased emotions which, in turn, explained category combination effects on intergroup attitudes.
Francesca Prati, Alma Mater Studiorum University of Bologna
Monica Rubini, Alma Mater Studiorum University of Bologna

P03:79 Using the ‘testing technique’ as a measure of implicit discrimination against veiled Muslim women
Using the 'Testing technique' with equivalent CVs sent to actual job announcements in France, results showed that Arab Muslim candidates wearing the hijab were much less likely to be offered a job interview than French origin white candidates.
Pascal Tisserant, Lorraine University
David Bourguignon, Université de Lorraine - Richard Bourhis, Université du Québec à Montréal - Anne Lorraine Wagner, Ecole de Management de Strasbourg
Emotional reactions to unequal payment: The impact of personal beliefs and system variables

People respond to discrimination with negative emotion. Two studies showed that endorsing meritocratic ideologies reduced anger when a discriminatory system was permeable. However, endorsement of meritocracy beliefs increased shame when the system was impermeable.

*Angela Maitner, American University of Sharjah*

Her own cross to bear: How target, not agent, characteristics reduce the objectification of women

The objectification of women can be reduced through changes in target characteristics but not agent mindset (i.e., focus on appearance versus personality). The less sexualised a woman appears, the less she is likely to be objectified.

*Khandis Blake, The University of Melbourne*

Stephen Loughnan, The University of Melbourne - Nick Haslam, The University of Melbourne

Negotiating ethnic identities- Through the lens of mixed ethnicity Singaporeans

Seen against the background of Singapore, where ethnic categories are made salient in explicit terms through the nation’s social policies, this research showed that mixed ethnicity individuals faced distinctive challenges from structural influences in negotiating their ethnic identities.

*Geetha Reddy, London School of Economics and Political Science*

Ilka Gleibs, London School of Economics and Political Science

Ethnicity salience moderates the discrimination–health connection differently across American ethnic groups

Discrimination worsens health. However, US government data revealed ethnicity salient Blacks do not demonstrate the discrimination–health connection, ethnicity salient Native Americans do demonstrate it, and Latinos demonstrate no clear pattern. Groups may differ in coping and construals of discrimination.

*Ellie Shockley, University of Nebraska*

Minority group friendships license majority group members' expressions of prejudice

This experiment demonstrated that having minority-group friends gives majority-group members a moral advantage. A White target expressing a racist anti-Asian opinion was perceived as being significantly less racist if he was depicted with Asian friends than with no Asian friends.

*Michael Thai, School of Psychology, The University of Queensland*

Fiona Kate Barlow, School of Psychology, The University of Queensland

Impact of psychological essentialism on false consensus and false uniqueness effects

The present study investigated the impact of essentialist beliefs on the estimation of the commonness of one’s own characteristics among in-groups and out-groups. The results showed that essentialist beliefs about groups induce the perceived (but illusory) intergroup differences.

*Nobuko Asai, Kyoto-Bunkyo University*
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P03:86 Social perception of IPV: motivations to abuse, sex of the perpetrator and perceivers’ sexism
The influence of who abuses, his/her motivations and sexist attitudes of participants on perception of intimate partner violence (IPV) were studied. Implications for literature of social perception of IPV and the gender symmetry/asymmetry debate will be discussed.
Antonella Ludmila Zapata-Calvente, University of Granada
Jesús López Megías, University of Granada

P03:87 The influence of women’s attractiveness on different types of male’s sexually harassing behaviors
A computer-chat paradigm was used to show that target’s attractiveness differentially influences specific links of two motives underlying sexual harassment, hostility vs. sexuality, with resulting types of sexually harassing behavior, sending sexist jokes vs. saucy remarks, to a female target.
Charlotte Diehl, Bielefeld University
Tina Glaser, Bielefeld University - Svenja Thalke, Bielefeld University

P03:88 What do you think about: Does accepting a drink make victims to blame for rape?
Two experiments demonstrated the effects of information related to the role of alcohol and victim drinking behavior on perceptions of sexual assault incidents. Participants’ RMA was also included as an individual differences variable.
Monica Romero-Sanchez, University of Granada
Jesús L. Megías, University of Granada - Miguel Moya, University of Granada - Barbara Krahé, University of Potsdam

P03:89 Ambivalent sexism and attitudes toward traditional and nontraditional parents
Research aimed to describe the relationship between ambivalent sexism and attitudes toward nontraditional parents. We found that despite sexism level, people hold more positive attitudes toward stay-at-home than working parents. Stay-at-home fathers were penalized.
Marta Szastok, Jagiellonian University
Małgorzata Kossowska, Jagiellonian University

P03:90 Temporary activation of egalitarian goals and its influence on gender stereotypes
Inducing egalitarian goals may have effects on gender stereotypes Exposure to egalitarian words activated controlled cognition which resulted in higher response time in congruent trials than in incongruent ones regarding females.
Maria Aranda López, University of Jaen
Eva Ariño Mateo, University of La Laguna

P03:91 Sense of power in sexual objectification encounters: The role of benevolent sexism
The purpose is to test whether women’s sexist attitudes influences perceptions of their sense of power during a sexual objectification encounter. Results show that women's Benevolent Sexist attitudes were related to high sense of power reported in sexual objectification events.
Gemma Sáez Díaz, Granada University
Inmaculada Valor Segura, University of Granada - Francisca Expósito Jiménez, University of Granada - Robbie Sutton, University of Kent
Comparing group dehumanization and intra-sexual competition among normally ovulating women and hormonal-contraceptive users.
Two studies address the role of hormonal shift and of hormonal contraception across menstrual cycle in female dehumanization of others. These studies demonstrate that dehumanization of women is elicited by menstrual-cycle-related processes and associated to women’s mate attraction goals.

Valentina Piccoli, University of Trieste
Andrea Carnaghi, University of Trieste - Francesco Foroni, International School for Advanced Studies (SISSA)

Gender references in job advertisements – relations to job status and gender equality
Gender references in job advertisements were analyzed and related to gender typicality and status of professions. Results show that gender are addressed more equally in countries with a higher level of gender equality and in branches with many female employees.

Lea Hodel, University of Bern
Magdalena Formanowicz, University of Bern - Sabine Sczesny, University of Bern - Jana Valdravá, University of South Bohemia - Lisa von Stockhausen, University of Duisburg-Essen

Selective incivility in a male-dominated work domain: The role of gender stereotypes
Based on the theory of selective incivility and gender stereotypes, we conducted an experiment where participants were exposed to an example of incivility by manipulating form of incivility and employees’ and supervisors’ sex. Results revealed significant gender differences.

Carmona-Cobo Isabel, Universidad Autónoma de Madrid
Eva Garrosa-Hernández, Universidad Autónoma de Madrid - Madeline Heilman, New York University - Bernardo Moreno-Jiménez, Universidad Autónoma de Madrid

This presentation has been withdrawn

Ambitions at work: A comparison of students and employees in masculine and feminine contexts
This study examined the career ambition of students and employees whose fields of study or employment were congruent or incongruent with their female or male sex. Gender congruency had stronger effects than their sex or their student or employee status.

Esther Lopez-Zafra, University of Jaén
Alice H. Eagly, Northwestern University

When women do not support affirmative action policies. A queen bee syndrome?
The present research examined the relationship between level of education, a proxy for social class, and support for affirmative action policies aimed at promoting educated women’s access to decision-making positions.

Klea Faniko, Geneva University
Fabio Lorenzi-Cioldi, University of Geneva - Erjona Manushi, University of Geneva - Paolo Ghisletta, University of Geneva
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P03:97 Gender projection, essentialist beliefs and the underrepresentation of women in leadership positions
We present four studies examining the role of gender projection in the glass ceiling phenomenon. The projection of gendered traits to the prototype of manager is moderated by essentialist beliefs and that gender projection influences assessments of a prospective candidate.
Fabrice Gabarrot, Université de Bourgogne
Pierre DE OLIVEIRA, Université de Bourgogne, Dijon - Clémentine BRY, Université de Savoie, Chambéry - Jörg DIETZ, University of Lausanne

P03:98 Women faced with sexist remarks: confrontation or avoidance?
We assessed women's reactions to sexist remarks in job interviews. Results show that avoiding confrontation remains the dominant strategy even when its costs are reduced, when women are sensitized to sexism, and even when confrontation is presented as desirable.
Patricia Mélotte, Université libre de Bruxelles
Laurent Licata, Université libre de Bruxelles

P03:99 Sexism, perceived discrimination and psychological well-being: The role of collective action in spanish females
This study examines the relations among gender ideologies, perceived discrimination against ingroup, psychological well-being and the intention to participate in collective actions in a sample of 389 female. Path analysis shows the mediating role of collective action in psychological Well-Being.
Cristina García-Ael, Spanish University of Distance Teaching
Prado Silván-Ferrero, Spanish University of Distance Teaching - Encorna Nouvillas, Spanish University of Distance Teaching - Fernando Malero, Spanish University of Distance Teaching - Patricia Recia, Spanish University of Distance Teaching - Daniel Pérez-Garín, Spanish University of Distance Teaching

P03:100 Gender differences in assertiveness: The role of self-respect
Women are on average less assertive than men. In our study we investigate the underlying process of this phenomenon. We argue that self-respect, understood as a person's belief in being of equal worth and owning equal rights, mediates this effect.
Daniela Renger, University of Kiel
Sophus Damm, University of Kiel

P03:101 Transferring gender in early school years: Preschool teacher’s impact on children’s gender role self-concept
We examined whether children adopt their preschool teacher’s gender role norms. Girls and boys described more gender-typed self-concepts when preschool teachers endorsed traditional gender-role orientations. Gender differences were attenuated (femininity), and even disappeared (masculinity) when children had egalitarian teachers.
Ilka Wolter, University of Sussex
Lysson Zander, Freie Universität Berlin
Parental influences on the mathematical self-concept development of girls and boys in elementary school
Following Wigfield and Eccles' (2000) Expectancy-Value-model, the study aims at explaining girls' and boys' mathematical self-concept development through parental attitudes towards mathematics. Controlling for prior achievement in mathematics, gender-related differences in the predictive power of parents' characteristics are discussed.

Caroline Theurer, University of Kassel
Carina Tillack, University of Kassel, Germany - Frank Lipowsky, University of Kassel

Traditional or non-traditional? Gender fairness in German schoolbooks in the 21st century
The present research focuses on gender fairness within two school subjects. By content analysing the frequencies of characters, their respective activities and roles as well as language forms were investigated to see whether gender portrayals remain traditional or became non-traditional.

Franziska Moser, Freie Universität Berlin

It only needs one man – or can mixed groups be described by feminine generics?
In grammatical gender languages mixed-gender groups are usually addressed with a masculine form. This research shows that when male targets are presented at a distance to it, feminine generics, addressing a mixed-gender group, are perceived as grammatically more acceptable.

Elisa Merkel, University of Padua
Anne Maass, University of Padua - Martina Faralli, University of Padua - Cristina Cacciari, University of Modena

Antecedents and consequences of using highly gender-inclusive language forms – a multi-method inquiry
We investigated antecedents and consequences of using language forms varying in gender-inclusiveness. Trans*people feel particularly included by gender-inclusive forms. Evaluations of language forms are predicted by familiarity and attitudes towards linguistic equality. Possible negative consequences depend on familiarity and attitudes.

Christine Heinen, University of Hagen
Anette Rohmann, University of Hagen - Agostino Mazziotta, University of Hagen

Gender aspects of leader and self perception in teenager group
The purpose of this study was to find the relations between gender characteristics and status group structure. We analyzed the teenager representations about themselves and leaders. We marked discrepancy between the image and the real gender qualities of leaders.

Marianna Sachkova, Moscow State University of Psychology and Education
Irina Timoshina, Moscow State University of Psychology and Education

Stereotype threat: the effect of teaching intervention and mathematical anxiety on women's performance
Stereotype threat was tested in a Spanish sample using a repeated measures design, seeking to replicate Johns et al.'s finding that telling woman about stereotype threat prevents impaired performance, and to test the moderator role of math anxiety.

Antonio Bustillos, Universidad Nacional de Educación a Distancia
Daniel Pérez-Garín, UNED - Fernando Molero, UNED
More of an object, but no less of a person: The objectification of gay targets
The present study examined the effects of perceiver and target sexual orientation on explicit and implicit objectification. Findings suggest that gay targets are implicitly objectified more than straight targets by all participants, but this pattern is reversed for explicit objectification.

Elise Holland, University of Melbourne
Joel Anderson, Australian Catholic University - Steve Loughnan, University of Melbourne

Challenging sexism: How benevolent sexism shapes support for confrontation
Studies examine how benevolent sexism shapes support for ingroup members who confront sexism. Women high in benevolent sexism will support, and not derogate, confronters if the reasons behind the action are in line with their values and for traditional reasons.

Kimberly Kahn, Portland State University
Manuela Barreto, Exeter University - Cheryl Kaiser, University of Washington

The gender stereotype on achievement in secondary school matches the gender gap in higher education
The match between a gender stereotype on achievement in secondary school and the gender gap in higher education is examined. The traits ascribed to successful girls and boys fit those expected in female and male-dominated fields of higher education respectively.

Catherine Verniers, LAPSCO, Clermont Université, Université Blaise Pascal
Delphine Martinot, LAPSCO, Clermont Université, Université Blaise Pascal

Seeking online social support via Facebook: A multidimensional approach
This study examined online social-support seeking among 155 active Facebook users. Appraisals of social companionship through private and public means were positively related to positive affect. Appraisals of social companionship through private means explained 9% unique variance in positive affect.

Cecilia Cheng, The University of Hong Kong
Barbara K. Pau, The University of Hong Kong

Self presentation on Facebook and health damaging behaviours
Friends count and wanting to appear as an attractive or sociable person in online profiles predicted tanning, weight control and drinking behaviour offline. Valuing the relevant specific profile image as tanned, thin or going out drinking regularly improved variance explained.

Karen Long, University of Sussex
Carina Jones, University of Sussex

Recycle your stress! How the interpretation of stress influences blood pressure, cognitive performance and rumination.
Reappraising arousal during stress boosts efficient sympathetic activation and analytic performance. We investigated if mindful awareness of bodily changes without positive re-evaluation of this perception also helps to buffer against negative stress responses. Both coping strategies improved socio-affective stress outcomes.

Violetta K. Schaan, University of Trier
Eva Walther, University of Trier
Immigration, civic engagement and well-being: Which connection?
This research aims to investigate whether immigrants participation in civic activities can promote their well-being. We compared two samples of 120 immigrants: civic engaged vs not engaged.
Sara Alfieri, Catholic University of Sacred Heart
Sara Alfieri, Catholic University of Sacred Heart, Milan - Daniela Marzana, Catholic University of Sacred Heart, Milan - Maura Pozzi, Catholic University of Sacred Heart, Milan - Elena Marta, Catholic University of Sacred Heart, Milan - Paolo Guidi, Catholic University of Sacred Heart, Milan - Giovanni Aresi, Catholic University of Sacred Heart, Milan

Relationship between psychological and social well-being and values
An empirical research was carried out with the aim of exploring the relationship between values profiles and well-being. Results show high levels of well being and a predominance of values oriented to self-transcendence and openness to change.
Elena Zubieta, CONICET/Universidad de Buenos Aires
Marcela Muratori, CONICET/Universidad de Buenos Aires

Color and women's health: An intersectional exploration of discrimination and well-being
This study investigated stress and health outcomes of Black women of different skin colors. Both subjective and objective assessments of their stress and health statuses were collected and compared. Results suggest that subjective measures may mask within-race disparities in well-being.
Ekeoma Uzogara, University of Michigan
Achtung! Attention shapes emotion in everyday experience and social cognition
Attention increases emotion. Stimuli become more emotional when people direct attention to them. This effect was most pronounced for neutral stimuli (compared with positively and negatively valenced stimuli) and diminished over time.

Leaf Van Boven, University of Colorado Boulder
Olivier Corneille, Université catholique de Louvain

Directed attention increases emotional intensity of otherwise neutral objects
Attention increases emotion. Stimuli become more emotional when people direct attention to them. This effect was most pronounced for neutral stimuli (compared with positively and negatively valenced stimuli) and diminished over time.

Leaf Van Boven, University of Colorado Boulder
Kellen Mkrva, University of Colorado Boulder - Jake Westfall, University of Colorado Boulder
14:30 - Aula

Attention to categories reduces the appeal of ambiguous stimuli
When stimuli, including people, belong to multiple categories, attention to competing categories creates negative affect. Using this insight we demonstrate that ambiguous people, such as multiracial individuals, are preferred when their group memberships are ignored.

Jamin Halberstadt, University of Otago
Piotr Winkielman, University of California, San Diego
14:50 - Aula

Social factors moderate mimetic desires
We examined role of target trustworthiness, oxytocin administration, and social exclusion in mimetic desires. Looked-at-stimuli were more positively rated with trustworthy gazing persons, following oxytocin administration, and following the experience of social exclusion.

Olivier Corneille, Université catholique de Louvain
Evelyne Treinen, Université catholique de Louvain
15:10 - Aula

Shifting attention away from negative emotional events: A self-affirmation analysis
Self-affirmation, writing about valued self-aspects, shifts attention away from negative emotional events and consequently dilute self-threat. Affirmations broaden perspectives such that individuals attend more to the big picture, rather than specifics of a stressor.

David Sherman, University of California, Santa Barbara
Kimberly Hartson, University of California, Santa Barbara
15:30 - Aula
**Scientific Programme**

**Thursday July 10**

**14:30 - 16:10**

**S46** Restoration of groups’ positive identities as a key to intergroup reconciliation and social change
Exploring various contexts of intergroup conflict, this symposium argues that restoring groups’ impaired identity dimensions can promote group members’ willingness to reconcile and act for change even at the cost of giving up power and privilege.
*Nurit Shnabel, Tel-Aviv University*

**S46:01** Reassurance of warmth and competence differentially affects low- and high-status group members’ intergroup attitudes
Effects of affirmative messages on out-group attitudes and collective action tendencies are moderated by status. Importantly, a low status group responded more favorable when the high status group affirmed its competence regardless of a change in the status quo.
*Anna Lisa Aydin, University of Zurich, Department of Psychology*
*Johannes Ullrich, University of Zurich - Nurit Shnabel, Tel Aviv University*

**S46:02** “I have a dream”: When African Americans’ affirm Whites' need for acceptance in interracial dialogues
We investigate if and how members of victim groups actively influence members of perpetrator groups to ultimately have their own goal for empowerment satisfied. In dialogues about slavery, we find that high implicit power African-Americans influence Whites through expressing acceptance.
*Ruth Ditlmann, WZB Social Science Center*
*Valerie Purdie-Vaughns, Columbia University - John F. Dovidio, Yale University*

**S46:03** The power to be moral: Affirming Israelis’ and Palestinians’ agency promotes mutual prosocial behavior
Addressing Palestinians’ and Israelis’ need for agency through affirmation of their ingroup’s strength and resilience allowed their need for morality to “come to the fore”, leading to greater willingness to relinquish power for morality and, consequently, to greater prosocial tendencies.
*Ilanit SimanTov-Nachlieli, School of Psychological Sciences, Tel-Aviv University*
*Nurit Shnabel, Tel Aviv University*

**S46:04** Testing the consequences of intergroup forgiveness for victim-perpetrator relations
The consequences of one’s group being forgiven for the quality of intergroup relations are relatively understudied. To close this gap, the effects of victimhood discourse, a future-oriented focus and forgiveness as a re-humanizing gift were examined.
*Masi Noor, Canterbury Christ Church University, Kent*
*Melody Chao, Hong Kong University of Science and Technology*

**S46:05** Discussant
*Nurit Shnabel, Tel-Aviv University*

15:50 - VOC zaal
Scientific Programme
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S47 Testing longitudinal models of intergroup contact in diverse contexts
Including longitudinal studies from a diverse range of contexts, this symposium examines antecedents, mediators, and effects of intergroup contact, examining how ethnic diversity affects intergroup attitudes, how norms shape interethnic relations, and how indirect contact prepares people for direct contact.
Roberto Gonzalez, P. Universidad Católica de Chile
Linda Tropp, University of Massachusetts Amherst

S47:01 Extended intergroup contact prepares for direct intergroup contact
Based on longitudinal data from Germany and Northern Ireland, we demonstrate that extended intergroup reduces intergroup anxiety and therefore prepares for direct intergroup contact.
Oliver Christ, University of Marburg
Miles Hewstone, University of Oxford - Nicole Tausch, University of St Andrews - Katharina Schmid, University of Oxford
14:30 - Doelenzaal

S47:02 Ethnic diversity and intergroup relations: Longitudinal effects among majority and minority groups
Two studies examined the longitudinal consequences of neighborhood diversity and school desegregation among ethnic majority and minority respondents. Results showed that diversity/desegregation was longitudinally associated with more intergroup contact and reduced threat, which mediated effects on intergroup attitudes and trust.
Katharina Schmid, University of Oxford
Miles Hewstone, University of Oxford
14:50 - Doelenzaal

S47:03 School, peer, and parent norms as predictors for children's interest in cross-ethnic friendships
With longitudinal data from ethnic minority and majority children in U.S. schools, results show that school norms supporting cross-ethnic relations predict greater comfort and interest in cross-ethnic friendship over time.
Linda Tropp, University of Massachusetts Amherst
Thomas C. O’Brien, University of Massachusetts Amherst
15:10 - Doelenzaal

S47:04 The development of intergroup friendship: Testing a longitudinal model
Two longitudinal studies involving high and low status groups in Chile confirmed the roles that in-group and institutional school norms play in predicting intergroup trust, trust in outgroup friends, commitment and the quality of contact experiences with friends over time.
Roberto Gonzalez, P. Universidad Católica de Chile
Jorge Manzi, Pontificia Universidad Católica de Chile - Linda Tropp, University of Massachusetts, Amherst - Brian Lickel, University of Massachusetts, Amherst - Pablo de Tezanos, Pontificia Universidad Católica de Chile - Michelle Bernardino, Pontificia Universidad Católica de Chile - Patricio Saavedra, Pontificia Universidad Católica de Chile - Daniel Miranda, Pontificia Universidad Católica de Chile - Siugmin Lay, Pontificia Universidad Católica de Chile
15:30 - Doelenzaal
Scientific Programme
Thursday July 10
14:30 - 16:10

S47:05
Discussant
Rupert Brown, University of Sussex
15:50 - Doelenzaal

T29
Applied advances in attitudes and persuasion

T29:01
Racial prejudice against children
Although children are spontaneously evaluated more positively than adults, regardless of their ethnic identity, two experiments revealed that this spontaneous preference for children did not attenuate racial prejudice against children. Instead, in-group favourability prevailed for both child and adult targets.
Lukas Wolf, Cardiff University
Gregory Maio, Cardiff University - Johan Karremans, Radboud University Nijmegen - Caroline Leygue, University of Nottingham
14:30 - Universiteitstheater

T29:02
Does spontaneous favorability to power (vs universalism) values predict spontaneous prejudice and discrimination?
The more participants were spontaneously favorable toward power (over universalism), the more they were: (a) spontaneously negative toward different minorities (poor people, Arab people, Black-African people and women) - (b) biased against women in a measure of spontaneous behavioral judgments.
Nicolas Souchon, Université Paris Ouest
Gregory, R. Maio, Cardiff University
14:50 - Universiteitstheater

T29:03
Temporal framing, attitude change and behavioural decision making.
Individual differences in the extent to which people tend to take account of the long term and short term outcomes of their own actions can lead people to be differentially persuaded by the same persuasive communication.
Sheina Orbell, University of Essex
15:10 - Universiteitstheater

T29:04
Perceived reasons for attitude certainty and resistance to persuasion
Although attitude certainty generally predicts resistance to persuasion, this research shows that the reasons why people think they are certain predict how thoughtfully they resist changing their attitudes in the face of counterattitudinal persuasive messages.
Andrew Luttrell, Ohio State University
Pablo Briñol, Universidad Autónoma de Madrid - Richard E. Petty, Ohio State University
15:30 - Universiteitstheater

T29:05
Which factors predict implicit and explicit attitudes towards homosexuals among Mexican and German students?
Correlates of Mexican and German students’ explicit and implicit antigay attitudes were explored. Findings indicate that gender-related beliefs play a larger role than religiosity in explaining explicit attitudes.
Melanie C. Steffens, Universität Koblenz-Landau
Lisa Denger, Universität Koblenz-Landau - Kai J. Jonas, University of Amsterdam
15:50 - Universiteitstheater
Scientific Programme

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**S48** Dynamic aspects of social hierarchies: Changes in hierarchies across time, personality, stature and culture.
Past research has mostly construed hierarchy as static dimension. The present symposium provides a novel perspective examining social hierarchy as a dynamic dimension. We discuss cutting-edge research that examines changes in hierarchies across time, personality, stature and culture.

*Matthias S. Gobel, University College London*

**S48:01** Rising stars and sinking ships: Rank change colors status judgment
Changes in social rank are omnipresent phenomena. Alternate to the static view of status, across studies, when final rank is held constant people/products/institutions are judged as higher-status when this position is preceded by an ascent rather than descent in hierarchy.

*Niro Sivanathan, London Business School*

**S48:02** Downfall of extraverts and rise of neurotics: Dynamic process of status allocation in task groups
Building on the dark sides of extraversion and the bright sides of neuroticism we examine how variations in personality affect status changes over time. Our findings challenge the persistence of extraverts’ advantage and neurotics’ disadvantage in task group status hierarchies.

*Corinne Bendersky, University of California, Los Angeles*

**S48:03** Big, strong, and mighty: How status and stature dynamically influence each other
We investigate the relationship between physical size and status in social hierarchies. Size is related to status in many species (the status-size hypothesis). We review the evidence for this hypothesis, drawing on both social psychological, anthropological and biological data.

*Mark Van Vugt, VU University Amsterdam*

**S48:04** The cultural boundaries of social hierarchy: Cultural beliefs modulate the dynamics of status-related gazing behaviour
We investigated how cultural beliefs influence the communication of social rank through gaze. Using experimental manipulations to separate signalling and perceiving functions of gaze, we explain why social rank changes how people look at each other differently across cultures.

*Matthias S. Gobel, University College London*

*Daniel C. Richardson, University College London - William W. Maddux, INSEAD - Heejung S. Kim, University of California, Santa Barbara*

15:30 - OMHP D0.09
The advancement of women in the workplace: Progress or backlash?
This symposium advances our understanding of gender dynamics occurring when women enter powerful positions. These dynamics can be negative (causing sexism, backlash or queen-bee-behavior) but can also be positive when female leaders choose successors or function as role models.

**Belle Derks, Leiden University**

**Floor Rink, University of Groningen**

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Do diversity initiatives cause men and women to turn a blind eye towards sexism?
Three experiments revealed that the mere presence (vs absence) of an organizational diversity initiative caused men and women to perceive unfair personnel policies as fairer to women, and to become less sensitive to sexism and less supportive of sexism claims.

**Cheryl Kaiser, University of Washington**

**Brenda Major, University of California, Santa Barbara** - **Laura M. Brady, University of Washington** - **Teri A. Kirby, University of Washington**

14:30 - OMHP D1.09

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Who takes the floor and why: Gender, power, and volubility in organizations
Three studies demonstrate that when women are either primed or endowed with power, they talk less than men in similar situations. Analyses indicate that this difference is explained by women's desire to avoid negative consequences from being "too voluble."

**Victoria L. Brescoll, Yale University**

14:50 - OMHP D1.09

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The Queen Bee Phenomenon: How men and women sustain gender inequality in the workplace
In two research lines we show that women turn to Queen Bee behavior to cope with social identity threat resulting from gender discrimination, and that men reward this behavior by choosing queen bees over more gender-identified women for executive positions.

**Belle Derks, Leiden University**

**Colette van Laar, Leiden University, the Netherlands** - **Naomi Ellemers, Leiden University, the Netherlands** - **Serena Does, University of California Los Angeles**

15:10 - OMHP D1.09

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Gendered evaluations of leadership successors
Literature assumes that the tied social networks men have access to in organizations (i.e., Old Boys Networks) represent a key barrier for women's career progression because these networks close of top positions to those who do not fit a masculine culture. Our findings suggest that, compared to male leaders, female leaders may be more likely to evaluate successors on the basis of objective merit, rather than on subjective leadership cues.

**Floor Rink, University of Groningen**

**Janka Stoker, University of Groningen** - **Michelle Ryan, Exeter University** - **University of Groningen**

15:30 - OMHP D1.09
The effects of successful female role models on women’s leadership behavior: Inspiring or threatening?
In two studies we showed that exposures to successful female leaders empowered women’s behavior during a leadership task. This effect was explained by unconscious mimicry of the female role model’s open body posture, which subsequently led to increased leadership performance.

Ioana Latu, University of Neuchâtel, Switzerland
Marianne Schmid Mast, University of Neuchâtel - Dario Bombari, University of Neuchâtel - Joris Lammers, Cologne University
15:50 - OMHP D1.09

The psychology of change: Life contexts, experiences, and identities
This symposium is focused on the question of person change and the impact of life context, experience and identity in shaping the person. It brings together research on working memory capacity, happiness, personality and relative deprivation and well-being.

Nyla Branscombe, University of Kansas

Changing the unchangeable: how the situation can improve intellectual ability in less than 10 minutes
In four experiments, we demonstrated that working memory capacity (i.e., cognitive ability) can be easily improved by altering some key aspects of the social situation. It is therefore possible to change a usually considered unchangeable trait of the person.

Jean-Claude Croizet, University of Poitiers
Frédérique Autin, University of Poitiers
14:30 - OMHP D0.08

Can giving to others change you?
Traditional models assumed that happiness levels were stable. New research has shown that happiness is malleable and can increase by helping others. A series of experiments are reported demonstrating that giving can lead to positive change for the giver.

Lara Aknin, Simon Fraser University
14:50 - OMHP D0.08

Personality trait levels are calibrated by their real and perceived functionality
We discuss how levels of major personality trait dimensions such as the Big Five or HEXACO factors should be understood as being calibrated by their perceived functionality in the same manner as other behavioral tendencies.

Dustin Wood, Wake Forest University
Jaap J.A. Denissen, Tilburg University
15:10 - OMHP D0.08

Coping with dramatic social change: Expanding the theoretical scope of relative deprivation theory.
How do individuals cope with dramatic social change? In this presentation, we offer specific research examples using Relative Deprivation Theory as a conceptual framework to illustrate how studying change can raise new questions that have important methodological and theoretical implications.

Roxane de la Sablonnière, Université de Montréal
Serge Guimond, LAPSCO CNRS, Université Blaise Pascal
15:30 - OMHP D0.08
Contemporary research in environmental psychology

T30:01 Fifty shades of green: The effects of message framing in policy communication on climate change
We investigated the effects of message framing on support for policies addressing the issue of climate change. We found the persuasiveness of messages to depend on the interplay between different levels of message framing and recipients' regulatory focus.

Mauro Bertolotti, Catholic University of Milan
Patrizia Catellani, Catholic University of Milan
14:30 - OMHP F0.01

T30:02 Sceptical attitudes are not necessarily strongly held attitudes: Importance and certainty of climate change attitudes
We present two surveys that examined strength of sceptical attitudes towards climate change (importance, certainty). Most sceptical views were mild and weakly held, and should be amenable to change. However, these attitudes could easily become more, rather than less, sceptical.

Susan Watt, University of New England
Jonathan Allan, University of Wollongong
14:50 - OMHP F0.01

T30:03 Deconstructing scepticism towards climate change
In this paper we proposed that "scepticism" towards climate change may not be rational scepticism – but, rather, a defence mechanism protecting our identity and lifestyle choices. Experimentally controlled self-affirmation subsequently increased the acceptability of climate change messages.

Dimitrios Xenias, Cardiff University
Lorraine Whitmarsh, Senior Lecturer at Cardiff University - Adam Corner, Research Associate at Cardiff University
15:10 - OMHP F0.01

T30:04 Promoting pro-environmental behaviour among climate change sceptics
Several studies unpack the psychology of anthropogenic climate change sceptics, and the factors that motivate them to be “green”. These studies leave clues as to how to motivate pro-environmental behaviour among sceptics, even in the absence of conversion.

Matthew Hornsey, University of Queensland
Kelly S. Fielding, University of Queensland - Paul Bain, University of Queensland - Katherine Greenaway, University of Queensland
15:30 - OMHP F0.01
The Fukushima effect on attitudes, ambivalent beliefs and knowledge related to nuclear power
How does a salient event affect ambivalent beliefs and do these change attitudes? Ambivalent beliefs about nuclear power were investigated before and after the nuclear accident in Fukushima in a longitudinal survey and were related to attitudes and knowledge.

Vivianne Visschers, ETH Zurich
15:50 - OMHP F0.01

New directions in social comparison
Social comparison constitutes a fundamental social cognitive process and the focus of one of the major theories in social psychology. The present symposium aims at presenting the latest research on this key topic.

Gayannee Kedia, University of Cologne
Katja Corcoran, University of Graz

Social comparisons as social influence: Why and when
The influence of a third factor in social comparison, a source, is examined. First people's lay theories of comparison are examined using idiographic methods and scenario studies, then people's use of comparison in giving feedback to peers is explored.

Camille Johnson, San Jose State University
14:30 - OMHP C0.17

Social comparisons of the expanded self
We examine the social comparisons individuals make between their romantic partners and other people. We show that individuals who include their partner in their identity respond protectively when their partner is outperformed, downplaying the importance of the comparison dimension.

Penelope Lockwood, University of Toronto
Sabrina Thai, University of Toronto
14:50 - OMHP C0.17

Social comparisons as means to reach goals
We suggest using a goal-framework to study standard selection processes in social comparison. Standards could be means to reach either one (unifinal) or several (multifinal) goals. If several goals are activated simultaneously, multifinal standards are preferred over unifinal ones.

Katja Corcoran, University of Graz
Jens Lange, University of Cologne
15:10 - OMHP C0.17

Social comparison and the mental line hypothesis: When it's ok to treat people like numbers
Do we compare people in the same way as numbers? Five experiments show that social comparisons obey similar effects as comparisons of numbers and simple nonsocial magnitudes. These results suggest that personal characteristics are spatially represented along a mental line.

Gayannee Kedia, University of Cologne
Katharina Banscherus, University of Cologne - Katja Corcoran, University of Graz - Thomas Mussweiler, University of Cologne
15:30 - OMHP C0.17
Can downward social comparison activate the behavioral approach system, as power does?
We investigate whether being better than others can activate the behavioral approach system. We will present several studies in which downward comparison favor aggressive tendencies, increase significantly action tendency, and marginally risk taking and difficulties in perspectives taking.

Nicolas Bochard, University Grenoble Alpes
Dominique Muller, University Grenoble Alpes - Brad Bushman, Ohio State University - Baptiste Subra, Paris Descartes University - Emmanuelle Ceaux, University Grenoble Alpes
15:50 - OMHP C0.17

Stereotypes and prejudice 1

Prejudice reduction: embodied theories at work
Inter-group attitudes stem from affective-somatic reactions that we experience toward outgroup members. Two experiments tested whether we can reduced implicit prejudice modifying negative-affective-somatic reactions towards an outgroup. The training reduces both implicit prejudice and perceived homogeneity of the disliked outgroup.

Francesco Foroni, SISSA - International School for Advanced Studies
Andrea Carnaghi, University of Trieste
14:30 - OMHP C2.17

Respective roles of agency and competence in status perception
Four studies show that agency and competence play different roles in social status perception. Agency is specifically attributes to higher status targets. By contrast, competence comes with respect attitude and can be attributed to a lower status target.

Antonin Carrier, University of Strasbourg
Eva Louvet, University of Strasbourg - Odile Rohmer, University of Strasbourg - Vincent Yzerbyt, Université Catholique de Louvain
14:50 - OMHP C2.17

Morality, sociability, and competence: Evidence for a three-dimensional model of person perception and stereotype content
In contrast to two-factor (warmth/competence) models of person perception and stereotype content, we propose treating morality and warmth/sociability as separate dimensions of social cognition. We report four studies that support this three-dimensional model.

Jared Piazza, University of Pennsylvania
Justin Landy, University of Pennsylvania - Geoffrey Goodwin, University of Pennsylvania
15:10 - OMHP C2.17
Effects of alcohol-related cues on racial biases and discrimination
Results across three studies suggest that simple exposure to alcohol-related cues can increase racial bias and discrimination by heavier reliance on automatic (relative to controlled) processes and operates through activation of general negativity rather than stereotypic associations.
Elena V. Stepanova, The University of Southern Mississippi
Bruce D. Bartholow, University of Missouri - J. Scott Saults, University of Missouri - Ronald S. Friedman, University at Albany, State University of New York - Brodrick Benjamin, Florida Gulf Coast University - Corinne Gilad, Florida Gulf Coast University - Sarah Kovacs, Florida Gulf Coast, University - Robert Rand, Florida Gulf Coast University - Alecia Rager, Florida Gulf Coast University - Robert Rand, Florida Gulf Coast University
15:30 - OMHP C2.17

Category learning and group size: A social-cognitive account of the formation of minority stereotypes
In real life, stereotypes about minority groups are more prominent and harder to dispel than those about majority groups - our research suggests that a biased process of category learning is sufficient to account for this disparity.
Dario Sacchi, University of California, Davis
Jeffrey W. Sherman, University of California, Davis
15:50 - OMHP C2.17

Perceiving unseen minds: Cognitive mechanisms of supernatural belief
Across time and culture, people robustly hold supernatural beliefs, including the existence of gods, spirits and an immortal soul. Four talks explore the underlying cognitive mechanisms of supernatural belief.
Kurt Gray, University of North Carolina
Will Gervais, University of Kentucky

Perceiving minds and gods: Mind perception as a cognitive foundation for religious belief
Converging evidence suggests that ordinary mind perception abilities form the cognitive foundation for religious belief. Mind perception abilities facilitate and constrains religious beliefs, and religious reminders trigger the same suite of consequences triggered by awareness of other minds.
Will Gervais, University of Kentucky
14:30 - OMHP A0.08

Mindless bodies and disembodied minds: Dualism makes PVS patients seem less minded than the dead
Three experiments reveal that dualism—the intuitive separation of mind and body—leads people to give vegetative patients less mind than the dead. Vegetative patients are seen as bodies without mind, whereas the dead are seen as minds without bodies.
Kurt Gray, University of North Carolina
Daniel M. Wegner, Harvard University
14:50 - OMHP A0.08
Brains and souls: Competing explanations for the experience of mind
Two studies examined how neuroscience explanations of mind impact belief in the soul. Strong neuroscience explanations decreased, but weak neuroscience explanations increased, belief in the soul. Physical and metaphysical explanations may be used reflexively as alternate explanations for mind.
Jesse Preston, University of Illinois
Ryan Ritter, University of Illinois - Justin Hepler, University of Illinois
15:10 - OMHP A0.08

Supernatural believers attribute more intentions to random movement than skeptics
Supernatural beliefs are proposed to be a by-product of theory of mind processing. Although theory of mind processing may be a prerequisite for some supernatural beliefs, individual differences in the processing may also contribute to believing and unbelieving.
Tapani Riekki, University of Helsinki
Tuukka Raij, Aalto University School of Science - Marjaana Lindeman, University of Helsinki
15:30 - OMHP A0.08

A group’s attractiveness is greater than the mean attractiveness of its members: Testing the cheerleader-effect
We examine the so-called cheerleader-effect, which implies that the perceived attractiveness of a group as a whole is greater the mean attractiveness of its members. Eight studies and a meta-analysis reveal the existence of and the process causing the cheerleader-effect.
Yvette van Osch, Tilburg University
Irene Blanken, Tilburg University - Maartje Meijs, Tilburg University - Job van Wolferen, Tilburg University
14:30 - OMHP F0.02

New knowledge depends on old knowledge: Implications for stereotype formation, person perception, and attitude change
Attention Theory describes how attention is allocated in order to distinguish novel categories from known categories. This simple learning mechanism has important implications for understanding stereotype formation, person perception, and attitude change.
Jeffrey Sherman, University of California Davis
Dario L. M. Sacchi, University of California, Davis - Lisa Huang, University of California, Davis
14:50 - OMHP F0.02

If you negate you may forget: Negation weakens memory
Correctly negating a feature of an entity hinders the memory for that entity - for example, after seeing someone drink white wine, answering “no” to “did he have red wine?” may lead one to forget he was drinking wine at all.
Ruth Mayo, The Hebrew University Jerusalem
15:10 - OMHP F0.02
Sometimes close, sometimes far, but always quick – Investigating the neural time-course of social comparisons
Investigating the time-course of social comparisons using electroencephalography, participants compared the attractiveness, trustworthiness or size of faces. Comparisons took place already 200 ms after stimulus onset suggesting that social and magnitude comparisons take effect at early, overlapping stages of stimulus-evaluation.

Katharina Banscherus, University of Cologne
Jutta Stahl, University of Cologne - Thomas Mussweiler, University of Cologne - Gayannée Kedia, University of Cologne
15:30 - OMHP F0.02
Scientific Programme

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S53 School diversity: Bridging minority and majority group perspectives
New research on school diversity shows how minority and majority perspectives on intergroup relations impact on minority acceptance and achievement. Combined longitudinal, multi-level and social-network methods reveal real benefits of a positive diversity climate through daily contacts.
Karen Phalet, University of Leuven
Rupert Brown, Sussex University

S53:01 Effects of and conditions for intergroup contact: Network analytic enrichment of traditional measures
This project applies the surprisingly understudied social network approach for investigating intergroup contact, which objectively illuminates its underlying influence processes. Network-analytically enriched data from 10,922 students provided new insights concerning the effects of and conditions for intergroup contact.
Ralf Woelfer, Oxford University
Miles Hewstone, Oxford University
16:35 - Aula

S53:02 Integration and peer acceptance: Acculturation attitudes and norms in ethnically diverse classrooms
Looking beyond minority’s individual acculturation preferences, classroom norms of acculturation greatly influence minority peer rejection. Minority pupils feel more accepted when classmates support integration rather than assimilation, and outcomes are best when class norms and minority preferences match.
Laura Celeste, University of Leuven
Loes Meeussen, University of Leuven - Karen Phalet, University of Leuven - Rupert Brown, Sussex University
16:55 - Aula

S53:03 Student-teacher relationships and ethnic attitudes: The mediating role of empathy
We examined the relation between student-teacher relationship quality and students’ interethnic attitudes. Students who shared secure relationships with their teachers reported a stronger endorsement of multiculturalism and more positive out-group evaluations. These links were partially mediated by students’ empathic tendencies.
Jochem Thijs, Utrecht University
Maykel Verkuyten, Utrecht University - Jolien Geerlings, Utrecht University
17:15 - Aula

S53:04 The ‘jigsaw classroom’ revisited: How teachers’ diversity perspectives affect minority and majority group cooperation
Looking beyond individual diversity attitudes, we find that teachers’ diversity perspectives affect students’ engagement in a cooperative learning environment. Specifically, teachers’ multiculturalism supported, and colorblindness hampered, minority group cooperation, whereas majority members were unaffected by diversity perspectives.
Loes Meussen, University of Leuven
Sabine Otten, University of Groningen - Karen Phalet, University of Leuven - Kaat Van Acker, Max Planck Institute
17:35 - Aula
How eye-tracking paradigms can shed light on the social dynamics of attention
This symposium will discuss state-of-the-art eye-tracking research in the field of social cognition. A series of five papers will uniquely show how visual attention serves as a valuable tool for studying online social perception.

Tim Faber, University of Amsterdam
Kai Jonas, University of Amsterdam

Impulsive buying and visual attention: A framework
We argue that shopping contexts evoke a “shopping mindset” with a broad focus of attention in impulsive buyers. A series of studies with different methods such as eye tracking supports this hypothesis.

Arnd Florack, Universität Wien
Oliver Büttner, Universität Wien - Benjamin Serfas, Universität Wien
16:35 - VOC zaal

Visual attention for response means in a social context
Even though social context has improved our understanding of classical ideas on social perception, measures of perception often are indirect. Using eye-tracking, we show how attention for means is guided by our perception of others in their social context.

Tim Faber, University of Amsterdam
Kai Jonas, University of Amsterdam
16:55 - VOC zaal

Using eye movements to track other peoples’ mental states
This talk reviews a series of eye-tracking studies that explore how knowledge of others’ mental states influences understanding of their behaviour, specifically the time-course with which we make social inferences and use this knowledge to predict others’ actions in real-time.

Heather Ferguson, University of Kent
17:15 - VOC zaal

The reciprocity of gaze and social interaction
Social interaction shapes visual attention. In some tasks, people will coordinate their gaze - in others, their visual attention diverges. The nature of this gaze coupling is determined by subtle aspects of the task, the rewards and the relationships between people.

Daniel Richardson, University College London
17:35 - VOC zaal

Using interactive eyetracking to throw light onto the ‘dark matter’ of social neuroscience
Although social neuroscience has advanced our understanding of social processes in perception and action, only recently social interactions have become part of this research field. Using neuroimaging-compatible eyetracking techniques allows us to study the neural correlates of real time interaction.

Leonard Schilbach, University Hospital Cologne
17:55 - VOC zaal
T33:01  Intergroup contact 1

Ecological evidence that positive intergroup contact is more common, but negative contact is more influential
In five European countries, we examined frequency of positive and negative intergroup contact and influence on outgroup attitudes. While positive contact was more common, negative contact was more influential, hence possibly evening out their effects in naturalistic intergroup settings.

*Sylvie Graf, Academy of Sciences of the Czech Republic*
*Stefania Paolini, University of Newcastle - Mark Rubin, University of Newcastle*
16:35 - Doelenzaal

T33:02  Cross-sex contact and the principle-implementation gap: Talk the talk and walk the walk?
We investigated the impact of cross-sex contact on the gender Principle-Implementation Gap. Our survey findings demonstrate the existence of the gap as well as differential effects of cross-sex contact for women and men on this Gap.

*Manuela Thomae, The Open University*
*John Dixon, The Open University*
16:55 - Doelenzaal

T33:03  Intergroup contact elevates environmental concern
The promise of intergroup contact may be much broader than originally conceived. The present results provide the first evidence that the benefits of intergroup contact for promoting tolerance and egalitarianism can extend to the societally-relevant issue of environmental protection.

*Rose Meleady, University of East Anglia*
*Richard Crisp, University of Sheffield - Tim Hopthrow, University of Kent*
17:15 - Doelenzaal

T33:04  Reducing prejudice among young children with imagined intergroup contact
A series of six experimental interventions shows that imagined contact reduces prejudice among elementary school children and pre-schoolers. Results also revealed that imagined contact can be drawn by younger children and is more effective when a common identity is salient.

*Loris Vezzali, University of Modena and Reggio Emilia*
*Dino Giovannini, University of Modena and Reggio Emilia - Sofia Stathi, University of Greenwich - Richard J. Crisp, University of Sheffield - Dora Capozza, University of Padova*
17:35 - Doelenzaal

T33:05  Histories of outgroup contact buffer against negative contact's disproportionate effects in the present
Negative (vs. positive) intergroup contact may disproportionately affect intergroup relations because it causes higher category salience. Four studies demonstrate that individuals’ histories of positive and extensive outgroup contact buffer against the disproportionate impact of negative contact on category salience.

*Stefania Paolini, The University of Newcastle*
*Jake Harwood, University of Arizona - Mark Rubin, the University of Newcastle - Shenel Husnu, Eastern Mediterranean University - Nicholas Joyce, University of Arizona - Miles Hewstone, University of Oxford*
17:55 - Doelenzaal
So easy, yet so difficult: Social psychological aspects in smile expression and perception
What messages are conveyed by the human smile? How do perceivers correctly decode subtle meanings of different smiles? And why are smiles, despite their ubiquity, a source of so many cross-cultural misunderstandings? The symposium will discuss these compelling questions.

Magdalena Rychlowska, Université Blaise Pascal, University of Wisconsin-Madison
Eva Krumhuber, University College London

Methodological advances in the study of facial mimicry and smile discrimination
This research tested the validity of the mouthguard technique for blocking facial mimicry and showed that participants using this technique were less accurate in distinguishing true from false smiles compared to participants in the ‘free-mimicry’ and ‘muscle-control’ conditions.

Eva Krumhuber, University College London
Elena Cañadas, Université de Neuchâtel - Paula M. Niedenthal, University of Wisconsin-Madison - Adrienne Wood, University of Wisconsin-Madison - Agneta Fischer, University of Amsterdam
16:35 - Universiteitstheater

Smile mimicry in a negative setting
This research examines the presence of smiles in negative emotional contexts and shows that friends (and not strangers) signal reassurance by mimicking these smiles, but not the negative expressions preceding them.

Agneta Fischer, University of Amsterdam
16:55 - Universiteitstheater

Cultures of smiling: How long-history migration predicts the social functions of smiles
We explored, in nine countries, the extent to which motives of rewarding, bonding, and negotiating hierarchies are considered reasons to smile. A new cultural dimension – homogeneity-heterogeneity – best predicted the degree to which participants endorsed these motives for smiling.

Magdalena Rychlowska, Université Blaise Pascal, University of Wisconsin-Madison
Paula M. Niedenthal, University of Wisconsin-Madison, - Yuri Miyamoto, University of Wisconsin-Madison
17:15 - Universiteitstheater

Tools for love, sympathy and war: What do pleasure, affiliation and dominance smiles look like?
Adaptive social behaviors of reward, bonding, and social hierarchy negotiation are associated with distinct dynamic face signals as revealed by reverse correlation methods.

Rachael Jack, University of Glasgow
Oliver G. B. Garrod, University of Glasgow, - Philippe G. Schyns, University of Glasgow - Paula M. Niedenthal, University of Wisconsin-Madison
17:35 - Universiteitstheater
On power and prosociality: Dynamic and reciprocal relationships between hierarchical position and (anti)social behavior
This symposium showcases exciting developments in research on power and prosociality. It addresses the prosocial versus selfish motives and behaviors that propel individuals to positions of power as well as the effects of power on interpersonal sensitivity and prosocial behavior.

Gerben Van Kleef, University of Amsterdam
Astrid Homan, University of Amsterdam

S56:01 Power motives: Why do people accumulate power?
Who strives for power? This study investigates how the motivation to attain power is differentially related to motives to gain control over others, to act responsibly, to be independent, and to attain high status.

Lukas Koning, University of Amsterdam
Eftychia Stamkou, University of Amsterdam
16:35 - OMHP D0.09

S56:02 How norm violations shape social hierarchies: Only low-ranking individuals grant power to rule breakers
Powerful people often violate norms, and vice versa, breaking rules signals power. Three studies show that perceivers’ standing in the social hierarchy affects their tendencies to afford power to norm violators. This may be explained by perceivers’ selfish power motives.

Eftychia Stamkou, University of Amsterdam
Gerben A. Van Kleef, Universiteit van Amsterdam - Astrid C. Homan, Universiteit van Amsterdam
16:55 - OMHP D0.09

S56:03 Power gets you high: Powerful people are more inspired by themselves than by others
Why do powerful people tend to talk so much and listen so poorly? We show in three studies that high-power (but not low-power) individuals derive greater inspiration from recounting their own experiences than from learning about those of others.

Gerben Van Kleef, University of Amsterdam
Christopher Oveis, University of California, San Diego - Astrid C. Homan, University of Amsterdam - Ilmo van der Löwe, University of Cambridge - Dacher Keltner, University of California, Berkeley
17:15 - OMHP D0.09

S56:04 Power and interpersonal accuracy: Mediators, moderators, and effects
In certain situations, the powerful are more interpersonally accurate than the powerless: Power as socioeconomic status predicts better inference accuracy and experimentally manipulated power relates to higher recall accuracy. Interpersonally accurate leaders effectively adapt their leadership style to their subordinates.

Marianne Schmid Mast, University of Neuchâtel
Ioana Latu, University of Neuchâtel - Dario Bombari, University of Neuchâtel, Switzerland - Denise Frauendorfer, University of Neuchâtel
17:35 - OMHP D0.09
Scientific Programme
Thursday July 10
16:35 - 18:15

SS6:05

**Acceleration with steering: The synergistic benefits of combining power and perspective-taking**

Three experiments found that power combined with perspective-taking increases other-oriented information sharing, the propensity to share and integrate information that takes into account the knowledge and interests of others. Power with perspective-taking increased interactional justice and produced accurate group decisions.

*Adam Galinsky, Columbia University*
Joe C. Magee, New York University - Diana Rus, University of Groningen - Naomi B. Rothman, Lehigh University - Andrew R. Todd, University of Iowa
17:55 - OMHP D0.09

SS7

**Why are there so few women in power? A fresh look through the glass ceiling**

This symposium aims to advance understanding as to why there are so few women in power. The research presented addresses psychological process on part of employers and on part of female employees, which point to understudied barriers to women's advancement.

*Tamar Saguy, Interdisciplinary center (IDC), Herzliya*

SS7:01

**Struggling on the way up: Experimental evidence for gender discrimination in pay-raise decisions**

We provide evidence for gender discrimination in manager's pay-raise decisions. High pay-raises were supported more for a male, compared to a female employee - whereas small pay-raises were supported more for female, rather than male, employee.

*Tamar Saguy, Interdisciplinary center (IDC), Herzliya*
Moran Ansiman-Razin, Interdisciplinary center (IDC), Herzliya
16:35 - OMHP D1.09

SS7:02

**The Price of Power: Power-Seeking and Backlash Against Female Politicians**

Threats to group status motivate defending the threatened social identity if framed in moral terms, and striving for improvement if framed in non-moral terms. This effect is mediated by the relative focus of outrage on in-group versus out-group.

*Victoria Brescoll, Yale University*
Tyler Okimoto, Yale University
14:50 - OMHP F0.02

SS7:03

**Time or Belonging? How identity predicts perceptions of work-life balance**

In two studies, we find that when female politicians express a desire for power, people are less likely to vote for them than male politicians. We find this is because power-seeking politicians are seen as less warm, communal and competent.

*Michelle Ryan, University of Exeter, University of Groningen*
Kim O. Peters, Queensland University - Floor Rink, University of Groningen - Janka Stoker, University of Groningen
17:15 - OMHP D1.09
Scientific Programme
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SS7:04

**Negotiating identities: Upward mobile individuals' identity management and consequences**
How do upwardly mobile individuals combine status-inconsistent identities?
Findings of five studies suggest an integrated identity-configuration: Upwardly mobile individuals boost their identification with the achieved group without reducing their identification with the lower-status group, undermining support for the inherited group.

Clara Kulich, University of Geneva
Fabio Lorenzi-Cioldi, University of Geneva - Vincenzo Iacoviello, University of Geneva
17:35 - OMHP D1.09

SS7:05

**Discussant**
Laurie Rudman, Rutgers University
17:55 - OMHP D1.09

SS8

**Ironies of selection in education: Low-status students between status blindness and status assets**
Meritocratic selection in education produces “status blindness”—beliefs that achievement reflects individual dispositions—which may contribute to the reproduction of social inequalities, whereas unveiling social status may allow low status students to focus on the assets of their social status.

Frederique Autin, University of Lausanne
Celine Darnon, Clermont Université, Université Blaise Pascal & French University Institute - Fabrizio Butera, University of Lausanne

SS8:01

**Meritocratic values at school and their impact on children’s self-efficacy and achievement.**
It is argued that school meritocratic ideology pushes children to internalize social class differences in the form of a low/high self-efficacy. Induced meritocracy enhances the achievement gap between high and low socioeconomic status children and self-efficacy partially mediates this effect.

Celine Darnon, Clermont Université, Université Blaise Pascal & French University Institute
Virginie Wiederkehr, Clermont University, Blaise Pascal University - Benoit Dompnier, University of Lausanne - Delphine Martinot, Clermont University, Blaise Pascal University
16:35 - OMHP D0.08

SS8:02

**Gender stereotypes and academic meritocracy as system justification ideologies in academic contexts**
Two studies illustrate that motivation to justify the system (Jost & Banaji, 1994) might be achieved through the mobilization of different ideologies in academic contexts: gender stereotypes of math and verbal competence and academic meritocracy.

Virginie Bonnot, Paris Descartes University
John Jost, New York University - Silvia Krauth-Gruber, Paris Descartes University
16:55 - OMHP D0.08
Normative vs. formative assessment as tools for social order (re)production
Participants marked the dictation of low vs. high-SES pupils using normative vs. formative assessment. In the normative condition, participants detected more mistakes and judged more negatively low-SES pupils. In the formative condition, participants judged more positively high-SES pupils.
Frederique Autin, University of Lausanne
Anatolia Batruch, University of Lausanne - Fabrizio Butera, University of Lausanne
17:15 - OMHP D0.08

Closing the social class achievement gap: A diversity education intervention improves first-generation students’ academic performance.
An experimental intervention aimed at reducing the social class achievement gap was tested. A diversity education intervention taught college students about how different backgrounds shape the college experience. The intervention improved first-generation students’ academic performance and all students’ college transition.
Nicole M. Stephens, Kellogg School of Management, Northwestern University
MorYam G. Hamedani, Center for Comparative Studies in Race and Ethnicity, Stanford University - Mesmin Destin, School of Education and Social Policy and Psychology, Northwestern University
17:35 - OMHP D0.08

University students’ attachment to their social class background promotes their expectations of upward social mobility
In correlational research, university students’ attachment to their class background was positively associated with their expecting upward social mobility. In experimental research, making attachment more salient increased expectations of upward social mobility relative to making positive private regard more salient.
Nassim Tabri, Department of Psychology and Centre for Research in Human Development, Concordia University - Department of Psychiatry, Massachusetts General Hospital/Harvard Medical School
Michael Conway, Department of Psychology and Centre for Research in Human Development, Concordia University
17:55 - OMHP D0.08

T34:01 New approaches to studying attitudes
This presentation has been withdrawn
Distinguishing between affective attitudes and anticipated affective reactions
Affective attitudes and anticipated affective reactions tap affective influences on behavior. Across health behaviors we show both constructs are empirically distinct and independently predictive of intentions and behavior (alongside other Theory of Planned Behavior constructs).
Mark Conner, University of Leeds
Rebecca Lawton, University of Leeds - Rosie McEachan, University of Leeds
16:35 - OMHP F0.01
### Objective and subjective approaches to measuring attitude structure:

**Considering the theoretical implications of methodological choices**

We propose a new dual-construct perspective: Objective measures of attitude structure reflect processing ability whereas subjective measures reflect processing motivation. Affective reading time was negatively predicted by an objective measure of affective-cognitive bases but positively predicted by a subjective measure.

*(Ya Hui) Michelle See, National University of Singapore*

*Leandre R. Fabrigar, Queen's University - Richard E. Petty, The Ohio State University*

16:55 - OMHP F0.01

### Observing eye gaze: Effects of perceived attention orientation on neutral and negative stimuli

Two studies examined the effect of observing another person's gaze being directed toward or away from an object on evaluation depending on the object's valence. Threatening stimuli were evaluated less negatively when people observed another person gazing at the stimuli.

*Micahela Huber, Technische Universitaet Dresden*

17:15 - OMHP F0.01

### New directions in attitude research: Top-down modulation of automatic attitude activation.

We will demonstrate that automatic attitude activation is dependent upon feature-specific attention allocation. Implications for cognitive bias modification procedures will be discussed.

*Adriaan Spruyt, Ghent University*

Tom Everaert, Ghent University

17:35 - OMHP F0.01

### Attitudes as networks: Introducing the componential attitude network (CAN) model

We present a comprehensive model of attitudes that is based on network theory: the Componential Attitude Network (CAN) model. Attitudes are proposed to have a small-world structure and connectivity of attitude networks is proposed as an explanation of attitude dynamics.

*Jonas Dalege, University of Hamburg*

Denny Borsboom, University of Amsterdam - Frenk van Harreveld, University of Amsterdam - Helma van den Berg, TNO (Netherlands Organization for Applied Scientific Research) - Mark Conner, University of Leeds - Han van der Maas, University of Amsterdam

17:55 - OMHP F0.01
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S59  **Socially situated cognition: Illuminating different facets of socially shaped memory**
This symposium addresses memory as distributed and socially situated. The presentations reveal the diverse sociocognitive processes that groups induce in shaping memory and their consequences. The discussion highlights the significance of this research for socially situated cognition.
*Margarida Garrido*, ISCTE-Lisbon University Institute & Utrecht University
*Leonel Garcia-Marques*, University of Lisbon

**S59:01**  **Cue mediated collaborative recall: A peek into the collaborative memory toolbox**
We report three experiments showing that the mere expectation of interaction and collaboration provides organizational frameworks for representing information in memory that enhance individual and collaborative memory for previously shared events.
*Margarida Garrido*, ISCTE-Lisbon University Institute & Utrecht University
*Leonel Garcia-Marques*, University of Lisbon
16:35 - OMHP C0.17

**S59:02**  **You do the smarts I just recall it – A case for distributed person memory**
In person memory, both the retrieval of impression-relevant and the process of forming an impression can be often performed collaboratively. Groups of individuals working alone recalled more information than collaborative groups, however, when participants formed impressions collaboratively, collaborative inhibition disappeared.
*Leonel Garcia-Marques*, University of Lisbon
*Margarida Vaz Garrido*, ISCTE-Lisbon University Institute & Utrecht University - *David L. Hamilton*, University of California, Santa Barbara
16:55 - OMHP C0.17

**S59:03**  **The contrasting effects of expertise and mistrust on social contagion and socially shared retrieval-induced forgetting**
Speakers reshape listeners’ memories through at least two means: (1) social contagion and (2) socially shared retrieval-induced forgetting. Here, we report on two experiments exploring how the social relationships between speaker and listener moderate these conversational effects on memory.
*Jonathan Koppel*, Center on Autobiographical Memory Research, Aarhus University
17:15 - OMHP C0.17

**S59:04**  **Remembering the football world cup in Germany: Epistemic and social consequences of perceived memory sharedness**
In two experiments, we manipulated perceived sharedness of Germans’ memories for the 2006 Football World Cup in Germany. Consistent with a shared-reality account, memory confidence, perceptions of shared relevance, and identification with Germany were enhanced under high (vs. low) sharedness.
*Gerald Echterhoff*, University of Münster, Department of Psychology
*René Kopietz*, University of Münster, Department of Psychology
17:35 - OMHP C0.17

**S59:05**  **Discussant**
*Gün Semin*, Utrecht University & Koç University
17:55 - OMHP C0.17
T35:01  Stereotypes and prejudice 2

Previously overlooked couple dynamics to explain working mothers’ work-to-family conflict: The role of gender-role attitudes
This research highlights the importance of previously overlooked couple dynamics, i.e., spouses’ gender-role attitudes (GRA), to explain working mothers’ work-to-family conflict (WFC). Results show, amongst others, that working mothers experience the more WFC the more traditional the husband’s GRA are.

Rebekka S. Steiner, University of Lausanne
Franciska Krings, University of Lausanne - Bettina S. Wiese, RWTH Aachen

16:35 - OMHP C2.17

T35:02  The effects of sexualization prior to adolescence: exposure to sexualized commercials disrupts children’s cognitive performance
In two studies we exposed pre-adolescents to sexualized vs. non-sexualized images of children, and asked them to complete a math test and a working memory test. The negative effect of images on math performance was mediated by working memory performance.

Maria Giuseppina Pacilli, University of Perugia
Carlo Tomasetto, University of Bologna - Elisa Fachechi, University of Perugia - Chiara Morbidini, University of Perugia

16:55 - OMHP C2.17

T35:03  Valence asymmetries in person perception and person memory are mediated by similarity
We show that valence asymmetries in person perception and person memory are mediated by similarity. Valence asymmetries reversed when negative traits were selected to be more similar to each other than positive traits.

Juliane Burghardt, University of Cologne
Christian Unkelbach, University of Cologne

17:15 - OMHP C2.17

T35:04  Visual stereotypes of victims and perpetrators of rape: a reverse correlation approach.
We investigated visual stereotypes in the context of sexual aggression using the reverse correlation methodology. Our data suggests that visual stereotypes have an impact on judgments of liability in rape scenarios and vary interindividually as a function of rape-related attitudes.

Johannes Lutz, University of Potsdam
Robert Buschin, University of Potsdam

17:35 - OMHP C2.17

T35:05  Meta-analyses on the effects of counter-stereotypes for intergroup processes.
Meta-analyses on the effects of exposure to counter-stereotypic information found support for individual-to-group generalization and moderation by exemplar number, exemplar typicality, exemplar valence, outgroup valence, and type of metacognitive cue. We discuss perceiver’s active role and outgroup exposure through media.

Kylie McIntyre, The University of Newcastle
Stefania Paolini, The University of Newcastle - Miles Hewstone, Oxford University

17:55 - OMHP C2.17
The benefits and pitfalls of deliberative processing in judgments and decision making
In this symposium, four presentations shed new light on the antecedents and consequences of deliberative processes for judgments and decisions. Together these lines of research demonstrate that deliberative reasoning has specific advantages and disadvantages across different judgment and decision-making contexts.
Laura Scherer, University of Missouri, Columbia
Marieke de Vries, University of Tilburg

Reducing information avoidance through contemplation
In three studies we show that that inducing people to contemplate their motives for seeking and avoiding their personal risk information reduces risk-feedback avoidance, but only when seeking is the rationally-superior option.
Jennifer L. Howell, University of Florida
James A. Shepperd, University of Florida
16:35 - OMHP A0.08

The metacognitive advantage of deliberative thinkers: Dual-process models and social metacognition
Whenever intuition and deliberation suggest different responses, people who give the deliberative response first thought of the alternative intuitive solution. Therefore, they are able to infer alternative responses that others might give.
Andre Mata, University of Heidelberg
16:55 - OMHP A0.08

Overconfidence in deliberation: The consequences of deliberative thought on decision quality and confidence
Deliberation can enhance confidence in low-quality decisions. In particular, when a decision depends on one's personal preferences, deliberation can increase decision confidence even when the chosen option is in direct conflict with one's stated preferences.
Laura D. Scherer, University of Missouri, Columbia
17:15 - OMHP A0.08

Mood and deliberative processing in decision making
We present five studies on mood and deliberative processing in decision making, showing that mood impacts (a) even dominated choices (b) the tendency for deliberation to regulate behavior, and (c) our subjective evaluation of deliberative decisions.
Marijke de Vries, University of Tilburg
Rob Holland, Radboud University Nijmegen - Berlinda Hermansen, Radboud University Nijmegen - Ad van Knippenberg, Radboud University Nijmegen - Cilia Witteman, Radboud University Nijmegen
17:35 - OMHP A0.08
T36:01 Influencing health discussions: The influence of emotions on conversational valence and binge drinking
The current study, employing an experimental, pretest–posttest, randomized exposure design (N = 208), showed that the emotions induced by anti-alcohol messages influence conversational valence about alcohol (i.e., how negative or positive people speak about alcohol) and subsequent persuasion outcomes. 
Hanneke Hendriks, Leiden University / University of Amsterdam (ASCoR) Bas van den Putte, University of Amsterdam, Amsterdam School of Communication Research (ASCoR) - Gert-Jan de Bruijn, University of Amsterdam, Amsterdam School of Communication Research (ASCoR)
16:35 - OMHP F0.02

T36:02 A Longitudinal Study of the Association between Compulsive Internet Use and Wellbeing
Compulsive Internet use (CIU) has been linked to lower wellbeing. Yet, questions regarding the directionality of this association remain unanswered. A longitudinal study among adults suggests CIU increases depression, loneliness and stress over time, and decreases happiness. 
Linda Muusses, VU University Amsterdam Catrin Finkenauer, VU University Amsterdam - Peter Kerkhof, VU University Amsterdam - Cherrie J. Billedo, VU University Amsterdam
14:50 - OMHP F0.02

T36:03 When health threat prompts self-serving bias: How health threat influences information search on the Internet
Health threats elicit self-serving information processing. We investigated how this self-serving bias affected information search on the Internet. In four studies (experimental and longitudinal), health threats elicited positively biased information search and, thereby, more optimistic representations of health over time. 
Hannah Greving, Knowledge Media Research Center, Tübingen Kai Sassenberg, Knowledge Media Research Center, Tübingen
17:15 - OMHP F0.02
P04:01  Why are conservatives happier than liberals: Further evidence for system justification effects
Why are conservatives happier than liberals? The present study seeks to reconcile different explanations for this life satisfaction gap with representative survey data from Germany (ALLBUS 2010). Evidence was obtained for a system justification explanation, while other mediators were non-significant.
Sebastian Butz, University of Mannheim
Herbert Bless, University of Mannheim

P04:02  Sisters shouldn't be doing it for themselves! Interdependent problem-solving buffers stress amongst women
Based in the stress-buffering literature, this presentation discusses empirical evidence that shows that the stress- and anxiety-reducing effects of an interdependent problem-solving style are significantly greater among women than among men.
Samineh Sanatkar, University of Newcastle
Keith Harris, University of Newcastle - Mark Rubin, University of Newcastle

P04:03  Mediating roles of meaning in life, death and religiosity on relationship between self and well-being
The impact of self orientations on subjective and psychological well-being was investigated and the possible mediating roles of attitudes towards death, religious outlook, and meaning in life on the association between self orientations and well-being were tested in the study.
Zuhal Yeniceri, Baskent University
E. Olcay Imamoğlu, Middle East Technical University

P04:04  Can a visual representation of the recommended serving size diminish the pack size effect?
We investigate if adding a recommended serving size (RSS) on the front of a package can diminish the pack size effect. Results show that although the RSS is capable of reducing consumption, the pack size effect itself remains equally strong.
Iris Versluis, Erasmus School of Economics
Esther K. Papies, Utrecht University - David Marchiori, Tilburg School of Social and Behavioral Sciences

P04:05  Do positions of leadership make you happy? Gender-dependent influences of managerial positions on life satisfaction
Based on data from a cross-national survey we observed that higher levels of leadership were associated with higher levels of life satisfaction. This relation was particularly pronounced for men whereas for women life satisfaction decreased with highest level of leadership.
Herbert Bless, University of Mannheim
Nadia Granato, University of Mannheim

P04:06  Equality-based recognition as social basis of self-determination and well-being
An empirical-psychological adaption of the ideas of social philosopher Axel Honneth examined the effects of (equality-based) recognition. Correlational and experimental data confirmed that equality-based recognition predicted well-being with this effect being mediated by self-determination. Interdisciplinary contributions are discussed.
Sophus Damm, University of Kiel
Daniela Renger, University of Kiel - Bernd Simon, University of Kiel
The role of disphoric experiences on the roots and nature of identity fusion
Previous research demonstrated that identity fusion predicts extreme pro-group behavior, but nothing is known about its nature. The present research is the first on exploring the role of shared intense experiences with the group in producing and/or affecting identity fusion.

Carolina María Ferreira, National University of Distance Education
Angel Gómez, National University of Distance Education - Harvey Whitehouse, University of Oxford - Alexandra Vázquez, National University of Distance Education - William B. Swann, Jr., University of Texas at Austin

Meaning in music: Music that deviated from expectations fosters derogation of outgroups and their members
Three experiments show that music that deviates from expectations fosters negative attitudes towards outgroups and their members. These results are interpreted as meaning maintenance efforts triggered by a violation of expected relations in music.

Wijnand Van Tilburg, University of Southampton
Paul J. Maher, University of Limerick - Annemieke J. M. van den Tol, University of Kent

Can group-level group identity be a basis for a group?
This study examined whether group-level group identity (GGI)—group identity within a whole group—could be a basis for group formation. Results showed that GGI positively influenced three factors necessary for group formation (interaction, emotional bond, and interdependence among members).

Miki Ozeki, Waseda University

Politicizing the political: An identity content analysis of politicization during the 2012 U.S. presidential elections
Politicization of US citizens during the 2012 US Presidential elections was examined using an identity content approach: The development in overlap between personal and political identity traits was explored in 28 (87) participants who did (not) politicize during the elections.

Felicity Turner, University of Groningen
Tom Postmes, Department of Social Psychology, University of Groningen - Martijn van Zomeren, Department of Social Psychology, University of Groningen

The role of common ground and shared reality on group formation and category emergence
The current studies investigate the role of basic commonalities on group formation processes that are not based on predefined group contexts. Thereby, we show that common ground and shared reality can be a basis of group and category emergence.

Daniel Seewald, University of Jena
Thomas Kessler, University of Jena - Gerald Echterhoff, University of Münster

Discrepancy between self-concept and stereotype of feminists predicts identification with feminism.
Two studies show that women, who observe discrepancies between their self-concept and their stereotype of feminists on the dimensions of ambition, masculinity, and likeability, are less likely to identify with feminism than women who do not observe such discrepancies.

Maartje Meijs, Tilburg University
Kate A. Ratliff, University of Florida - Joris Lammers, University of Cologne
Poster Session 4
Thursday July 10
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P04:13 Making support work: The interplay between social support and social identity
We showed experimentally that social identity is a crucial factor explaining the mixed results regarding the stress buffering effects of support: Social support buffered the neuroendocrine stress reaction only if a shared social identity among support provider and recipient existed.

Johanna U. Frisch, University of Hildesheim
Jan A. Häusser, University of Hildesheim - Rolf van Dick, Goethe University Frankfurt - Andreas Mojzisch, University of Hildesheim

P04:14 Effects of self and in-group related attitudes in predicting well-being
The study was conducted with Turks in Turkey, Germany and Bulgaria with the aim of examining the effects self and in-group attitudes on well-being. The results pointed the consistent positive effect of self-esteem and country dependent differences of in-group attitudes.

Leman Korkmaz, BIGSSS

P04:15 The role of online community identity in structuring responses to stress in stigmatised groups
This study demonstrates that the social identity-based dynamics proposed as part of the ‘Social Cure’ paradigm can be facilitated by online groups and enhance well-being through their impact on perceptions of and responses to identity-relevant stressors.

Niamh McNamara, University of Bedfordshire
Harriet Parsons, Bodywhys The Eating Disorders Association of Ireland

P04:16 Reacting to the smoking ban: The importance of identity in predicting reactions
Smokers’ identification with nonsmoking as a behavior, and nonsmokers and smokers as groups influences their reactions to societal smoking ban policies. The influence of identity on reactions was found to be different in high and low SES smokers.

Eline Meijer, Leiden University
Winnie Gebhardt, Leiden University - Colette van Laar, Leiden University - Marc Willemsen, STIVORO/Maastricht University - Arie Dijkstra, University of Groningen

P04:17 Support and group member prototypicality: The negative consequences of receiving support when it is needed.
The impact of intragroup member prototypicality and whether support was given or received on group member evaluation was investigated. Results suggest that peripheral group members – those who may need support the most – are evaluated negatively when receiving support.

Tamara Butler, University of Queensland
Blake McKimmie, University of Queensland - Alex Haslam, University of Queensland

P04:18 Authoritarianism: what lies beneath. The Role of self-uncertainty in authoritarian perception of immigrant groups
The role of uncertainty of ones’ own self in situational activation of RWA was studied. In the research with Polish internet users (N = 87) we found that, following self-uncertainty manipulation, RWA increased social distance and decreased warmth toward immigrants.

Marek Błażewicz, University of Warsaw
Mirosław Kofta, Faculty of Psychology, University of Warsaw
Poster Session 4

Thursday July 10
18:15 - 19:15 - Atrium

P04:19  Social identity and self-categorization impression management: The multifaceted-processes of identity and its socio-behavioural outcomes
This presentation will discuss the function of 'identity' as a dynamic, social process, for individuals to achieve meaningful social interactions. Concepts such as psychological and sociological identities, validative and evaluative identities, and positive and negative identities will be explored.
Angela Nguyen, The Australian National University
Professor Michael Platow, The Australian National University

P04:20  Social identity of religious and non-religious persons: A moderator of perceived threat and intergroup attitudes
Christian and non-religious students completed an identity scale and were then exposed to an ingroup or outgroup threat. In two studies, identity moderated threat effects on group attitudes. Non-religious identity and threat perceptions in diverse societies will be discussed.
Reeshma Haji, Laurentian University
Brooke Gougeon, Laurentian University - Samantha Gualtieri, Laurentian University

P04:21  Compensatory favouritism: When low status groups want more to get even
This presentation discusses minimal group research that shows that members of low status groups show in-group favouritism for two reasons: (1) to compete with the out-group for social status and (b) to compensate for their low in-group status.
Mark Rubin, The University of Newcastle
Constantina Badea, Université Paris Ouest Nanterre La Défense, France - Jolanda Jetten, University of Queensland

P04:22  Effects of ethnic group salience on patriotism and nationalism among Black and White Americans
The research examined effects of experimentally induced ethnic group membership salience on patriotism and nationalism among White and Black Americans. Group salience increased patriotism for Whites and decreased patriotism for Blacks but had no significant effects on nationalism.
Robert Schatz, Metropolitan State University of Denver

P04:23  Loosen up and cool down: Insights into the problem-solving performance of heterogeneous teams
Predicting that heterogeneous teams who are socially loosely coupled and with a deductively formed collective identity outperform other heterogeneous teams when solving complex problems, an experimental examination generally supports the predictions.
Anne Bachmann, University of Kiel

P04:24  Relations between organizational identification and organizational factors among expatriates at different stages of immigration
This study examines the relations of organizational factors to organizational identification among expatriates. In the pre-migration stage organizational pride, and in the post-migration stage procedural justice and organizational support, were positively related. In the longitudinal setting no relations were found.
Janne Kaltiainen, University of Helsinki
Social identification and the narrative organization of group history
This study is aimed at assessing the connection between narrative organization of laymen's group history narratives and their level of identification with the group. The connection found will be interpreted in terms of the self-categorization theory (Turner, 1987).

Tibor Pólya, Institute of Cognitive Neuroscience and Psychology
Pál Kővágó, University of Pécs

"Moral" bicycling: Conditions for minorities to claim superiority
In a study with bicycle users, we examined how minorities’ (utilitarian bicyclists) perceptions of relative ingroup prototypicality compared to a majority (recreational bicyclists) may be boosted by attributing moral motives for their bicycle use, increasing ingroup projection.

Miriam Rosa, CIS-IUL
Elizabeth Collins, CIS-IUL - Sven Waldzus, CIS-IUL

The psychology of collecting
Collecting plays an important role in many people's lives, yet we know virtually nothing about this intriguing phenomenon. In this project we used a large representative sample (N=5069) to investigate the motivations to collect and the psychological consequences of collecting.

Ellen Evers, TIBER - Tilburg University
Siegwart M. Lindenberg, University of Groningen and Tilburg University

Playing with deviance: Typicality assessments of ingroup members as a strategy of outgroup approach
We analyzed the use of intra-group differentiation between normative and deviant members. We propose that, in intergroup negotiations, people minimize the distinction between the parties involved by changing the appraisal of deviance and including deviant members in the ingroup's prototype.

Catia P. Teixeira, Université catholique de Louvain
Stéphanie Demoulin, Université Catholique de Louvain - Vincent Y. Yzerbyt, Université Catholique de Louvain

Group adherence and feeling of agency: the role of identity fusion and self-certainty
Results of three studies indicate that the more group identity is fused with a sense of personal identity, the greater the sense of personal agency and that this relationship is mediated by feeling of certainty about personal characteristics and goals.

Tomasz Besta, University of Gdansk

The agentic bias: The attribution of agency and experience in social context
Individuals attribute mind on the basis of agency and experience. In three studies an agentic bias emerged: ingroup is more defined by agency, outgroup is more defined by experience. The interaction between mind and groups is moderated by social identification.

Giulio Boccato, University of Bergamo
Dora Capozza, University of Padova - Norma Casali, University of Bergamo
Fear of social robots: Robots’ physical anthropomorphism as a threat to human distinctiveness and identity
The present research shows how the more a robot appearance can be confounded with that of humans, the more it is perceived as threatening and a potentially damaging as it blurs the boundaries between humans beings and mechanical agents.

Francesco Ferrari, University of Trento
Maria Paola Paladino, University of Trento

Is fusion irrevocable: Context matters, but allegiance persists
Three studies were conducted to test the irrevocability of identity fusion. Results indicated that fusion changed as a result of important events affecting the group. But, even though, fusion decreased in high fused participants, their allegiance with their group persisted.

Alexandra Vázquez, Universidad Nacional de Educación a Distancia
Ángel Gómez, Universidad Nacional de Educación a Distancia - William B. Swann, University of Texas (Austin)

'They all eat healthy, so I don't need to!': Vicarious licensing effect in healthy eating
High identifiers were less likely to eat healthily after being shown images of other ingroup members engaging in healthy behaviour. This effect contradicts a simple normative model of healthy eating and provides evidence for the existence of vicarious licensing.

Kasia Banas, University of Edinburgh
Tegan Cruwys, University of Queensland - John de Wit, University of New South Wales - Marie Johnston, University of Aberdeen

Threat to control and normative influence: Affirming ingroup and ignoring outgroup norms
We present evidence that making low control salient increases conformity with salient ingroup but not outgroup norms. This supports the group-based control perspective that control threat makes people susceptible only to self-relevant norms, not to social norms per se.

Janine Deppe, University of Leipzig
Immo Fritsche, University of Leipzig

Putting the student in context: A social and normative model of learning approaches and outcomes
The project builds on emerging research exploring social influence processes in an educational context. Studies investigate relationships between social identification with students’ field of study, the perceived norms associated with that identity and the learning approach taken to relevant coursework.

Lillian Smyth, Australian National University
Kenneth I. Mavor, University of St Andrews - Michael J. Platow, Australian National University

"Heterogeneity of the in-group versus a superordinate category identity and out-group attitudes"
This research aims to show that a heterogeneous group identity could have contrasting effects on inter-group relations. Although a heterogeneous superordinate category had no effect on intergroup relations, a heterogeneous in-group identity led to more negative attitudes towards an out-group.

Natasha Stine Frederic, University of Geneva
Prof. Juan M. Falomir-Pichastor, University of Geneva
International images as shaped by national self-esteem among Hungarians
This research connects the study of international images to stereotype content as a consequence and national collective self-esteem as a basis for national perspective setting in international relations.

Paszkál Kiss, Eötvös University, Budapest

The role of social composition of the neighbourhood and wider area in shaping residential preference
The presented experimental study looks at how the effect of socio-economic composition of the immediate neighbourhood on residential preference is moderated by social composition of the wider area in which the given neighbourhood is located.

Sabina Toruńczyk-Ruiz, University of Warsaw
Ajana Löw, University of Zagreb - Aline Lima-Nunes, Lisbon University Institute

The relation between ethnically-based rejection sensitivity, retraction into one's heritage culture and academic performance
Our study shows that ethnically-based rejection sensitivity affects academic performance of immigrant students. This relation was partially mediated by a stronger ethnic identification, as well as by a lower number of native friends, but not by academic identification.

Christine Wolfgramm, University of Teacher Education Zug
Carolyn, C. Morf, University of Bern

The fate of religion and politicization after the ouster of president Mursi in July 2013
We investigated the relevance of religion for politics and the general politicization before and after the ouster of President Mursi in 2013. The role of religion for politics declined generally but was a driving force among highly politicized people.

Friederike Sadowski, Bielefeld University
Andreas Zick, Bielefeld University

An empirical test of a two-dimensional model of political orientation: Disentangling the liberal-conservative continuum
A model of individual political orientation proposing that two primary dimensions of acceptance vs. avoidance of uncertainty, and tough mindedness vs. empathy combine to form high vs. low system justification, and high vs. low dependence on others, is successfully tested.

Maria Sandgren, Södertörn University
Girts Dimdins, University of Latvia - Henry Montgomery, Stockholm University

Mediating effects of State secularism on the relationship between religious orientations and same-sex marriage
This study carried out with Catholic Italians shows that the desire to have a secular State mediates the relationship between extrinsic and intrinsic orientations and attitude towards same-sex marriage.

Zira Hichy, University of Catania
Sharon Coen, University of Salford - Graziella Di Marco, University of Catania
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P04:43 Side effect of new French secularism
This research shows that people high in prejudice defended the more the new French secularism (according which the religious practice should be private and not public) when violated and devalued the more the immigrant who transgresses this norm.
Armelle Nugier, Clermont Université Blaise Pascal LAPSCO-CNRS
Cohu Medhi, Université de Rennes - Kamiejski Rodolphe, Université Paris Ouest Nanterre La Défense - Guimond Serge, Clermont Université Blaise Pascal

P04:44 The influence of multicultural and colorblind approaches on stereotyping, prejudice, and support for collective action
Multicultural approaches tend to reduce ingroup bias and implicit prejudice (Vorauer et al., 2009). In a UK sample, we observed a contrary finding in which the colorblind frame reduced prejudice in comparison to a control condition.
Brandon Stewart, University of Birmingham

P04:45 Collective narcissism, and hostile retaliation to perceived insult in groups of different status
Two studies investigated the relationship between collective narcissism, humiliation and hostility in an intergroup context. It was found that collective narcissism, but not narcissistic group esteem would lead to greater feelings of humiliation by the actions of the out-group.
Müjde Peker, Isik University
Agnieszka Golec de Zavala, Goldsmiths, University of London

P04:46 Attachment to secularism and desire to maintain the social hierarchy
A series of three studies revealed that the principle of secularism, which is always strongly supported by egalitarian individuals, can also be endorsed by individuals with anti-egalitarian motives, when they feel their ingroup’s cultural values are threatened.
Elodie Roebroeck, Blaise Pascal University Clermont-Ferrand
Serge Guimond, Blaise Pascal University (Clermont-Ferrand)

P04:47 Emerging ideological cleavage on climate change attitudes in Poland.
We analyse Polish archival data on climate change and political attitudes from 1993 to 2013. The results suggest that the political attitudes are related with climate change beliefs and ecological attitudes only in more recent studies and among young Poles.
Adrian Wójcik, Laboratory for Comparative Social Research
Janina Pietrzak, University of Warsaw

P04:48 The effect of facial expression on evaluation of competence: Keep smiling!
In the context of applications for a software developer, three types of facial expressions (neutral, smiling, thinking) were presented on photos in a between-subjects design. Smiling faces were perceived as most competent, pictures of thinking people were evaluated most negatively.
Petra Filukkova, Simula Research Laboratory
Magne Jørgensen, Simula Research Laboratory
Cues of being watched and faking knowledge: When being watched, who dares to overclaim?
Two experimental studies, one from a general population and one from a laboratory consistently showed that an image of male eyes can discourage men from overclaiming knowledge. Women's overclaiming tendencies remained unaffected by watching cues. Zoi Manesi, VU University Amsterdam
Paul A. M. van Lange, VU University Amsterdam - Thomas V. Pollet, VU University Amsterdam

Applicant verbal immediacy in the job interview: Beneficial or detrimental for the job interview outcome?
In a job interview study, we found that applicant verbal immediacy has a negative impact on the recruiter's hiring decision. Thus, an impersonal and detached language style of applicants is desired by recruiters, whereas an experiential language style is not. Denise Frauendorfer, University of Neuchatel
Matthias R. Mehl, University of Arizona - Marianne Schmid Mast, University of Neuchatel - Laurent Nguyen, IDIAP Research Institute, Martigny - Daniel Gatica-Perez, IDIAP Research Institute, Martigny

A meta-analytic review of self-licensing
In a meta-analysis including 79 studies, we show that the Cohen's d effect size of self-licensing (that is, people who behaved in a good way later feel justified to refrain from socially desirable actions) is 0.26. Important moderators are discussed. Irene Blanken, Tilburg University
Niels van de Ven, Tilburg University - Marcel Zeelenberg, Tilburg University

Do we always care about reputation? The role of group entitativity and fear of exclusion
Three studies showed that individuals care more about their reputation as members of groups perceived as highly (vs. lowly) entitative, and this occurs because in those groups they are particularly afraid to be excluded from the social exchange. Margherita Guidetti, Università di Modena e Reggio Emilia
Nicoletta Cavazza, Università di Modena e Reggio Emilia - Stefano Pagliaro, Seconda Università di Napoli

Moral disengagement: Towards a context-general category-based measure of the concept.
In our research, we developed four measures of the concept of moral disengagement representing the various means through which moral disengagement can operate (Bandura, 1986, 1990). Results demonstrated a good fit of the model and generally supported our predicted. Emmanuelle P. Kleinlogel, University of Lausanne
Jörg Dietz, University of Lausanne, Faculty of Business and Economics - John Antonakis, University of Lausanne, Faculty of Business and Economics

Lessons from ethology: The weight of social dynamics in the emergence of human informal hierarchies
Social dynamics play an important role in the emergence of informal hierarchies, beyond individual differences. Across two experimental studies, we found stronger (i.e., more centralized, steeper, and more linear) informal influence hierarchies when social dynamics were enabled. Roxana Elena Bucur, University of Groningen
Frank Walte, University of Groningen - Floor Rink, University of Groningen - Gerben van der Vegt, University of Groningen
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P04:55 Do parents and siblings differ in their culture of honor? An examination within Spanish families
We analyze the impact of gender on the similarity in culture of honor of 120 four-member families (n= 480). The results show that parents’ beliefs predict the culture of honor, but gender influences this relationship.
Esther Lopez-Zafra, University of Jaén
Noelia Rodriguez-Espartal, University of Jaén - Manuel Miguel Ramos Álvarez, University of Jaén

P04:56 Intuitive and analytical thinking vs. empathizing and systemizing: more alike than meets the eye
Preferences for intuitive and analytical thinking are thought of as domain-general dispositions for approaching information. Here, these dispositions strongly overlap with assumably domain-specific orientations towards empathizing and systemizing. The findings open up new perspectives on the essence of these concepts.
Annika Svedholm, University of Helsinki
Marjaana Lindeman, University of Helsinki

P04:57 Memory Bias as an explanation for preference consistent information sharing?
In group decision making group members often stick to suboptimal pre-discussion preferences. This study investigates whether this might be partly due to the fact, that preference-consistent information is remembered more easily and therefore influences the discussion and decision processes disproportionally.
Annika Nora Giersiepen, University of Göttingen
Stefan Schulz-Hardt, University of Göttingen

P04:58 Dispositional greed
In this research we constructed and validated a reliable 7-item dispositional greed scale. Dispositional greed is related, but different, from self-interest, maximization, and materialism. The dispositional greed scale predicts people’s behavior in both resource dilemmas and negotiations.
Terri Seuntjens, Tilburg University
Marcel Zeelenberg - Seger M. Breugelmans

P04:59 The role of religiosity in ultimate and immanent justice reasoning
Religiosity predicts immanent justice (IJ) and ultimate justice (UJ) reasoning. The relation between a victim’s moral value and IJ reasoning depends on religiosity and deservingness mediates IJ reasoning more strongly at higher levels of religiosity.
Annelie Harvey, University of Essex
Dr Mitchell Callan, University of Essex

P04:60 Motivation mediates personality effects on real life decisions
We developed a motivational model for degree choice comprising of four factors: interest, loafing, career, and helping, which demonstrated good psychometric properties in two large samples. Four motivations mediated the link between the Big Five personality traits and degree choice.
Anya Skatova, University of Nottingham
Eamonn Ferguson, School of Psychology, University of Nottingham
Folie à deux: The interplay of leader and employee neuroticism in predicting workplace deviance
We investigated if employee Neuroticism may act as an important context factor that may activate neurotic leaders to be more abusive to them, ultimately leading to more deviant employee behavior.
Anne Joosten, Universiteit Gent
Alain Van Hiel, Universiteit Gent - Marius van Dijke, Rotterdam School of Management - David De Cremer, CEIBS

The development of informal influence differentials in egalitarian groups: Is hierarchy inescapable?
In a three-factorial experimental design, the presence versus absence of formal hierarchy was manipulated in student groups (N = 61 groups comprising 285 individuals). Results confirmed the hypothesis that groups without formal hierarchy develop stronger informal hierarchy.
Jacoba Oedzes, Rijksuniversiteit Groningen
Gerben S. van der Vegt, University of Groningen - Floor A. Rink, University of Groningen - F. Walter, University of Groningen

Measuring Uncertainty: The construction and validation of a new scale
The study describes the Personal and Economic Uncertainty Scale. Factor analyses provided evidence of bi dimensional scale. The PEUS scores were significantly correlated with other uncertainty scales and the measures of anxiety, social phobia, need for cognitive closure, prejudice and religion.
Ambra Brizi, Sapienza University of Rome
Clara Amato, "Sapienza" University of Rome

Psychological foundations of xenophilia: The role of major personality traits
The paper presents empirical tests of a fresh personality perspective on human xenophilia derived from an integration of research findings on intergroup behavior (biological and cultural paleoanthropology, social psychology) as well as research on the HEXACO personality framework.
Maria-Luisa Barbarino, Fernuniversität in Hagen
Stefan Stürmer, Fernuniversität in Hagen

Consequences of ingroup projection for intergroup behavior
Ingroup projection influences intergroup evaluations. We investigated whether the projection of ingroup features to an inclusive category affects behavior. Two studies indicated that ingroup projection is related to positive behavior towards an ingroup member and automatic responses to ingroup/outgroup members.
Mauro Bianchi, ISCTE-IUL
Sven Waldzus, ISCTE-IUL

Threat by association: When distant threats cause intolerance towards local outgroups
We tested whether intergroup threats caused by distant outgroups carry over and negatively affect attitudes toward local outgroups. Results confirmed that local intolerance may be caused by distant intergroup threats, especially if local and distant outgroups share norms and values.
Thijs Bouman, University of Groningen
Martijn van Zomeren, University of Groningen - Sabine Otten, University of Groningen
P04:67  It is easier to leave a dominant group than leaving a dominant social identity! When moving from a dominant to a dominated group, changing social identity depends on the leaving (voluntary or imposed) and the reception (friendly or hostile) conditions. We examine this process in an experiment inspired by the demobilization/reintegration process in Colombia.

**Odile Cuénoud Gonzalez, University of Lausanne**

**Alain Clémence, University of Lausanne**

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P04:68  Effects of familiarity with out-group’s gastronomic culture on attitude to intergroup behavior

Familiarity with foods of outgroup positively enhanced the perceived morality and sociality of outgroup member. And perceived morality increased Japanese’s positive attitude to study in China, whereas sociality increased the positive attitude toward Chinese exchange students.

**Tomohiro Kumagai, Otsuma Women’s University**

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P04:69  From political to territorial identity – Zanzibari social identity narratives

Based on 68 in-depth interviews, Zanzibar’s leadership-initiated dual recategorization process is explored. This field-research looks at political leadership and local people’s social identity narratives, through which an emergent shift in salience from political to territorial identity is prevalent.

**Sigrun Marie Moss, The Norwegian University of Science and Technology**

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P04:70  Preserving differentiation in recategorization: From a common ingroup to a common outgroup

A new strategy is proposed to improve intergroup bias reduction in a common ingroup context: maintaining differentiation with a salient common outgroup. Results showed a significant additive effect on allocation bias and implicit prejudice in both minimal and national groups.

**Aymeric Parant, Université de Bordeaux Segalen**

**Marie-Line Félonneau, Université de Bordeaux Segalen**

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P04:71  Helping the outgroup leads to positive outgroup emotions and Rehumanization

Across 3 experiments, set in the Israeli-Palestinian conflict, we have tested whether awareness of outgroup help provided by the ingroup would result in the process of rehumanization of the outgroup, and also in more positive outgroup emotions.

**Hanna Szekeres, Interdisciplinary Center Herzliya**

**Rikki Nouri, Interdisciplinary Center Herzliya**

**Tamar Saguy, Interdisciplinary Center Herzliya**

**Amit Goldenberg, Stanford University**

**Eran Halperin, Interdisciplinary Center Herzliya**

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P04:72  Evaluating the independence of Allport’s contact conditions: Fictitious versus real groups

Allport (1954) hypothesised four optimal conditions for prejudice-reducing intergroup contact. But are these ‘contact conditions’ really separate, as has been assumed? Two studies illustrate that this may not be the case for groups with a history of antipathy and conflict.

**Jaysan Charlesford, Plymouth University**

**Becky L. Choma, Ryerson University**
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**P04:73**

**Social responses to political terrorism: Propensity toward forgiveness across different generations**

The study aims at testing which factors or conditions may reduce or increase Italians’ propensity to forgive persons responsible for terrorist attacks during the season of political violence opened at the end of the sixties and lasted till late eighties.

*Camillo Regalia, Catholic University, Milano*

*Francesca Giorgia Paleari, University of Bergamo - Claudia Manzi, Catholic University of Milan*

**P04:74**

**Mediation of intergroup conflict – Effects on attitudes, empathy, trust and conflict settlement**

In our experimental study the use of the ADR technique of mediation in a student intergroup conflict led to more positive attitudes towards outgroup and conflict settlement. For the majority the effect was mediated via empathy and trust.

*Lisa Gutenbrunner, Philipps University Marburg*

*Ulrich Wagner, Philipps University Marburg, Germany*

**P04:75**

**The effects of relative deprivation and relative gratification on implicit and overt intergroup discrimination**

Three studies showed that relative deprivation and relative gratification enhanced linguistic and explicit discrimination towards the vis-à-vis outgroup. These effects were mediated by perceived interdependence. Relative gratification’s effects were sequentially mediated by feelings of guilt and expectations about outgroup’s behaviour.

*Silvia Moscatelli, Alma Mater Studiorum University of Bologna*

*Flavia Albarello, Alma Mater Studiorum University of Bologna - Francesca Prati, Alma Mater Studiorum University of Bologna - Monica Rubini, Alma Mater Studiorum University of Bologna*

**P04:76**

**From a victim to a perpetrator? A potential intergroup pattern**

A study will be presented that tested in a questionnaire the relationship between the identification with the nation, the identification with a collective victimhood through the reconstruction of the past, the self-reflective capacity and the prejudice against gypsies in Hungary.

*Sara Bigazzi, University of Pécs*

*Éva Fülöp, Hungarian Academy of Sciences - Zsolt Szabó, Inst. of Psychology, University of Pécs - Sara Serdült, Inst. of Psychology, University of Pécs*

**P04:77**

**Interethnic roommates in Nigeria: Roommate diversity and the secondary transfer effect**

Based on a Nigerian sample of 232 students nested within 88 ethnically mixed and segregated rooms, the study tested the relationship between close intergroup contact and attitudes. In particular it explored whether roommate diversity yields secondary transfer effects.

*Kemi Adesokan, University of Oxford*

*Katharina Schmid, Oxford University - Miles Hewstone, Oxford University*
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P04:78  Apologizing to the mirror: Extending the needs-based model of reconciliation for perpetrator group members
Over four studies we demonstrate that perpetrator group members may not rely on victim group acceptance to restore their own sense of morality. Instead, we demonstrate that perpetrator group members can offer, and respond to their own (often substandard) apologies.
Fiona Kate Barlow, University of Queensland
Michael Thai, University of Queensland - Matthew Hornsey, University of Queensland - Michael Wohl, Carleton University

P04:79  Intergroup ideology: Crossing outgroup evaluations with the importance ascribed to social categories
We propose a model aligned along two dimensions: evaluations of outgroups and emphasis put on group boundaries. The four ideologies (multiculturalism, colorblindness, segregation, and assimilation/hegemony) show theory-consistent relationships with important outcomes, but important differences when applied to ethnicity versus gender.
Adam Hahn, Universität zu Köln
Sarah M. Banchefsky, University of Colorado Boulder - Bernadette Park, University of Colorado Boulder - Charles M. Judd, University of Colorado Boulder

P04:80  A comprehensive examination of positive and negative intergroup contact on intergroup emotions and attitudes
We present the first comprehensive examination of both positive and negative contact on intergroup emotions and attitudes, in majority and minority samples. Findings support a contact asymmetry and reveal that anger and anxiety mediate positive and negative contact effects.
Lydia Hayward, The University of Queensland
Fiona Kate Barlow, The University of Queensland - Professor Linda Tropp, University of Massachusetts Amherst

P04:81  Intergroup contact effects via deprovincialization among majority and minority groups: Moderation by Social Dominance Orientation
We test whether intergroup contact reduces negative outgroup attitudes through a process of ingroup distancing. Results of three studies indicate that the indirect effect of cross-group friendship on outgroup attitudes via reduced ingroup identification is moderated by individuals' SDO.
Mathias Kauff, Philipps-University Marburg
Katharina Schmid, University of Oxford - Miles Hewstone, University of Oxford - Ananthi Al Ramiah, National University of Singapore

P04:82  Effects of imagined intergroup contact on quantity and quality of direct intergroup encounters
In two experiments, we showed that imagining positive intergroup contact increases participants’ contact seeking behavior with the out-group and has positive effects on the interaction quality of a real intergroup encounter.
Dieta Kuchenbrandt, University of Bielefeld
Christina Warming, University of Bielefeld - Mira Adrian, University of Bielefeld - Dominic Bortz, University of Bielefeld - Friederike Eyssel, University of Bielefeld
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P04:83  Time perspective and intergroup relations in Northern Ireland
Humans can mentally travel through time which can influence attitudes and behaviour. In Northern Ireland, past and present time orientations correlated with intergroup feeling but not intergroup contact. This has implications for understanding and improving intergroup relations in divided societies.
Shelley McKeown, Leiden University

P04:84  Extended contact through story reading in Turkish Cypriot children
In study 1, Turkish Cypriot children’s attitudes and intentions toward contact with Greek Cypriots was assessed. In study 2 a story telling intervention of friendship and cooperation between Greek and Turkish Cypriot children, improved outgroup attitudes and intentions.
Biran Mertan, Eastern Mediterranean University
Shenel Husnu, Eastern Mediterranean University

P04:85  Lay people’s and elites’ frames of the Kurdish conflict and their effects on conflict resolution
The current study focuses on the understandings of the Kurdish conflict in different samples and the effects of these conflict understandings on conflict resolution strategies and orientations toward reconciliation.
Özden Melis Uluğ, Jacobs University Bremen
J. Christopher Cohrs, Jacobs University Bremen

P04:86  Fostering reconciliation through moral exemplars: Effects of contact intervention in post-conflict contexts
We will present and discuss research from Bosnia and Herzegovina and Turkey which examined the effects of moral exemplars on intergroup forgiveness and reconciliation. Results show increased forgiveness and absence of a negative impact of the past on intergroup contact.
Sabina Čehajić-Clancy, Sarajevo School of Science and Technology
Michal Bilewicz, University of Warsaw

P04:87  Good contact - bad contact: How to reach sustainable attitude changes in intractable conflict areas.
Our findings confirm that attitude changes after intergroup contact in Israel erode after a few weeks. Therefore, we focus on the effects of repeated intergroup contact on sustainable attitude changes.
Kerstin Hammann, Philipps University Marburg
Ulrich Wagner, Philipps University Marburg

P04:88  Impact of affective and neutral peripheral attributes when choosing for self and advising others
People chose options favorable on central attributes rather than options favorable on peripheral attributes more often when giving advice than when choosing for themselves. This pattern was valid both for affective and non-affective peripheral attributes, supporting Construal Level Theory propositions.
Biljana Jokic, University of Belgrade
Iris Zezelj, University of Belgrade
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P04:89 The role of fit between level of option evaluation and mode of decision making
The concept of situational fit describes the case when level of option evaluation (affective vs. reflective) matches mode of decision making (intuition vs. deliberation). Participants experiencing situational fit (vs. non-fit) reported higher subjective decision quality after choosing the superior option.

Pablina Roth, University of Heidelberg
Henning Plessner, University of Heidelberg - Geoffrey Schweizer, University of Heidelberg

P04:90 Exploring the role of cognitive effort in framing effect
Framing effect in choices under gain and loss is attributed to the effortless vs. effortful mindsets. In three experiments we tested the influence of cognitive effort on risky decisions. Framing effect was consequently obtained in the effortfully-primed decision makers.

Dorota Rutkowska, University of Warsaw
Krzysztof Przybyszewski, Kozminski University

P04:91 Can’t help but ponder – repetitive thinking triggers indecisiveness
In a choice experiment, a repetitive thinking mode as opposed to a regular thinking and a distraction mode induced a state of indecisiveness, accompanied by increased uncertainty. The results suggest strong parallels to the pathological concept of repetitive negative thinking.

Helmut Appel, University of Cologne
Birte Englich, University of Cologne

P04:92 Forecasting soccer results unconsciously: Experience does matter
Unconscious thought effects may depend on participants’ experience with the experimental task. This hypothesis was supported in a study on soccer forecasting. Regular forecasters benefit from unconscious thought, whereas laypeople and people who merely knew much about soccer did not.

Geoffrey Schweizer, University of Heidelberg
Franz Baumgarten, University of Potsdam

P04:93 Effects of insurance on risk behavior: risk taking or carefulness?
We find that moral hazard (effect of insurance on risk behavior) is mainly due to people without insurance being more careful, rather than people with insurance taking more risk.

Job van Wolferen, Tilburg University
Philippe van de Calseyde, Tilburg University - Yoel Inbar, Tilburg University - Marcel Zeelenberg, Tilburg University

P04:94 Naive theories about the passage of time influence how consumers maximize enjoyment and minimize displeasure.
Five studies suggest that people who experience multiple events track the categories of those events (e.g., grouping movies into comedies and dramas). The less pleasant the experience, the more they eliminate elements within categories before turning to the next category.

Adam L. Alter, New York University
Anuj K. Shah, University of Chicago
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P04:95 What you hear shapes how you think: Musical patterns change level of construal
Auditory cues in music that are related to psychological distance such as reverberation, novelty of harmonic constellations, and low rhythmic segmentation trigger abstract (vs. concrete) mental construal (e.g., formation of broader categories, increased preference for global versus local visual patterns).
Jochim Hansen, University of Salzburg
Johann Melzner, University of Salzburg

P04:96 Consumer choice in nice and nasty markets: An illusory correlation approach
Illusory correlations are typically used to explain stereotype formation. In the present talk, we show their relevance for consumer choices. In a rational analysis, we further show why illusory correlations allow for smart choices.
Tobias Vogel, University of Mannheim
Florian Kutzner, University of Heidelberg

P04:97 Assimilation and contrast effects in evaluative judgments as a function of temporal distance
Participants evaluated the attractiveness of a stay in a hotel in the near or distant future. Including a better (worse) comparison room in the hotel description either lowered or increased the perceived attractiveness of the stay depending on temporal distance.
Axel Burger, University of Mannheim
Ann-Katrin Rost, University of Mannheim

P04:98 False causal inferences negatively influence people’s decisions in an economic setting
Although most theories of causal learning assume causal transitivity, probabilistic causal relationships may be intransitive. We show that false assumptions of transitivity cannot only impair accurate learning of causal relationships but also lead to non-optimal decisions in an economic setting.
Dennis Hebbelmann, University of Heidelberg
Momme von Sydow, University of Mannheim

P04:99 Effects of group interaction and advice on performance at dynamic system control tasks
We investigate whether groups and judge-advisor-systems provide advantages over individual performance at dynamic control tasks. We provide first evidence for beneficial effects of advice taking on control performance and for interaction-based process gains in groups that are based on group-to-individual-transfer.
Sylvana Drewes, University of Göttingen
Stefan Schulz-Hardt, University of Göttingen

P04:100 Inferences about willingness to purchase: Role of culture and presence of others
The experiment examines the influence of the presence of others on the inferences about willingness to purchase. The results revealed that the presence of others may have a different effect on the perception of willingness to purchase among different cultures.
Masayo Noda, Kinjo Gakuin University
Joanna Roszak, University of Social Sciences and Humanities

P04:101 Waiting for Merlot: The anticipation of experiential and material purchases
We demonstrate that anticipation adds more to the enjoyment of experiential purchases than material purchases. Using multiple methods, we show that waiting tends to be more pleasant for experiences than possessions, and that it feels more like excitement than impatience.
Amit Kumar, Cornell University
Matthew A. Killingsworth, University of California at Berkley - Thomas Gilovich, Cornell University
Numeracy and personal wealth
We find an economically large and statistically significant correlation between numeracy and personal wealth. The correlation is robust to the inclusion of controls for preferences, constraints and beliefs. Moreover, numeracy predicts the trajectory of wealth accumulation over a 4-year period.

Catalina Estrada-Mejia, Tilburg University
Marieke de Vries, Tilburg University - Marcel Zeelenberg, Tilburg University

If it's easy to pronounce, it might be risky
The present study showed that previously found association between processing disfluency and perceived riskiness may be in the opposite direction for certain categories of stimuli – categories where people more often encounter risky members of a category (e.g. criminals).

Štěpán Bahník, University of Würzburg
Marek Vranka, Charles University in Prague

A cognitive explanation for preference-consistent information sampling in collective decision-making
In two experiments we show consistent support that preference-consistent information sampling in collective decision making can be explained by an individual preference-consistent evaluation bias (people tend to systematically attribute a higher quality to preference-consistent as compared to preference-inconsistent information).

Jan Häusser, University of Hildesheim
Andreas Mojzisch, University of Hildesheim - Nadira Faulmüller, University of Oxford - Stefan Schulz-Hardt, University of Göttingen

Does social evaluation make us more rational from an economic point of view?
The perception of negative social evaluation is a strong stressor – and spills over on economic decision situations. Experimental results of the influence of social evaluation on classical lottery choice tasks are presented and discussed.

Gesa-Kristina Petersen, LMU Munich
Felix C. Brodbeck, LMU Munich

Planning to "think" reduces the choice of risky options in loss framings
A self-regulation strategy (implementation intentions) was used to induce a cue-triggered deliberative mode of thought. This deliberative (compared to an impulsive) mode of thought reduced framing effects by decreasing the amount of risk choices in loss frame situations.

Torsten Martiny-Huenger, University of Konstanz
Johannes Doerflinger, University of Konstanz - Peter M. Gollwitzer, New York University, University of Konstanz

How we compare faces: a norm-based model of perceived facial similarity
We recognize faces by comparing them with our mental representations of known faces. But how do we compare faces? And why do atypical and out-group faces seem so homogeneous? We tested a similarity model that can answer these questions.

Andre Klapper, Radboud University Nijmegen
Ron Dotsch, Radboud University Nijmegen - Daniel Wigboldus, Radboud University Nijmegen
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P04:108 Improving team performance: Conflict undermines the benefits of reflection and experimentation.
This study assessed the benefits of explicit reflection on team performance improvements. In a simulation exercise among 59 teams, it was found that experimentation with performance strategies during reflection led to performance improvements, but only under low task conflict.
Bernard Nijstad, University of Groningen

P04:109 The anchoring bias in group judgment
This study investigated the anchoring bias in group judgment. Group-level anchors affected group judgment on a realistic and complex issue above and beyond group members’ individual pre-discussion preferences.
Tim De Wilde, University of Amsterdam
Femke S. Ten Velden, University of Amsterdam - Carsten K.W. De Dreu, University of Amsterdam

P04:110 Karmic punishment: What goes around comes around
In four studies we investigate the belief in karma. We find that karmic actions are intentional and harmful and karmic outcomes are domain specific, swift, and from the universe. Additionally, we find that karmic actions influence predictions about future outcomes.
Jane L. Risen, University of Chicago
Natalie M. Wheeler, University of Chicago
Inclusion in diversifying societies: Individual and group perspectives
Diversity poses challenges to both individuals and groups. In this symposium we explore how individuals can identify with diverse group, and in addition, how groups, as an agentic entity, can include both majority and minority members.

Marilynn Brewer, University of New South Wales

A personal touch to diversity: The beneficial effects of self-anchoring in small heterogeneous teams.
Diverse work teams often suffer from weak group identification in minority, and weak pro-diversity beliefs in majority members. When people form a group bond by projecting from individual self to group (self-anchoring) rather than vice versa (self-stereotyping), these problems decrease.

Sabine Otten, University of Groningen
Ruth van Veelen, University of Twente - Nina Hansen, University of Groningen
09:00 - Aula

A dual pathway approach to understanding how common ingroup identity undermines collective action
We demonstrate that a common European identity among Kurds (Study 1) and common US identity among Blacks and Latino/as (Study 2) relate to lower collective action motivation. These effects were especially likely under stable, relative to unstable, conditions.

Elze Ufkes, University of Twente
John F. Dovidio, Yale University
09:20 - Aula

What's wrong with being normal? Towards inclusive diversity ideologies
In two experiments, we demonstrate that explicitly including the cultural majority group in organizational diversity statements results in higher levels of perceived inclusion and stronger support for organizational diversity efforts among cultural majority group members.

Wiebren Jansen, University of Groningen
Sabine Otten, University of Groningen - Karen van der Zee, University of Twente
09:40 - Aula

One size does not fit all: Group status and the asymmetrical influence of inclusion messages
Two studies (Asians, Latinos, Whites) contrast influence of personal and subgroup respect (extent to which individuals vs. subgroups are institutionally valued). Findings demonstrate that subgroup respect influence is more limited than personal respect and depends upon group status and outcome.

Yuen Huo, University of California, Los Angeles
Kevin R. Binning, University of California, Santa Barbara - Ludwin E. Molina, University of Kansas - Felix Danbold, University of California, Los Angeles - Curtis K. Yee, Hong Kong
10:00 - Aula
The benefits and pitfalls of diversity training for team creativity
We experimentally examined the contingencies of diversity training effectiveness for team creativity. We found that teams became more efficacious and as a result more creative after diversity training, but only when they had negative pre-training diversity beliefs.

_Astrid Homan, University of Amsterdam_
_Claudia Buengeler, University of Amsterdam - Robert A. Eckhoff, Salzburg Research - Wendy Van Ginkel, Erasmus University Rotterdam - Sven C. Voelpel, Jacobs University Bremen_
10:20 - Aula

Individual differences in intergroup contact: Irrelevant, or critical?
Intergroup contact researchers have traditionally assumed that individual differences (e.g., authoritarianism) are irrelevant or aggravating factors, without directly testing these propositions. This symposium presents recent evidence that individual differences are actually critical in understanding contact effects on prejudice.

_Frank Asbrock, Philipps University Marburg_
_Gordon Hodson, Brock University_

Does personality play a role in explaining the cross-group friendship - outgroup attitude relationship?
Two studies showed that personality factors ameliorate intergroup contact effects. Open and agreeable individuals held more positive outgroup attitudes, via reduced intergroup anxiety, whilst extraverts had more cross-group friends, which predicted lower anxiety and more positive outgroup attitudes.

_Rhiannon Turner, Queen's University Belfast_
_Kristof Dhont, Ghent University - Miles Hewstone, University of Oxford - Andrew Prestwich, University of Leeds - Christiana Vonofakou, University of Oxford_
09:00 - VOC zaal

Intergroup climate shapes intergroup contact effects on prejudice and support for social change
Four studies, including multilevel and longitudinal designs, show that intergroup contact is more strongly related to reduced anti-immigrant prejudice and increased support for social change in a negatively rather than positively experienced intergroup climate.

_Kristof Dhont, Ghent University_
_Aloin Van Hiel, Ghent University - Oliver Christ, Philipps University Marburg - Frank Asbrock, Philipps University Marburg - Miles Hewstone, University of Oxford - Emma Onraet, Ghent University_
09:20 - VOC zaal

The context-of-contact hypothesis: A dual-process model perspective on the effectiveness of imagined intergroup contact
Three experimental studies differentiate the finding that highly biased people generally benefit from intergroup contact. Imagined intergroup contact increases contact intentions toward threatening outgroups for high-RWAs, and toward low-status outgroups for high-SDOs, but not the other way around.

_Frank Asbrock, Philipps University Marburg_
_Lea Schemer, Philipps University Marburg - Lisa Gutenbrunner, Philipps University Marburg_
09:40 - VOC zaal
Can (elaborated) imagined contact reduce prejudice among those higher in intergroup-disgust sensitivity (ITG-DS)?
Individuals higher in intergroup disgust sensitivity (ITG-DS) demonstrate increased outgroup bias. We successfully employed (elaborated) imagined contact, using detailed physical contact imagery and deep-breathing exercises, to sever the link between ITG-DS and (low) trust and (high) bias toward the homeless.

Gordon Hodson, Brock University
Blaire Dube, University of Guelph - Becky L. Choma, Ryerson University

10:00 - VOC zaal
Discussant
Miles Hewstone, University of Oxford
10:20 - VOC zaal

Gender and stereotypes in leadership
Women remain underrepresented in leadership roles and even those who break through the glass ceiling face obstacles that their male counterparts don't encounter. This symposium discusses these obstacles, their consequences for leaders, followers and organisations and ways to address them.

Thekla Morgenroth, University of Exeter
Michelle Ryan, University of Exeter & University of Groningen

Is the the glass cliff a golden opportunity for female leaders?
An experimental study investigating the consequences of success and failure in precarious leadership positions for women versus men suggests that women are more likely to jump from one risky position to another in contexts dominated by implicit male gender stereotypes.

Ailine Sophie Lange, Free University of Berlin
Kathrin Heinitz, Free University of Berlin - Rudolf Kerschreiter, Free University of Berlin
09:00 - Doelenzaal

Showing the real me: Supportive organizational culture for female leaders
Results illustrate that personality traits differentially predict leadership performance of men and women. This gender-based difference in validity disappears in collectivistic organizations. Collectivistic culture might make it easier for female leaders to express their traits, which enhances their validity.

Sabine Bergner, University of Graz
Anna Konape-Willingshofer - Johannes Kepler University Linz - Robert Rybnicek, University of Graz
09:20 - Doelenzaal

Gender-fair language in organizations: attracting potential leaders and promoting the organizational image of gender equality
The present research shows that gender-fair language used in job advertisements for leadership positions –compared to masculine forms – can attract more potential applicants and improve the organizational image of gender equality.

Lisa Horvath, University of Bern
Sabine Sczesny, University of Bern
09:40 - Doelenzaal
Scientific Programme

Friday July 11
09:00 - 10:40

S63:04 The effects of female and male leaders in media: A single-target IAT-study
An experiment yielding partially counter-intuitive effects of exposure to female and male leaders on participants' gender-leadership association (ST-IAT), self-leadership association (ST-IAT), leadership motivation and their social desirability and typicality ratings of communal and agentic characteristics will be presented.
Alina S. Hernandez Bark, Goethe University Frankfurt
Rolf van Dick, Goethe University Frankfurt - Niels van Quaquebeke, Kühne Logistics University Hamburg
10:00 - Doelenzaal

T37 Motives and goal pursuit

T37:01 Self-control over the influence of implicit attitudes on behaviors
Forming implementation intentions attenuated the influence of implicit attitudes on behavior and led to less avoidance of a member of a stigmatized group (Study 1, N = 88) and improved diet (Study 2, N = 100).
Paschal Sheeran, University of North Carolina at Chapel Hill
Harriet Baird, University of Manchester - Eleanor Miles, University of Sussex - Thomas L. Webb, University of Sheffield - Peter R. Harris, University of Sussex
09:00 - Universiteitstheater

T37:02 Seemingly effortless: Perceived ease of goal pursuit and obstacles encountered in autonomous goals
Two studies (one prospective and one nightly diary) examine the mechanism responsible for the increased attainment of more autonomous goals. Results show that subjective ease of goal pursuit and encountering fewer daily obstacles mediate the effects of motivation on progress.
Marina Milyavskaya, University of Toronto
Richard Koestner, McGill University
09:20 - Universiteitstheater

T37:03 The motivational properties of hope in goal-striving
Hope is beneficial in various life-domains. But we have no insight in the processes mediating these effects. Three studies show that hope is elicited by suggesting possible goal-attainment and facilitates goal-striving by buffering the impact of negative feedback on goal-progress.
Rob Nelissen, Tilburg University
09:40 - Universiteitstheater

T37:04 Mental contrasting and conciliatory behavior in perpetrators
Conciliatory behavior is important for reconciliation in the aftermath of an interpersonal transgression. In three studies we showed that the self-regulatory strategy of mental contrasting (Oettingen, 2012) enables perpetrators to wisely select their conciliatory behavior and thus fosters effective reconciliation.
Jana Schrage, University of Hamburg
Gabriele Oettingen, New York University, University of Hamburg
10:00 - Universiteitstheater
Scientific Programme

Friday July 11
09:00 - 10:40

T37:05 When do mastery goals predict learning-related outcomes? It depends on social desirability
Mastery goals should predict learning-related outcomes when they are genuine and not when they are faked. Two studies demonstrated that the lower the students' knowledge of mastery goals' social desirability, the higher the relationship between goal endorsement and learning-related outcomes.

Benoit Dompnier, University of Lausanne
Anique Smeding, University of Savoy - Emanuele Meier, University of Lausanne - Céline Darnon, Clermont Université & French University Institute - Bernard Baumberger, University of Teacher Education Lausanne - Fabrizio Butera, University of Lausanne
10:20 - Universiteitstheater

S64 Shame's many faces: Approach? avoid? moral?
A diversity of new studies illuminate an emerging trend that shame can motivate the constructive approach of failure, as well as destructive avoidance. Together, they suggest an integrative view of the many faces of shame.

Colin Wayne Leach, University of Connecticut
Nicolay Gausel, University College Østfold

S64:01 Self-conscious emotions and the motivation to change the self
Three studies tested the hypothesis that feelings of shame motivate a desire for self-change. Results suggest that shame (more than guilt, embarrassment, and regret) predicts a motivation for self-change and might predict actual change for those high in self-efficacy.

Toni Schmader, University of British Columbia
Kostadin Kushlev, The University of British Columbia - Brian Lickel, University of Massachusetts, Amherst
09:00 - OMHP D0.09

S64:02 A new view on shame (and guilt): Shame motivates affiliation (and guilt motivates avoidance)
Theories presume that shame has negative and guilt has positive interpersonal consequences. Seven studies show that shame motivates a need to belong and affiliation, whereas guilt motivates a need to repair a damaged relationship and avoidance.

Ilona De Hooge, Rotterdam School of Management, Erasmus University
Seger M. Breugelmans, Tilburg University - Fieke Wagemans, Tilburg University - Marcel Zeelenberg, Tilburg University
09:20 - OMHP D0.09

S64:03 Resolving shame's paradox: Feelings about risk to self/social-image explain pro-social and self-defensive motivation
In two experiments, we demonstrated that self-defensive motivation was explained by appraisal of concern for condemnation and felt rejection. In contrast, pro-social motivation was explained by appraisal of individual defect and felt shame.

Nicolay Gausel, University College Østfold
Colin Wayne Leach, University of Connecticut - Vivian L. Vignoles, University of Sussex
09:40 - OMHP D0.09
Predicting criminal recidivism: The two faces of shame
Does shame inhibit illegal behavior? In a study of 476 inmates, guilt-proneness assessed upon incarceration negatively predicted re-offense one-year post-release. Shame-proneness positively predicted recidivism via externalization of blame, but there remained a direct inhibitory effect of shame on recidivism.

**June Tangney, George Mason University**
**Jeffrey Stuewig, George Mason University** - **Andres Martinez, George Mason University**
10:00 - OMHP D0.09

Shame and constructive approach: A meta-analysis showing opposite effects for reparable vs. irreparable failure
In a meta-analysis of 78 recent samples, shame was positively associated to constructive approach (i.e., pro-sociality, cooperation and affiliation, self-improvement) when failure was reparable (d = .444), but shame was negatively associated when failure was irreparable (d = -.413).

**Colin Wayne Leach, University of Connecticut**
**Atilla Cidam, University of Connecticut**
10:20 - OMHP D0.09

The dynamics of subtle influences on (im)moral behavior
Despite morality's profound impact, research has begun to show that subtle influences shape moral and immoral behavior. This symposium unites five lines of research to examine these influences on diverse behaviors including everyday moral acts, whistleblowing, moral hypocrisy, and cheating.

**Adam Waytz, Northwestern University**
**Wilhelm Hofmann, University of Cologne**

When cheating would make you a cheater: Implicating the self prevents unethical behavior
People were less likely to cheat when a subtle change in phrasing framed such behavior as diagnostic of an undesirable identity. Participants were more likely to cheat when the behavior was framed with a verb (cheating) than a noun (cheater).

**Gabrielle Adams, London Business School**
**Christopher J. Bryan, University of San Diego** - **Benoit Monin, Stanford University**
09:00 - OMHP D1.09

Cheating at the end to avoid regret
Choices can become less ethical over time when people face many ethical dilemmas. We show that cheating is more likely at the very end of a series of dilemmas due to anticipated regret about foregoing a last opportunity to benefit.

**Daniel Effron, London Business School**
**Christopher J. Bryan, University of California San Diego** - **J. Keith Murnighan, Northwestern University**
09:20 - OMHP D1.09
Scientific Programme
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S65:03 Hypocrisy as moral flexibility
Hypocrisy refers to the tendency to judge others more strictly, while condoning one's own immorality. This presentation shows that such hypocrisy can be due to a more flexible view on morality.

Joris Lammers, University of Cologne
09:40 - OMHP D1.09

S65:04 Morality in everyday life.
We used experience-sampling to study everyday morality. Whereas the frequency of moral acts was positively related to moral identity and moral conviction, immoral acts were less frequent among high moral identity individuals and more frequent among highly morally convicted people.

Wilhelm Hofmann, University of Cologne
Linda Skitka, University of Illinois at Chicago - Daniel Wisnewski, University of Illinois at Chicago - Mark Brandt, Tilburg University
10:00 - OMHP D1.09

S65:05 The whistleblower's dilemma and the fairness–loyalty tradeoff
Whistleblowing promotes justice and fairness but can also appear disloyal. Five studies demonstrate that individual differences in valuation of fairness versus loyalty and experimental inductions of fairness versus loyalty predict people's willingness to blow the whistle.

Adam Waytz, Northwestern University
James Dungan, Boston College - Liane Young, Boston College
10:20 - OMHP D1.09

S66 Does power help or hinder? When and how social power changes reactions to others
This symposium brings together research on how and when social power changes the perception of and reaction towards other individuals, such as how those high in power see both others and themselves, or react to other-imposed goals and others' advice.

Annika Scholl, KMRC Tuebingen
Naomi Ellemers, Leiden University

S66:01 The role of face perception in the power effect on prejudice: A social neuroscience analysis
We tested whether power alters the perception of ingroup and outgroup faces in ways that maintain dominance. Indeed, power enhanced the neural encoding of outgroup (vs. ingroup) faces, and this effect was related to greater implicit prejudice.

Petra C. Schmid, New York University
David M. Amodio, New York University
09:00 - OMHP D0.08

S66:02 With power comes responsibility: How awareness of others predicts the construal of power as responsibility
We investigated how becoming aware of others predicts responsibility among powerholders. Powerholders focusing on others (vs. the self) did feel more responsible when these 'others' were lower in power, but even less responsible when the 'others' were also powerful.

Annika Scholl, KMRC Tuebingen
Kai Sassenberg, KMRC Tuebingen - Naomi Ellemers, Leiden University - Daan Scheepers, Leiden University
09:20 - OMHP D0.08
S66:03  When those in power take advice: The role of conceptualizing power as responsibility vs. opportunity

Powerful people often disregard advice, yet their willingness to take advice might depend on their conceptualization of power. In two experimental field studies we find that powerful people take more advice when they conceptualize power as a responsibility vs. opportunity.

Frank de Wit, Melbourne Business School
Daan Scheepers, Leiden University - Naomi Ellemers, Leiden University - Kai Sassenberg, KMRC Tuebingen

09:40 - OMHP D0.08

S66:04  Fighting for independence: Significant others’ goals for oneself incite reactance among the powerful

We predicted that power increases people’s tendencies to act against the goals their close significant others have for them. We found support for this prediction, but only when the participant reported reduced interest in pursuing the interpersonal goal

M. Ena Inesi, London Business School
Kimberly Rios, Ohio University

10:00 - OMHP D0.08

S66:05  Discussant

Susan T. Fiske, Princeton University

10:20 - OMHP D0.08

S67  Punishment in a social context

This symposium examines the social and cognitive processes involved in people’s punishment decisions. How does punishing transgressors restore a sense of justice? What is the role of value threat? How does power affect punishment decisions?

Friederike Funk, Princeton University
Mario Gollwitzer, Philipps University Marburg

S67:01  Punishment decreases victim compensation

Three studies indicate that individuals are less willing to compensate victims when the perpetrator has (versus has not) been punished, because punishment restores individuals’ sense of justice. However, whether victims have been compensated does not influence individuals’ punishment desires.

Elizabeth Mullen, George Washington University
Gabrielle S. Adams, London Business School

09:00 - OMHP F0.01

S67:02  Get the message: Punishment is satisfying if the transgressor responds to its communicative intent

Findings from three experiments demonstrate that victims’ justice-related satisfaction with punishment is influenced by the kind of feedback they receive from the offender after punishment. Punishers were most satisfied after punishment when offenders showed a change in attitude.

Friederike Funk, Princeton University
Victoria McGeer, Princeton University & Australian National University Canberra - Mario Gollwitzer, Philipps University Marburg

09:20 - OMHP F0.01
Scientific Programme

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S67:03

Laypersons prefer punitive over restorative sanctions when communal values are threatened
Two studies show that after learning about a transgression, people prefer punitive over restorative sanctioning forms when the transgression implies a threat to communal values. Two further studies show a possible precursor to value threat perceptions: low intergroup distinctiveness.

Mario Gollwitzer, Philipps University Marburg
Livia Keller, Philipps University Marburg
09:40 - OMHP F0.01

S67:04

Power and retributive justice: How trait information influences the fairness of punishment among power holders
Four studies reveal that high power participants endorse more severe punishment for offenders than low power participants. This finding is attributable to power holder's tendency to base punitive judgments on information or assumptions regarding an offender's negative traits.

Jan-Willem van Prooijen, VU University Amsterdam & Netherlands Institute for the Study of Crime and Law Enforcement
Jennifer Coffeng, VU University Amsterdam - Marjolijn Vermeer, VU University Amsterdam
10:00 - OMHP F0.01

S68

Social media and collective action: New perspectives on online and offline forms of political activism
The symposium discusses the influence of social media on collective action and political activism. Deterring and reinforcing effects of social media on offline participation, different forms of protests, questions of disengagement and protesting under severe repression are examined.

Anna Kende, Eötvös Loránd University, Budapest

S68:01

The influence of discussing through social media on politicized identity
Three studies analyzed how online political discussions among activists of social movements influenced politicized identity. Results showed that some specific features of online discussions (e.g. perceived agreement, misunderstandings) moderated the effect of emotions and moral beliefs on politicized identity.

Augusta Isabella Alberici, Catholic University of Milan
Patrizia Milesi, Catholic University of Milan
09:00 - OMHP C0.17

S68:02

On the digital ladder of engagement: The impact of low-threshold online on offline collective actions
In three experiments, we examined the Internet as a platform for online collective actions. We demonstrate how especially low-threshold online collective actions that require users to invest few resources foreclose offline engagement by satisfying group-based motivations.

Sandy Schumann, Université Libre de Bruxelles
Olivier Klein, Université Libre de Bruxelles
09:20 - OMHP C0.17
Scientific Programme

Friday July 11
09:00 - 10:40

S68:03 The dynamics of off- and online movement participation under severe repression: Iran’s 2013 election
Using data from three waves of online surveys, before, during and after Iran’s 2013 presidential election, this study compares the changes in off- and online activities undertaken by activists, in individuals’ participation motives, and in perceived/actual repression.
Ali Honari, Vrije Universiteit, Amsterdam
09:40 - OMHP C0.17

S68:04 Predictors of enduring political participation in the context of online activism: Student protests in Hungary
Predictors of enduring online and offline political engagement were analyzed using a survey of student protestors. The results highlighted the importance of social media use among high identifiers, and cost-benefit calculations for the transfer to online activism.
Anna Kende, Eötvös Loránd University, Budapest
Adrienn Ujhelyi, Eötvös Loránd University, Budapest - Nóra Lantos, Eötvös Loránd University, Budapest
10:00 - OMHP C0.17

S68:05 Discussant
Martijn van Zomeren, University of Groningen
10:20 - OMHP C0.17

T38 Support giving and receiving

T38:01 Empathy and personal costs of helping: The moderating role of perceived self-other similarities
Results from two laboratory studies show that helpers’ empathic feelings reduce their perceptions of their personal costs of helping, and thereby facilitate helping. Further, findings suggest that, as expected, the cost-reducing effect of empathy critically depends on perceived self-other similarities.
Birte Siem, FernUniversität in Hagen
Stefan Stürmer, FernUniversität in Hagen
09:00 - OMHP C2.17

T38:02 To "see" the future while empathizing them: Autonomy vs. dependency oriented help giving
We examined influences of Future Time Perspective and inter-personal empathy on help giving preferences. Experimentally induced FTP resulted in lower readiness to provide dependency-oriented help (Study 1). Characteristic high FTP and contextual empathy predicted preferences of autonomy-oriented assistance (Study 2).
Lily Chernyak-Hai, Netanya Academic College
Samer Halabi, Tel-Aviv – Yaffo Academic College
09:20 - OMHP C2.17

T38:03 Regulatory mode and support of partner goals that benefits or harms the self
The current research presents findings from a quasi-experimental and a correlational study to show support for the hypothesis that individual differences in regulatory mode affect support for a romantic partner’s goals that benefits or cause problems for the self.
Madoka Kumashiro, Goldsmiths, University of London
09:40 - OMHP C2.17
Personal goal difficulty affects the receptivity to interpersonal goal support
We examined whether goal difficulty affects people’s openness to interpersonal goal support. Using a multiple methods approach, results revealed that people are less likely to be open to their partner’s support for difficult, rather than easy, goals.
Francesca Righetti, Free University Amsterdam
Madoka Kumashiro, Goldsmiths University of London
10:00 - OMHP C2.17

The judgment is in the sample – towards a grounded social psychology
Social psychology has been criticized for its lack of strong theorizing. One possible solution is to ground social psychology in environmental facts and structures. As a prime example, the symposium promotes sampling approaches to social judgments.
Florian Kutzner, Department of Psychology, Universität Heidelberg
Klaus Fiedler, Universität Heidelberg

Short-term memory limitations and constructivist coding: Judgments from small samples of dubious origin
We discuss and illustrate the role of post hoc sampling of small samples from memory and the effects of constructive coding (akin to data imputation in statistics) for biases observed in human judgment.
Peter Juslin, Department of Psychology, Uppsala University
Ebba Elwin, Uppsala University - Marcus Lindskog, Uppsala University
09:00 - OMHP A0.08

Seeking positive experiences, identity signalling and attitude polarization across social groups
When people engage in signalling behavior, they tend to select alternatives popular in their social group and unpopular in other groups. This leads to an information bias that implies a polarization of attitudes across social groups.
Gaël Le Mens, Department of Economics and Business, Universitat Pompeu Fabra
Jerker Denrell, Warwick Business School, University of Warwick
09:20 - OMHP A0.08

A process model of social sampling
We describe a simple process model that describes how people make judgments about their social environments. We test whether the model can explain apparent biases in people’s predictions of results in German 2013 parliamentary elections.
Mirta Galesic, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Berlin
Juliane Kämmer, Max Planck Institute for Human Development, Berlin - Henrik Olsson,-Max Planck Institute for Human Development, Berlin & University of Warwick - Jörg Rieskamp, Universität Basel
09:40 - OMHP A0.08
Wrong in the lab, true in the world? Adaptable insensitivity to levels of aggregation
While correlations or stereotypes at different levels of aggregation can contradict each other, people are quite insensitive to these differences. With reference to data from EUROSTAT, we show that this insensitivity is adaptable to our social environment.

Florian Kutzner, Department of Psychology, Universität Heidelberg
Tobias Vogel, Universität Mannheim - Klaus Fiedler, Universität Heidelberg
10:00 - OMHP A0.08

Discussant
Joachim Krueger, Brown University
10:20 - OMHP A0.08

Talking about ‘them’ and ‘us’: Constructing and reconstructing national/ethnic identities and shaping intergroup relations
We bring together studies using various methodological and theoretical approaches to address the questions how ethnic and/or national identities are constructed, maintained, and challenged in important intergroup contexts, and what role status differences and communication patterns play in the process.

Susanne Bruckmüller, University of Koblenz-Landau

Who “makes” national identities? National identification and identity content for individuals and families in Ireland
We tested for transgenerational differences in using civic and ethnic markers to define national identity in Irish adult and children samples. In addition, family and individual identification with the nation had different effects on perceived historical continuity and national superiority.

Aanca Minescu, University of Limerick
Orla Muldoon, University of Limerick - Aisling O'Donnell, University of Limerick
09:00 - OMHP F0.02

How Muslims and authorities see each other at airports: The (re)production of ‘them and us’
Research conducted with Muslims and Airport staff finds that concerns about misrecognition on both sides of the encounter contribute to negative interactions. I will argue that improving interactions requires recognition of asymmetries in power in the production of encounter contexts.

Leda Blackwood, University of St Andrews
Nick Hopkins, Dundee University - Steve Reicher, University of St. Andrews
09:20 - OMHP F0.02

After all, are YOU that typical? Altering self-typicality to reduce backlash against perceived superordinate-group diversity
Decreasing perceived self-typicality regarding a superordinate group (e.g., Germans) for members of high-prototypical ingroups (e.g., Germans without migration background) reduced undesired outcomes of perceived superordinate-group diversity as threat and negative outgroup attitudes (e.g., German immigrants).

Franziska Ehrke, University of Koblenz-Landau
Melanie Steffens, University of Koblenz-Landau
09:40 - OMHP F0.02
Talking about “them” or “us”? Asymmetric framing of minority-majority group differences and its consequences
Two studies show that people spontaneously frame differences between ethnic and racial minority and majority groups by marking minority groups as different, and that such habits of framing have important implications for intergroup relations.

Susanne Bruckmüller, University of Koblenz-Landau
Peter Hegarty, University of Surrey - Mara Kacmaz, University of Erlangen-Nuremberg

10:00 - OMHP F0.02
Replications of important results in social psychology
The "replication crisis" in social psychology has gained a lot of attention - yet the
discussion of potential benefits and pitfalls of conducting direct replications has been
largely theoretical. In this symposium, four researchers discuss their experiences with
direct replications.

Daniël Lakens, Eindhoven University of Technology
Sanne Nauts, Behavioural Science Institute, Radboud University Nijmegen

S71:01 Superstition may not improve performance: Damisch et al. (2010) does not replicate
We conducted two precise replications of the finding that superstition can improve golf performance (Damisch, Stoberock, and Mussweiler, 2010). We could not replicate this finding, despite strong impact, high power (n > 54/group), and the control of several potential moderators.

Robert Calin-Jageman, Dominican University
Tracy Caldwell, Dominican University

S71:02 What does it take to activate stereotypes? Simple primes don't seem enough
It is a well established idea that stereotypes are activated automatically if appropriate cues are processed. Contrary to Banaji & Hardin (1996), we found no indication of these effects as soon as response priming as mediating mechanism was ruled out.

Florian Müller, Friedrich-Schiller-Universität, Jena
Klaus Rothermund, Friedrich-Schiller-Universität, Jena

S71:03 Replication of experiments evaluating impact of psychological distance on moral judgment
There are inconsistent results on whether people judge moral transgressions more harshly from larger psychological distance. In four high-powered replications, we found no effect of temporal distance, the effect of social distance and the reversed effect of construal level.

Iris Žeželj, University of Belgrade
Biljana Jokić, University of Belgrade

S71:04 Forming impressions of personality: A replication of Asch's (1946) evidence for primacy-of-warmth in impression formation
Asch's (1964) research on "Forming Impressions of Personality" has widely been cited as evidence for a primacy-of-warmth-effect. In the present replication attempt, we found no evidence for this effect: competence was at least as important in shaping impressions as warmth.

Sanne Nauts, Behavioural Science Institute, Radboud University Nijmegen
Oliver Langner, Friedrich-Schiller-Universität, Jena - Inge Huismans, Behavioural Science Institute, Radboud University Nijmegen - Roos Vonk, Behavioural Science Institute, Radboud University Nijmegen - Daniël Wigboldus, Behavioural Science Institute, Radboud University Nijmegen

11:05 - 12:45

Friday July 11

S71

S71:01

S71:02

S71:03

S71:04
Strategies for promoting positive cross-group interactions

Cross-group interactions are anxiety-provoking for both minority- and majority-group members. This symposium showcases research examining a variety of strategies that alleviate this problem, serving to facilitate positive cross-group encounters. We underscore the need to understand cross-group interactions from complementary viewpoints.

Anna Newheiser, University of Washington
Manuela Barreto, University of Exeter

Incidental exposure to images of positive interracial interactions promotes affiliative intergroup behavior among children

Children aged 3-4 years (Study 1) or 7-11 years (Study 2) were incidentally exposed to images of positive interracial or same-race interactions. Exposure to interracial interactions led children to behave in a more affiliative manner toward an outgroup experimenter.

Anna Newheiser, University of Washington
Ariane E. Eason, University of Washington - Kristina R. Olson, University of Washington

Promoting acceptance: self-regulatory strategies and concealable stigmatized identities in cross-group interactions

Two studies examined self-regulatory strategies among individuals who concealed a stigmatized identity during a cross-group interaction. Promotion (vs. prevention) focus resulted in more favorable outcomes, assessed by measures of cognitive depletion as well as non-stigmatized partners’ and independent raters’ perceptions.

Manuela Barreto, University of Exeter
Anna Newheiser, University of Washington

Not so easy to imagine: Ease and consequences of imagining interaction with differently stigmatized targets

Imagined interaction with socially, bodily, and facially stigmatized targets was compared: Generally, interactions with facially and socially stigmatized targets were harder to imagine, less positive, and more distracting than an interaction with a bodily stigmatized target.

Dale Weston, University of Exeter
Thomas A. Morton, University of Exeter - Manuela Barreto, University of Exeter

The power of confronting discrimination: How allies can strategically intervene

Two studies examined reactions to hostile vs. calm confrontations of prejudice by targets vs. allies. Hostile (vs. calm) confrontations elicited short-term negative reactions, but increased in perceived effectiveness over time. Ally (vs. target) confrontations increased observer confrontation intentions over time.

Leslie Ashburn-Nardo, Indiana University - Purdue University Indianapolis
Michelle R. Hebl, Rice University - Larry Martinez, Pennsylvania State University - Aaron Moss, Tulane University
Scientific Programme
Friday July 11
11:05 - 12:45

S73 Gender and the self in educational systems
The aim of this symposium is to present the different effects of gender roles and the self in educational systems. Thereby, we focus on possible barriers and facilitators women face on their way into male-dominated fields, such as leadership.
Lisa Horvath, University of Bern

S73:01 Self-regulation strategies as facilitators of the self-work facilitation of women
The effect of self-regulation strategies on the self-work facilitation of female and male employees of a university of technology was studied. Self-regulation strategies were positively related to self-work facilitation particularly for women. Self-work facilitation was positively related to performance.
Livine Dubbelt, Eindhoven University of Technology
Evangelia Demerouti, Eindhoven University of Technology - Sonja Rispens, Eindhoven University of Technology
11:05 - Doelenzaal

S73:02 In the eye of the beholder – good role models for women in male-dominated fields
We present an integrated view on the psychological role model literature and evidence that targets need to be seen as both desirable and attainable in order to become effective role models for women in male-dominated fields.
Thelma Morgenroth, University of Exeter
Kim Peters, University of Queensland - Michelle Ryan, University of Exeter
11:25 - Doelenzaal

S73:03 The impact of gender on leadership aspirations in schools
Results illustrate that women and men do not always share the same incentives and disincentives when applying for a leadership position at a school. These differences must be taken into account when attempting to make principalship more attractive for women.
Anna Kanape-Willingshofer, University of Linz
Sabine Bergner, University of Graz - Gwen Elprana, Helmut Schmidt University Hamburg
11:45 - Doelenzaal

S73:04 The underrepresentation of female professors in executive boards of universities: Selection bias or self-selection?
Due to the lack of prior research efforts on the underrepresentation of women on executive boards in universities, the aim of the study is the development of a scale to assess the objective and subjective person-job fit of professors.
Levke Henningsen, University of Zurich
Klaus Jonas, University of Zurich
12:05 - Doelenzaal

S73:05 Do young people expect gender equality in their lives? Evidence from a possible selves experiment
We analyzed reasons for the maintenance of the division of labor by implementing a possible selves method with 455 undergraduate students. Although a mild form of the traditional division of labor emerged, employment conditions had similar implications regardless of sex.
Leire Gartzia, Deusto Business School, University of Deusto
Alice H. Eagly, Northwestern University
12:25 - Doelenzaal
The influence of economics on psychology and behaviour: Evidence from survey-, archival-, and experiment-based studies

Economic conditions matter for human psychology. Using surveys, archives, and experiments, we examine the impact of economic conditions for values, prejudice, happiness, consumption, and mate selection. Across these diverse topics, economics emerge as a robust factor shaping psychology.

Steve Loughnan, The University of Melbourne

The paradox of wealth: Wealthy nations are less prejudiced, but social minorities feel more discriminated

We present empirical evidence with cross-national data showing that national wealth is related to lower levels of prejudice, yet the gap in experienced discrimination between social minority and majority group members widens with increased wealth.

Christin-Melanie Vauclair, Instituto Universitário de Lisboa (ISCTE-IUL), Cis-IUL, Lisboa, Portugal

Steve Loughnan, University of Melbourne - Boyka Bratanova, University of Melbourne - Ronald Fischer, Victoria University of Wellington - Nick Haslam, University of Melbourne

11:05 - Universiteitstheater

Well-being and income inequality

Between 1972 and 2008, Americans were happier in the years with less income inequality than in the years with more income inequality. This relationship is explained by perceptions of other people's unfairness and a lack of trust in them.

Selin Kesebir, London Business School

Shigehiro Oishi, University of Virginia, Department of Psychology

11:25 - Universiteitstheater

Poverty, inequality, and increased consumption of high calorie food: Experimental evidence for a causal link

Obesity has been often linked to poverty and inequality. Using experimental approach, the present research showed that these factors influence people's preference for and increased consumption of high calorie food – a leading cause of obesity – through psychological pathways.

Boyka Bratanova, University of Melbourne

Steve Loughnan, University of Melbourne - Olivier Klein, Université Libre de Bruxelles - Nick Haslam, University of Melbourne - Robert Wood, University of Melbourne

11:45 - Universiteitstheater

The impact of recessionary cues on women's consumer behavior: Mating, spending, and the lipstick effect

We use an evolutionary perspective to show that – although recession cues decrease consumer desire for most products – they increased women's desire for beauty products. We present evidence that this effect reflects a strategic shift in women's mating psychology.

Sarah Hill, Texas Christian University

Christopher Rodeheffer, Texas Christian University - Vladas Griskevicius, University of Minnesota - Kristina Durante, University of Texas, San Antonio - Andrew Edward White, Arizona State University

12:05 - Universiteitstheater
S75  Evaluative learning: Intersecting contingencies as a new way to change implicit and explicit evaluations
Known types of evaluative learning involve regularities in the presence of one stimulus (e.g., mere exposure), two stimuli (e.g., evaluative conditioning) or behavior and consequences (e.g., approach/avoidance learning). We introduce intersecting regularities as a fourth route to changes in liking.

Jan De Houwer, Ghent University
Sean Hughes, National University of Ireland Maynooth

S75:01  Intersecting regularities as a new route to changing liking
I introduce the general hypothesis that the valence of a stimulus in a first regularity can transfer to other stimuli that are part of a second regularity that intersects with the first.

Jan De Houwer, Ghent University
11:05 - OMHP D0.09

S75:02  Effects of the self-referencing task on evaluative change and accessibility
Two studies show that the self-referencing task, based on a principle of intersecting regularities, produces transfer of both evaluative (implicit and explicit attitudes) and non-evaluative (accessibility) properties to fictitious social groups that have been connected to the self.

Marco Perugini, University of Milano-Bicocca
Juliette Richetin, University of Milano-Bicocca
11:25 - OMHP D0.09

S75:03  Expanding the boundaries of evaluative learning research: How intersecting regularities shape our likes and dislikes
Across several studies, we found that when regularities in the environment (more specifically operant contingencies) intersect with one another in a particular way, this leads to a transfer of liking between stimuli of intersecting regularities.

Sean Hughes, National University of Ireland Maynooth
Jan De Houwer, Ghent University - Marco Perugini, Universita di Milano-Bicocca
11:45 - OMHP D0.09

S75:04  Attitude formation through an effective approach/avoidance procedure: a case of intersecting regularities?
A new procedure is presented, which has proven very successful for the formation of new attitudes and is based on approach/avoidance. Among the possible explanations of its enhanced efficacy as compared to typical approach-avoidance tasks, intersecting regularities will be considered.

Cristina Zogmaister, University of Milano-Bicocca
Marco Perugini, University of Milano-Bicocca
12:05 - OMHP D0.09

S75:05  Discussant
Bertram Gawronski, University of Texas at Austin
12:25 - OMHP D0.09
S76:01 How do people monitor their progress on personal goals?
We found that participants were more likely to engage in passive rather than active monitoring for their personal goals. Intrinsic motivation, goal importance, the quantifiability of a goal and whether it had a deadline also predicted the nature of monitoring.
Betty Chang, University of Sheffield
Thomas L. Webb, University of Sheffield - Yael Benn, University of Sheffield - Chris Stride, University of Sheffield
11:05 - OMHP D1.09

S76:02 Experts and those in deep relationships give, seek, and respond more to negative feedback
In several studies, we demonstrate a shift toward negative feedback among experts and those in deep relationships because experts and those in deep relationships are secure in their goal commitment and thus can shift their focus toward monitoring goal progress.
Stacey Finkelstein, Baruch College, Zicklin School of Business
Ayelet Fishbach, University of Chicago
11:25 - OMHP D1.09

S76:03 Goal progress monitoring: What can we learn from research on feedback-seeking behaviour?
The current study aims to inform research on goal progress monitoring by taking a closer look at the main findings from research on feedback-seeking behaviour in organizations. We provide meta-analytic estimates of the antecedents and consequences of feedback-seeking behavior.
Frederik Anseel, Ghent University
Adam Beatty, University of Minnesota - Winny Shen, University of Minnesota - Filip Lievens, Ghent University - Paul R. Sackett, University of Minnesota
11:45 - OMHP D1.09

S76:04 Does prompting monitoring of goal progress facilitate self-regulation? A Meta-analysis of the experimental evidence
A systematic review of interventions designed to promote progress monitoring revealed that changes in the frequency of progress monitoring are associated with increased likelihood of goal achievement relative to control conditions. Moderators and implications are discussed.
Benjamin Harkin, University of Sheffield
Thomas L. Webb, University of Sheffield - Betty Chang, University of Sheffield - Paschal Sheeran, University of North Carolina - Andrew Prestwich, University of Leeds - Mark Conner, University of Leeds - Ian Kellar, University of Leeds - Yael Benn, University of Sheffield
12:05 - OMHP D1.09
Measuring progress monitoring: Issues and solutions
This paper will present three studies that used different measures to examine the nature of progress monitoring: self-report, eye-tracking and a modified home energy monitor. Advantages and shortcomings of these methods will be discussed.
Yael Benn, University of Sheffield
Thomas L. Webb, University of Sheffield - Betty Chang, University of Sheffield
12:25 - OMHP D1.09

New communication technologies, social identity and group processes
The symposium explores the role of new technologies in relation to social identities, focusing on the use of technology in negotiating and establishing new norms, manipulating social identity content, capturing the salience of online social identities, and mobilising collective action.
Ana-Maria Bliuc, Monash University
Craig McGarty, Murdoch University, Australia

Becoming the change: Integrating norms and identities through social interaction
We propose a social psychological mechanism for the origin of new social movements. We demonstrate that social change follows the emergence of shared injunctive social norms that define new collective identities.
Laura Smith, University of Bath
Emma Thomas, Murdoch University - Craig McGarty, Murdoch University - Jeff Gavin, University of Bath
11:05 - OMHP D0.08

Patriots or traitors? Communicating identity alignment to a national social category through online content
The paper discusses findings from the analysis of online rhetoric about national identity in two historical cases. Our analysis shows that groups in conflict manipulate the meaning of national identity as a strategy to increase collective support for their cause.
Ana-Maria Bliuc, Monash University
Craig McGarty, Murdoch University - RoseAnne Misajon, Monash University
11:25 - OMHP D0.08

Mums and feminists: Tracking shifts in identity salience in online environments
2436 users who posted in ‘Parenting’ and ‘Feminism’ forums on Mumsnet site are tracked. Natural language processing tools show that the posts can be distinguished on key language use dimensions. We propose an indirect measure of dynamic online identity salience.
Mark Levine, University of Exeter
Miriam Koschate, University of Exeter
11:45 - OMHP D0.08
Scientific Programme

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S77:04 Beyond slacktivism: Kony2012 and the formation of identities for action
The Kony2012 phenomenon is often seen as expression of slacktivism. In three field studies we show that the campaign could produce observable socio-political action that can be understood as expressions of emergent opinion-based identities in line with the EMSICA model.

Craig McGarty, Murdoch University
Emma Thomas, Murdoch University
12:05 - OMHP D0.08

S77:05 Discussant
Karen Douglas, University of Kent
12:25 - OMHP D0.08

S78 Theories of collective action applied in current protests around the world
The symposium examines the extent to which various theories on collective action hold true in current protests around the world, including Egypt, Turkey, Greece and Russia. Results of the studies mainly highlight the importance of identity and efficacy.

Arin Ayanian, University of St. Andrews
Nicole Tausch, University of St. Andrews

S78:01 The psychological factors underlying engagement in protests within the Egyptian context
We conducted semi structured interviews and an online survey to examine the motivating factors of collective action participation within the Egyptian context. Results highlighted the significance of politicized identity and group efficacy.

Arin Ayanian, University of St. Andrews
Nicole Tausch, University of St. Andrews
11:05 - OMHP F0.01

S78:02 Studying collective self-objectification: Identity-congruence and subjective power in the Greek anti-austerity movement
We present two studies concerning collective action: a questionnaire survey of the Mayday 2012 demonstration in Greece and an experiment. Results suggest that collective action is empowering when it is identity-congruent and disempowering when it is identity-incongruent.

Atalanti Evripidou, University of Sussex
John Drury, University of Sussex
11:25 - OMHP F0.01

S78:03 Negotiating oppositional identity in Russia: Discursive psychological approach
My paper explores identity practices of people involved in oppositional movements in Russia. I argue that by discursively negotiating various category membership and orienting to the dilemmas of trust, participants achieve being 'oppositional' not in political, but in moral sense.

Yulia Lukyanova, University of Edinburgh
Sue Widdicombe, University of Edinburgh - Luke March, University of Edinburgh
11:45 - OMHP F0.01
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S78:04 Politicization of identity as a result of collective action in the Gezi Park protests
The current study focuses on politicization of identity as a consequence of protest. Changing concepts of identity were examined through content analysis of interviews with participants to understand the way they formed a politicized identity in the post-Gezi period.
Yasemin Acar, Claremont Graduate University
Michael A. Hogg, Claremont Graduate University
12:05 - OMHP F0.01

S78:05 Discussant
Catalin Mamali, Loras College
12:25 - OMHP F0.01

S79 The influence of self resources on generosity
Conventional wisdom implies that resource availability should facilitate generosity. This symposium scrutinizes this assertion. With four talks, unique routes linking resources to generosity are explored illustrating the myriad factors that affect generosity and, importantly, delineating boundary conditions for this contingency.
Liat Levontin, School of psychology, Interdisciplinary center (IDC)
Liad Uziel, Bar-Ilan University

S79:01 Emptying pockets reduces donation: An embodiment perspective of resource deprivation
This research shows that the performing simple act of emptying (vs. filling) a bag, a glass vase, coat pockets, in the absence of any real loss of resource is sufficient to prompt resource expenditure behaviors (e.g., donating to charities).
Liat Levontin, School of psychology, Interdisciplinary center (IDC)
Danit Ein-Gar, Tel-Aviv University
11:05 - OMHP C0.17

S79:02 Apology and forgiveness: Promotion focus as a personal resource in interpersonal conflicts at work
Two studies show that promotion focus (Higgins, 1997), as a personal resource, affects the use of apology and forgiveness in interpersonal conflicts at work. These studies have practical implications for the conditions under which interpersonal conflicts could be effectively resolved.
Dina Van Dijk, Ben-Gurion University of the Negev
11:25 - OMHP C0.17

S79:03 The selfish side of self-control
Self-control often promotes pro-social behavior. In interdependent environments, pro-social tendencies are normative and generally rational. Two experiments show that when normative pressure is weak, self-control advances selfish behavior if it is economically-rational. Self-control, thus, maximizes situational adaptation, not pro-sociality.
Liad Uziel, Bar-Ilan University
11:45 - OMHP C0.17
Those used to power: Effects of state-trait power incongruence and self-control on pro-social behavior
Research explores effects of state-trait power incongruence and self-control on pro-sociality. Power could enable pro-sociality to manifest. This may be nullified by power-incongruence. Self-control may enable behavioral flexibility under power-incongruence. Research associated self-control under power incongruence with selfishness and depletion.
Tomer Schmidt-Barad, Bar-Ilan University
Liad Uziel, Bar-Ilan University
12:05 - OMHP C0.17

Black and White Sheeps with groups

Displaced Revenge: Can revenge be “sweet” if it aims at a different target?
Results of five studies using different methods show that displaced revenge (i.e., revenge targeted at a different person than the original transgressor) can be satisfying for the avenger, particularly when the message behind revenge is effectively delivered and understood.
Arne Sjöström, Philipps-University Marburg
Mario Gollwitzer, Philipps-University Marburg
11:05 - OMHP C2.17

“Good fellas?!”: Transgression credit vs Black sheep effect
Based on subjective group dynamics theory and transgression credit model, we conducted two experiments that show that a deviant high status ingroup member is accepted or derogated depending on participants’ strategy to restore their positive social identity.
Isabel Pinto, University of Porto
Catarina Carvalho, University of Porto - Tiago Azevedo, University of Porto - José M. Marques, University of Porto
11:25 - OMHP C2.17

The white sheep effect: Negative effects of individual’s hypermoral behaviour on group perception
Three studies investigated the boomerang effect of individual’s hypermoral (vs. moral) behaviour on the group perception. The research revealed that hypermoral acts of a single individual are likely to have more detrimental effects on group perception than moral acts.
Simona Sacchi, University of Milano-Bicocca
Andrea Manfrinati, University of Milano-Bicocca - Marco Brambilla, University of Milano-Bicocca - Francesco Paolo Colucci, University of Milano-Bicocca
11:45 - OMHP C2.17

Free riding, altruistic punishment, and emotions in an energy sharing context
We explore free riding and altruistic punishment theories in an energy sharing situation. Two studies confirm some people tend to free ride and others tend to punish them in this context. Both behaviours are motivated by emotions (anger and guilt).
Caroline Leygue, University of Nottingham
Anya Skatova, University of Nottingham - Alexa Spence, University of Nottingham - Eamonn Ferguson, University of Nottingham
12:05 - OMHP C2.17
Taking interpersonal accuracy into new territories: An examination of novel psychological mediators, moderators and domains

The symposium bridges together a diverse set of theories, methodologies, and worldwide researchers and offers novel insights and findings in the study of interpersonal perception.

**Shira Mor, Rotterdam School of Management, Erasmus University**

**Richard Ronay, VU University**

**S80:01** Pushing in the dark: Causes and consequences of limited self-awareness for interpersonal assertiveness

Do people know when they are seen as pressing too hard, yielding too readily, or having the right touch? And does awareness matter? We examined these questions in four studies.

**Wazlawek Abbie, Columbia University**

**Daniel Ames, Columbia University**

11:05 - OMHP A0.08

**S80:02** Accuracy of morality judgements

We test whether people are correct in assuming that (im)morality is a personality trait which is stable across time and domains.

**Joachim Vosgerau, Tilburg University**

**Sarah Kühn, Slippery Rock University**

11:25 - OMHP A0.08

**S80:03** Introducing intercultural social perception and the moderating role of cultural metacognition

We examine the association between a novel individual difference measure and intercultural social perception.

**Mor Mor, Rotterdam School of Management, Erasmus University**

**Daniel Ames, Columbia University - Martin Schweinsberg, INSEAD**

11:45 - OMHP A0.08

**S80:04** Sensitivity to reversal of fortune predicts social success

Across four studies we find that the ability to detected changing contingencies (i.e. reversal learning) reflects a component of social intelligence that can be used to pursue a variety of social goals, from romantic relationships to competitive negotiations.

**Richard Ronay, VU University**

**William von Hippel, University of Queensland**

12:05 - OMHP A0.08
T40: Normative context and social groups

T40:01 A social psychological analysis of anomie
We present an examination of the anomie concept from social psychological perspective both theoretically and empirically. We focus on a theoretical account of how anomie arises and the psychological outcomes of anomie. We also construct a scale to measure anomie.
Ali Teymoori, University of Queensland
Brock Bastian, University of Queensland - Jolanda Jetten, University of Queensland
11:05 - OMHP F0.02

T40:02 Parrhesia of historical texts on past in-group crimes: a risk or a resource for reconciliation?
70 Italian university students read a parrhesiastic vs. an evasive text on Italian war crimes against Ethiopia (1935-36). After a week, participants recalled the text and were invited to a pro-social activity. Relations between immediate and delayed reactions are discussed.
Giovanna Leone, Sapienza University of Rome
Mauro Sarrica, Sapienza University of Rome
11:25 - OMHP F0.02

T40:03 Retaining or losing entitlement to honor-group membership: An empirical investigation beyond cultural boundaries
Three vignette-based-experimental studies examined honor in terms of entitlement to recognition-respect. Findings converged on significant main-effect of a violation of honor-code on perceived appropriateness of the act of the perpetrator, attributed disrespect, shaming, and loss of entitlement to honor-group membership.
Gulnaz Anjum, International Max Planck Research School
Thomas Kessler, Friedrich-Schiller-University, Jena - Mudassar Aziz, Hanyang University, Seoul - Zahid Usman, Quaid-i-Azam University, Islamabad
11:45 - OMHP F0.02

T40:04 Silence in official representations of Turkish history: Implications for support of minority rights
We examined silence about minority experience in official representations of Turkish history and implications for identity relevant action. Results revealed that official representations silence minority-related history, and knowledge of silenced history and less national identification predict support for minority rights.
Tugce Kurtis, University of West Georgia
Nur Soylu, University of Kansas - Glenn Adams, University of Kansas
12:05 - OMHP F0.02

T40:05 Where are we at? Demonstrating and measuring the importance of Zeitgeist for individuals and societies
Notwithstanding high personal well-being, various countries suffer from collective gloominess about society: a Zeitgeist of decline. To help understand this paradoxical discrepancy, we propose, and find support for, an operationalization of Zeitgeist as a general factor Z.
Anne Marthe van der Bles, University of Groningen
Tom Postmes, University of Groningen - Rob Meijer, University of Groningen
12:25 - OMHP F0.02
Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

P05:01

Suggestion as a magical action
The study compared between two types of suggestion: one was explicitly based on superstitions and the other was not. Both types proved to be equally effective and displayed structural identity. The results suggest historical continuity between magical and ordinary suggestion.

*Eugene Subbotsky, Lancaster University*

P05:02

Belief in magic, paranormal, supernatural, and superstitions: The interplay of mentalizing abilities and mentalizing biases?
We hypothesized that paranormal believers have higher emotional and social abilities, and that they confuse mental and non-mental phenomena more often than non-believers do. The results will show the way mentalizing abilities and mentalizing biases interact in paranormal beliefs.

*Marjana Lindeman, University of Helsinki*

P05:03

Justifying police use of force: the roles of procedural justice, legitimacy and identity
This paper explores the roles of procedural justice, legitimacy and identity in shaping attitudes towards police use of force. Results show that higher levels of legitimacy are related to the support for both lawful and unlawful police use of force.

*Monica Gerber, London School of Economics and Political Science*

P05:04

Discrimination between the Rich and the Poor under contrasting ideological justifications of wealth stratification
Money allocations made by rich/poor group members were conducted in three ideological conditions of wealth stratification. The rich and poor discriminated depending on whether the stratification was based on group fate, group merit or individual merit.

*Richard Bourhis, Université du Québec à Montréal*

P05:05

When “haves” give to “have nots”: The affective consequences of generosity across the status divide
The affective rewards that normally accompany giving and receiving money might be diminished when the monetary gifts signal socioeconomic differences. In four experiments, we assessed the affective consequences experienced by both parties when higher-SES givers are generous toward lower-SES receivers.

*Gillian Sandstrom, University of Cambridge*

P05:06

Inequality in the school tracking system: The effect of students’ socioeconomic status
Participants were assigned the role of a teacher and decided which school track was most suitable for a target student. Our results revealed that participants reproduced social class disparities, as students’ socioeconomic background was an influential factor in the decision.

*Anatolia Batruch, Université de Lausanne*

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**Symposium**    **Thematic Session**    **Poster**
The influence of perpetrator sex, victim sex and stalking myth acceptance on perceptions of stalking
This study investigates the influence of perpetrator sex, victim sex and stalking myth acceptance on perceptions of stalking. Formal responses were believed to be more necessary when the victim was a woman and/or participants had low stalking myth acceptance.

Adrian Scott, Edith Cowan University
Laura Hemming, University of Bath - Nikki Rajakaruna, Edith Cowan University - Jeff Gavin, University of Bath - Lorraine Sheridan, Curtin University

Effects of common ingroup identity on perception and justification of age discrimination in the workplace
Previous research on common ingroup identity suggested that it may increase the justification of intergroup inequalities among members of disadvantaged groups. Two studies verified whether among older employees common organisational identity would be related to the justification of age discrimination.

Katarzyna Jasko, Jagiellonian University

Collective punishment of democratic groups: The effect of wrongdoing focalization and critical stance towards democracy
The leniency towards offending democratic (vs. nondemocratic) groups is reduced when observers are focused on the negative aspects of the wrongdoing rather than on the group's organization, and even reversed among people highly critical of democratic organizations.

Andrea Pereira, VU University Amsterdam
Juan Manuel Falomir Pichastor, University of Geneva - Alain Quiamzade, University of Geneva - Jacques Berent, University of Geneva

Title: Belief in a Just What? Demystifying Just World Beliefs by Distinguishing Sources of Justice
People have the need to see the world as just. Yet, who/what do people see as ultimately determining justice (e.g., God, self)? We present research on these sources of justice including scale validation, behavioral consequences and conceptual implications.

Katherine Stroebe, University of Groningen
Tom Postmes, University of Groningen - Alwin Stegeman, University of Groningen - Melissa-Sue John, Worcester Polytechnic Institute - Susanne Täuber, University of Groningen

Support for collective punishment: the impact of prevention motives and collective apologies
In this experiment we demonstrate that, following an offense, one's motivation to prevent future offenses might blindly lead to the punishment of the offender's group, unless the group collectively apologizes.

Jacques Berent, University of Geneva
Andrea Pereira, VU University Amsterdam - Juan-Manuel Falomir Pichastor, University of Geneva

Punishing perpetrators and form of media: impact on emotions and judicial judgment.
The relation between feedback of justice and the form of a video is investigated. We compared the effects of a film screened in different experimental conditions. We consider that the form of media can arouse emotions and desire for punishment.

Hoai Huong Ngo, Université Paris Ouest
Patrick Gosling, University Of Nanterre
P05:13 Lexically gender-marked role nouns in Norwegian: Effect of prevalent and presented form on readers’ recall
Being interested in people’s use of lexically gender-marked forms in Norwegian, we studied how (a) habitual use and (b) priming affect people’s word form choice in a recollection task. In a study (N = 40) we found both main effects.

Elisabeth Kuhn, Norwegian University of Science and Technology
Sara Koeser, University of Hagen - Ane Torsdottir, Norwegian University of Science and Technology - Ute Gabriel, Norwegian University of Science and Technology

P05:14 To whom do I say hat? Communicating complex and stereotypic information depending on relational closeness
A study examining the imagined closeness and time spent together of a communicating dyad depending on the complexity and stereotypicality of a sentence spoken by them found that stereotypicality influenced impressions of both dependent measures.

Elizabeth C. Collins, Centro de Investigação e de Intervenção Social (CIS-IUL), Instituto Universitário de Lisboa (ISCTE-IUL)
Diniz Lopes, Centro de Investigação e de Intervenção Social (CIS-IUL), Instituto Universitário de Lisboa (ISCTE-IUL)

P05:15 Faces mimic only the language of ingroup leaders
The present study addressed the role of language and social cognition on embodied effects such as automatic facial mimicry. We investigated automatic facial activation elicited by verbs referring to positive and negative emotion expressions attributed to ingroup and outgroup politicians.

Edita Fino, University of Bologna
Michela Menegatti, Universitè of Bologna - Monica Rubini, University of Bologna

P05:16 Typology of everyday lies. A target x motivation approach to lying
A daily diary study (N=81) based on recordings of social interactions and lies confirmed that a bidimensional typology of lies based on motivation (protection vs. benefit) and the target of a lie (self, others, self and others) is justified.

Katarzyna Cantarero, University of Social Sciences and Humanities
Karolina Dukala, Jagiellonian University - Piotr Szarota, Institute of Psychology, Polish Academy of Sciences

P05:17 Automated analysis of the abstractness of texts based on the Linguistic Category Model
An automated analytical tool of the Linguistic Category Model has been developed taking into consideration the syntactical structure. The algorithm lists the verbs and adjectives found in the text(s) with their LCM categories, and also links them to their subjects.

Pál Kővágó, University of Pécs
Tibor Pólya, Institute of Cognitive Neuroscience and Psychology - Levente Szász, University of Pécs

P05:18 Abstract or concrete language for effective self-regulation?: Presence/Absence of tempting peripheral goals
Three studies show that concrete language use facilitates central goal pursuit when no tempting peripheral goals exist by creating implementation intentions. Abstract language though, facilitates goals central goal pursuit when tempting and salient peripheral goals exist.

Lorena Gil de Montes, University of the Basque Country
Jose Valencia, University of the Basque Country - Arrate Aguirrezabal, University of the Basque Country - Maider Larrañaga, University of the Basque Country - Garbiñe Ortiz, University of the Basque Country
Personal pronouns in evaluative semantic contexts
The evaluative contexts around pronouns were studied in natural written language (media news) and in an evaluative sentence generating task (experimental design). Results showed that personal pronouns occur in semantic context reflecting self- and group serving biases.
Marie Gustafsson Sendén, Stockholm University
Sverker Sikström, University of Lund - Torun Lindholm, University of Stockholm

The role of framing in health risk communication and its effects on perceptions and emotions
The sociocognitive effects of framing on risk perceptions and emotions in situations of health crisis are analyzed. Results show that framing produced significant effects in perceptions and emotions. Finally, the role of the mass media in health crisis is discussed.
Jose F. Valencia, University of the Basque Country
Lorena Gil de Montes, University of the Basque Country - Nahia Idoyaga, University of the Basque Country

Are stereotype-inconsistent exemplars subtyped spontaneously?
Using a “Who Said What”-paradigm and multinomial modelling, we investigated the cross categorization outcome of ethnicity (represented with an accent) and religion (represented with a visual cue).
Tamara Rakic, Lancaster University
Melanie C. Steffens, University of Koblenz-Landau - Atena Sazegar, Friedrich Schiller University Jena

When the use of subtle linguistic bias enhance the explicit expression of intergroup bias
Our study examined the consequences of subtle linguistic bias into the perpetuation of intergroup bias. Results showed that social approval, compared to social disapproval, of subtle linguistic bias enhance explicit expression of ingroup favoritism and outgroup derogation.
Yvette Assilaméhou, Université Rennes 2
Benoît Testé, Université Rennes 2

A social-cognitive view on the perception of non-native accents
Non-native accents serve as a primary category, but little is known about the associations and mechanisms they trigger. In a set of (IAT) experiments, we demonstrate the role of negative affect, mistrust, and incompetence in the perception of accented speakers.
Janin Roessel, University of Mannheim
Christiane Schoel, University of Mannheim - Dagmar Stahlberg, University of Mannheim

Predicting conspiracy beliefs: The role of individual traits and social psychological variables
The set of four studies show that RWA, SDO, BDW, paranoia, and prejudices are important predictors of conspiracy thinking about events and about groups. The Big Five personality factors do not have satisfactory predictive ability in relation to conspiracy thinking.
Monika Grzesiak-Feldman, University of Warsaw
Belief in ordered and friendly world and planning own future
One of the fundamental presumptions is that the world has an unchangeable order and is positive toward humans. The strength of this presumption is affected by social experiences and influence life-tasks and plans and readiness to delay of gratification.

Jerzy Trzebiński, University of Social Sciences and Humanities

Most experiments in psychology cannot guarantee causal relationship: A perspective of sample size.
We developed a statistical method to estimate the relationship between sample sizes and the probability of successful random assignment in experiments, and investigated experiments of leading psychology journals. The results indicated that most casual inferences in psychology may be invalid.

Chih-Long Yen, Ming Chuan University
Chung-Ping Cheng, National Cheng Kung University

Retributive versus utilitarian motivations to punish an immoral character
This study examined the effect of immoral character of a criminal defendant on punitive judgments. Japanese participants recommended harsher punishment on the immoral defendant and this effect was mainly mediated by retributive justice motives rather than utilitarian judgments.

Minoru Karasawa, Nagoya University
Nobuhiko Goto, Nagoya University

Setting the bar high in ethical consumption: How thresholds affect perception of behaviour
Three experimental studies illustrate how people perceive differences between what they should and actually do when it comes to making purchasing decisions. The use of anchoring (via thresholds) illuminates a range of processes in how such differences arise.

Colin Foad, Cardiff University
Professor Greg Maio, Cardiff University

Development of pro-social behavior in adolescence
This presentation will focus on the social-cognitive processes related to pro-social value orientation in adolescence. We will discuss the results of two studies on the roles of mind-reading, empathy, trust, and trustworthiness in pro-social behavior.

Mariëtte Huizinga, VU University, Amsterdam
Jeffrey Derks, Dept. of Educational Neuroscience and LEARN! Research Institute, VU University, Amsterdam - Lydia Krabbendam, Dept. of Educational Neuroscience and LEARN! Research Institute, VU University, Amsterdam

Adolescent immoral behaviors as a function of moral disengagement and violent gameplay
Based on Bandura’s moral disengagement theory, effects of playing violent video games on adolescent immoral behaviors were experimentally studied. Results showed that violent video games decreased self-control and increased cheating and aggression, especially for adolescents (Mage=15.7) high in moral disengagement.

Alessandro Gabbiadini, University of Valle d’Aosta
Paolo Riva, University of Milano Bicocca - Luca Andrighetto, University of Genova - Chiara Volpato, University of Milano Bicocca - Brad J. Bushman, University of Ohio
P05:31 Social rejection, moral judgment, and antisocial media use
In applying a new tool to measure moral judgment and media preferences in adolescents, results show how social rejection instigates moral permissibility of antisocial and risk behaviors as portrayed in media, which underlies preferences for antisocial media content.
Xanthe Plaisier, VU University Amsterdam
Elly A. Konijn, VU University Amsterdam

P05:32 Cortisol and testosterone changes during value conflicts versus resource conflicts
We examine differential responses in levels of salivary cortisol and testosterone to a moral value conflict compared to a resource conflict. We found that a value conflict increases cortisol level whereas a resource conflict increases testosterone level.
Marina Kouzakova, Leiden University
Naomi Ellemers, Leiden University - Fieke Harinck, Leiden University - Daan Scheepers, Leiden University

P05:33 The influence of salient categories on moral judgement
We demonstrate that making religion salient changes the moral judgements of atheists and Christians: differences in moral judgments between these groups in moral judgement were bigger than when religion was not made salient.
Paul Hanel, Cardiff University
Uwe Wolfradt, Martin-Luther University Halle-Wittenberg - Gregory R. Maio, Cardiff University - Antony S. R. Manstead, Cardiff University

P05:34 The moral character of soldiers
The present study investigated the perceived moral character of soldiers. Soldiers are seen as more brave and more just than civilians, which has implications for how they are judged when they kill or are killed.
Hanne Watkins, The University of Melbourne
Dr Simon Laham, University of Melbourne

P05:35 We are tribal creatures: Evidence for the existence of in-group morality
Professional soldiers rated a diversion action as moral when it served interests of their own army but as immoral when it served interests of enemy. Consistently with the in-group morality theory, this effect was moderated by the level of patriotism.
Konrad Bocian, University of Social Sciences and Humanities, Sopot
Bogdan Wojciszke, University of Social Sciences and Humanities, Sopot

P05:36 Warm-hearted or cold, smart or incompetent? The relational evaluation of decisions in economic games
Relational models and moral motives have an effect on people’s decisions in interpersonal economic situations, but as well on their judgements of other’s decisions: Results of an experiment show that evaluations differ as a function of the active relational model.
Tom Schiebler, LMU Munich
Gesa K. Petersen, University of Munich - Felix C. Brodbeck, University of Munich
P05:37  The conservative shift hypothesis: A moral foundations theory analysis of post-9/11 moral language use
Explored effects of the September 11 terrorist attacks on moral foundations language use in over twenty-thousand newspaper articles. Results suggest marked, post-9/11 increases in harm- and ingroup-related language use, and a decrease in use of fairness-related language.
Damien L. Crone, The University of Melbourne
Simon Laham, The University of Melbourne

P05:38  Moral communication: content across moral domains
In this study, justifications of moral violations were analyzed for emotion-based and reason-based appeals in order to observe the content of communication in the moral domain. Responses significantly differed across the five domain-specific vignettes.
Melissa A. Wheeler, The University of Melbourne
Simon Laham, University of Melbourne

P05:39  When skeletons leave the closet: Inspiration by imperfect moral exemplars
We examined how people are affected by failures of their moral heroes. Whereas learning about a past failure reduced inspiration, participants were more inspired by the moral exemplar if he acknowledged his wrongdoing and grew from it.
Atilla Cidam, University of Connecticut
Colin W. Leach, University of Connecticut

P05:40  Is vice more interesting and fluent than virtue?
Two experiments examined reactions to learning about others' virtue versus vice. Although vice scenarios were rated as more interesting and more vivid than virtue scenarios, participants expressed greater interest in learning more about good deeds than transgressions.
Laura F. Kimberley, University of Birmingham
Nina L. Powell, National University of Singapore - Kimberly A. Quinn, DePaul University

P05:41  In a very different light: How trust and distrust mindsets affect moral hypocrisy
Distrusting others fosters moral hypocrisy: Individuals in a distrust mindset, in contrast to individuals in a trust mindset, deem others' transgressions less acceptable than their own transgressions.
Alexa Weiss, University of Cologne
Pascal Burgmer, University of Cologne - Thomas Mussweiler, University of Cologne

P05:42  Moral responsibility for discrimination based on implicit bias
Participants judged a discriminator to be more morally culpable for his behavior when he was aware of his implicit attitudes than when he was not aware, regardless of whether he could foresee the potential outcome of his implicit attitudes.
Liz Redford, University of Florida

P05:43  Denial of the outgroup's morality helps reestablish pride in the ingroup
Assuming that morality is a major source of positive evaluation of one's ingroup we predicted that, when ingroup status is threatened, denial of the outgroup's morality would be the most effective method of reestablishing positive feelings about the ingroup.
Wiktor Soral, University of Warsaw
Mirosław Kofta, University of Warsaw
Poster Session 5

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P05:44  Reward-driven modulation of adaptive control: How prospective monetary gains interact with unpredictable control demands
Shifting attention is an effortful control process and incurs a cost on the cognitive system. In two experiments we found that potential motivation of monetary rewards only translates into motivational intensity at the moment that shifting is actually required.
Hans Marien, Utrecht University  
Henk Aarts, Utrecht University - Ruud Custers, University College London

P05:45  The effect of means valence on goal evaluation
Participants repeatedly won rewards by choosing to listen to a sound. Winning the reward was evaluated more positively when the sound was unpleasant than pleasant. This supports effort justification predictions over those of goal systems theory and evaluative conditioning research.
Tal Moran, Ben-Gurion University of the Negev  
Afrat Amzaleg David, Ben-Gurion University of the Negev - Yoav Bar-Anan, Ben-Gurion University of the Negev

P05:46  Constraints that help or hinder creative performance: A motivational approach
Avoidance motivation evokes systematic thinking that makes creativity difficult. Therefore, constraints that occupy cognitive resources (e.g., time pressure), tend to undermine creativity under avoidance motivation, but constraints that help to efficiently focus resources (e.g., task structure) could stimulate creativity.
Marieke Roskes, Ben Gurion University of the Negev

P05:47  A process focus reduces negative effects of dieting success on subsequent weight loss
Although people might feel generally that goal progress licenses subsequent goal-inconsistent behavior, identifying successful goal-pursuit on the process level of a goal (“having changed one’s eating behavior” vs. “having improved one’s appearance”) counteracts the subsequent loss of dieting motivation.
Marie Hennecke, University of Zurich  
Alexandra M. Freund, University of Zurich

P05:48  If you are unique you like risk: the link between uniqueness seeking and risk taking
Several studies show that uniqueness motives prompt distinctive behaviors. Given the selective nature of risky situations which imply potentially dangerous consequences, could risk-taking provide a way to distinguish? Our results suggest that distinctiveness motive plays a role in risk-taking behaviors.
Marcello Cantarella, University of Geneva  
Olivier Desrichard, University of Geneva

P05:49  Mental contrasting as a strategy to find meaningful endings
In two studies we showed that by leading people to pursue feasible wishes and let go from unfeasible wishes, mental contrasting (Oettingen, 2012) can be an effective self-regulatory strategy to cope with upcoming endings.
Bettina Schwörer, University of Hamburg  
Gabriele Oettingen, New York University, University of Hamburg
P05:50  The impact of goals and regulatory focus on the confirmation bias in group decision making
Four experiments demonstrate that pursuing an individual goal in prevention focus during group decision making leads to a stronger confirmation bias and lower decision quality than pursuing an individual goal in a promotion focus or pursuing a group goal.
Kai Sassenberg, Knowledge Media Research Center
Florian Landkammer, Knowledge Media Research Center - Johann Jacoby, Knowledge Media Research Center

P05:51  Achievement goals and Big Five personality traits in liberal arts college students
We investigated differences in achievement goals/personality for students at a small, private liberal arts college compared to students at a medium-sized, public university. First year liberal arts students had lower performance approach and avoidance goals than public university students.
Katherine S. Corker, Kenyon College
Robert A. Ackerman, University of Texas at Dallas - Courtney Brecheen, University of Texas at Dallas

P05:52  Choice of desires over goals without regret requires congruency of intention and actual choice.
Through an Internet survey, we investigated what people consider to be failure of self-control, and revealed that people feel more regret when their intentions and choice are incongruent. We discuss how these regrets can influence subsequent choices.
Takayuki Goto, Kyoto University
Takashi Kusumi, Kyoto University

P05:53  Quality of life in the city and the role of affective appraisal
In two studies positive appraisal of the city was a significant predictor of subjective quality of life. This relation was qualified by interaction effect: positive evaluation was strongly related to well-being in high (vs. low) arousal conditions.
Michal Jaskiewicz, University of Gdansk
Tomasz Besta, University of Gdansk

P05:54  The recuperative pull of play: The motivational appeal of stress relieving videogames
This talk focuses on the motivational appeal of videogames in terms of their stress relieving and restorative potential. Results from lab-based, experience sampling, and cross-sectional studies will be discussed.
Andrew Przybylski, University of Oxford

P05:55  Are temptations ‘bad’ or ‘good’?
Evidence on the effect of exposure to temptations on subsequent self-regulation is mixed: studies show that self-regulation can either be hampered or enhanced after exposure to temptation. This presentation aims to bring together these diverging lines of research.
Floor Kroese, Utrecht University
Catharine Evers, Utrecht University - Denise de Ridder, Utrecht University

P05:56  All is good what shines: Narcissism and consumer choices
Narcissists demonstrate a stronger preference for symbolic (flashy and good looking) products than utilitarian (economical and practical) ones. This relationship is mediated by materialism and self-esteem, and by readiness to look for additional information about available products.
Sylwia Cisek, University of Southampton
Constantine Sedikides, University of Southampton - Claire Hart, University of Southampton
The impact of regulatory focus and initial opinions on decision making
Two studies investigated the impact of initial decisions on decision quality as a function of regulatory focus. They showed that, in a prevention focus, initial decisions reduce the interest in additional information and the performance on analytical tasks.

Lara Ditrich, Knowledge Media Research Center, Tübingen
Florian Landkammer, Knowledge Media Research Center, Tübingen - Kai Sassenberg, Knowledge Media Research Center, Tübingen - Johann Jacoby, Knowledge Media Research Center, Tübingen

Irrational decisions to complete a boring task
Will people working on a boring task for an economic reward choose to continue the task when offered the full reward for quitting? Data from an online intertemporal choice paradigm reveal motivational forces that are independent of the initial reward.

Torleif Halkjelsvik, Norwegian Institute for Alcohol and Drug Research
Jostein Rise, Norwegian Institute for Alcohol and Drug Research

Positive fantasies and the mental attainment of future events
Compared with participants that questioned the desirability of winning a raffle, participants that idealized the desirability of winning a raffle were less likely to follow through and enter the raffle five days later.

John Sciarappo, New York University
Gabriele Oettingen, New York University & Universität Hamburg - Peter Gollwitzer, New York University & Universität Konstanz

Motivational and cognitive predictors of multitasking performance
In two studies we tested whether need for closure (NFC), polychronicity and perceived multitasking ability (PMA) are predictors of multitasking performance (MTP) when controlled for working memory. We found an indirect effect of NFC on MTP through polychronicity and PMA.

Ewa Szumowska, Jagiellonian University, Krakow
Małgorzata Kossowska, Jagiellonian University, Krakow

How (il)legitimate power affects motivation and hierarchy acceptance among the powerful and the powerless
This research shows that effects of power are moderated by perceptions of (il)legitimacy. Results showed that illegitimate (vs. legitimate) power structures promote the perception of alternative social systems, eliciting different motivations and behavioural tendencies among the powerful and the powerless.

Marco Rego, University of Exeter, United Kingdom
Manuela Barreto, University of Exeter - Ana Guinote, University College of London - Piotr Dragon, Jagiellonian University

When people motivated to use stereotypes refrain from stereotypical thinking: The case of self-image threat
These studies point out an ironic effect associated with NFC, namely that high NFC decreases stereotyping, whereas low NFC increases stereotyping, when individuals face a self-image threat and renounce their default ways of processing information.

Małgorzata Kossowska, Jagiellonian University
Marcin Bukowski, Jagiellonian University - Ana Guinote, University College London - Piotr Dragon, Jagiellonian University
**Poster Session 5**
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**P05:63 Neuronal evidence of psychological conflict in choices between motivationally congruent values.**
We used fMRI to identify the neuronal substrates of motivational relations among social values. Our results reveal increased activity in the supplementary motor area when people choose between motivationally congruent values.

*Emilia Leszkowicz, Cardiff University - University of Gdańsk*

*David Linden, Institute of Psychological Medicine and Clinical Neurosciences, School of Medicine, Cardiff University, School of Psychology, Cardiff University, Cardiff - Gregory R. Maio, School of Psychology, Cardiff University, Cardiff - Niklas Ihssen, School of Psychology, Cardiff University, Cardiff*

**P05:64 It's hard to part with gains, but what about losses? Negotiating positive and negative commons**
Two studies were conducted to elaborate on the effects of different structural features (distribution vs. contribution) as well as different resource valences (benefits vs. burdens) on negotiation outcomes and parties' perceptions and behaviors.

*Benjamin Höhne, Leuphana University Lüneburg*

*Roman Trötschel, Leuphana University Lüneburg*

**P05:65 How followers enable hostile leadership: The role of follower deviance, leaders’ self-uncertainty and interpersonal justice.**
The majority of research on hostile leader behavior has focused on consequences of such behavior for followers. The present research explores the influence of followers’ leader-directed deviance, leaders’ self-uncertainty and experienced interpersonal justice in the emergence of hostile leader behavior.

*Jeroen Camps, University of Leuven*

*Jeroen Stouten, University of Leuven - Martin Euwema, University of Leuven*

**P05:66 Perceived supervisor affirmation and its effects on interpersonal and personal well-being at work**
This study examines how perceived supervisor affirmation affects the quality of the supervisor/team-member relationship and team-member job satisfaction. As predicted, perceived supervisor affirmation correlates positively with both outcomes even after controlling for duration of supervision, job tenure, age and gender.

*Mubeena Nowrung, Goldsmiths, University of London*

*Madoka Kumashiro, Goldsmiths, University of London - Nigel Guenole, Goldsmiths, University of London*

**P05:67 Developing Leaders in Identity Diverse Environments: Assessing the Efficacy of two Novel Leadership Development Tools**
This paper presents original research examining the efficacy of a training intervention using two leadership tools informed by the social identity approach. Results highlight the importance of experiential learning in the transfer from leadership training to practice.

*Miriam Yates, The University of Queensland*

*Niklas K. Steffens, University of Queensland - Kim O. Peters, University of Queensland - S. Alexander Haslam, University of Queensland*
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P05:68 Introducing leader-leader exchange: How dual leaders' exchange relationship influences follower outcomes.
We theoretically expand leader-member exchange theory to situations of dual leadership by introducing leader-leader exchange (LLX). Using cross-sectional data, we found that positive relations between LLX and follower outcomes are mediated by role ambiguity and role conflict.
Ben Sahlmüller, Kühne Logistics University
Niels Van Quaquebeke, Kühne Logistics University - Daan van Knippenberg, Rotterdam School of Management - Steffen Giessner, Rotterdam School of Management

P05:69 An optimal distinctiveness perspective on group effectiveness: The role of transformational leadership and group diversity
In the present empirical research, we draw on an Optimal Distinctiveness framework (Brewer, 1991) to study the impact of group-focused and individual-focused transformational leadership on the effectiveness of groups, and the role of group diversity in this respect.
Claudia Buengeler, University of Amsterdam
Ronald F. Piccolo, Rollins College, Crummer Graduate School of Business - Sven C. Voelpel, Jacobs University Bremen, School of Humanities and Social Sciences

P05:70 Collective organizational efficacy and team work engagement
Team work engagement is positively related to collective organizational efficacy. Effective organizations have employees engaged in their work. Team work engagement and collective organizational efficacy together have a predictive power on situational-related efficacy, in other words on organizational performance.
Evgeniya Kravchenko, University of Bologna
Salvatore Zappalà, University of Bologna

P05:71 Being the ideal follower improves the relationship between leader and follower
Implicit followership theories (IFTs) depict leaders conceptions about how ideal followers should look like and act. We show that a match between IFTs and actual follower characteristics is associated with a positive relationship between leader and follower.
Sebastian Stegmann, Goethe University, Frankfurt
Stephan Braun, Goethe University, Frankfurt - Nina M. Junker, Goethe University, Frankfurt, Germany - Rolf van Dick, Goethe University, Frankfurt, Germany

P05:72 The art and science of implicit followership theories
We investigated the application of Implicit Followership Theories (IFTs) as art by inconspicuously triggering IFTs using word-art posters. IFTs can be triggered via aesthetic forms and can shape action tendencies. Findings contribute to the emerging IFTs and organizational aesthetics fields.
Thomas Sy, University of California, Riverside

P05:73 Age and gender biases in implicit followership theories
Is there a bias regarding age and/or gender, when we picture an ideal follower? We tested this in an IAT-study with Implicit Follower Theory (IFT)-items. Results showed, that younger people and woman are stronger associated with an ideal follower.
Stephan Braun, Goethe University, Frankfurt - Nina Junker, Goethe University, Frankfurt - Rolf van Dick, Goethe University, Frankfurt
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P05:74
The dynamic of implicit theories in the leadership process
Implicit followership theories (IFTs) and implicit leadership theories (ILTs) have not yet been linked empirically. With the current study, we examined the congruence and incongruence of IFTs with ILTs and aimed at showing their impact on team and individual outcomes.

Nicole Bode, University of Erfurt
Tilmann Betsch, University of Erfurt

P05:75
Leader cognitions and positive leadership: Exploring the role of leaders' implicit followership theories
In the context of Positive Organizational Scholarship, the question of how leaders can contribute to optimal follower functioning arises. In the current study, we investigate the role of Implicit Followership Theories (IFTs) in shaping positive leadership.

Marlies Veestraeten, KU Leuven
Hannes Leroy, Cornell University, KU Leuven - Luc Sels, KU Leuven

P05:76
Employees who go the extra mile: the impact of organizational identity and self-determination.
Individual differences in motivation may be impacted by individuals' level of self-determination. But OCB is also impacted by organizational identity. The current research investigated whether organizational identity plays a role in improving motivation for those who experience low self-determination.

Lynsey Mahmood, University of Kent
Georgina Randsley de Moura, University of Kent - Tim Hopthrow, University of Kent

P05:77
Development and validation of new identity leadership scales: Assessing motivation and knowledge
In an effort to address the lack of established measurement of social identity leadership constructs, this paper develops and partially validates two novel leadership scales known as M-CARE ('motivation to CARE') and K-CARE ('know how to CARE').

Jordan Reutas, University of Queensland
Professor Alexander Haslam, University of Queensland - Dr. Niklas Steffens, University of Queensland - Dr. Kim Peters, University of Queensland - Miriam Yates, University of Queensland

P05:78
Exceptions to the leader prototypicality advantage: Impact of uncertainty and need for cognition
Social identity theory of leadership research confirms followers prefer group prototypical over non-prototypical leaders. While prototypical leaders do have an advantage, we empirically show that this advantage is weakened when followers are self-uncertain and have a high need for cognition.

Jessica J. Tomory, Claremont Graduate University
David E. Rast, III, University of Sheffield - Michael A. Hogg, Claremont Graduate University

P05:79
How do leader moral behavior influence interpersonal conflict: The mediating role of resolution efficacy
Drawing on social learning theory, we predicted that leader moral behavior will negatively influence relationship, task, and process conflict through the mediation of resolution efficacy. Results from 165 employee–supervisor dyads in Belgium showed support for our hypothesized model.

Mayowa Babalola, KU Leuven
Jeroen Stouten, University of Leuven - Martin Euwema, University of Leuven
Poster Session 5

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P05:80 Person perception facilitates the reactive advantage: Seeing decision-making in action.
Why is making the first move in a boxing match hazardous when facing an opponent who reacts in self-defense? This study shows that humans are implicitly sensitive to an opponent’s decision-making process as expressed in their body language.
Ana Pesquita, University Of British Columbia
Craig Chapman, University of Alberta - James T. Enns, University of British Columbia

P05:81 On the role of stimulus strength in evaluative conditioning
Dual-process theories of attitude learning hold evaluative conditioning (EC) to be independent of conscious awareness. We investigated this hypothesis using subliminal presentation of CSs. Although participants were able to reliably discriminate between the CSs, an EC effect was not obtained.
Christoph Stahl, University of Cologne
Julia Haaf

P05:82 The echo effect: The power of verbal mimicry to influence pro-social behavior
The chameleon effect has demonstrated that benefits can be evoked through nonverbal imitation. Herein we introduce the echo effect, a phenomenon of verbal mimicry: while repetition of words is important, the order in which they are repeated back is not.
Wojciech Kulesza, University of Social Sciences and Humanities
Dariusz Dolinski - Avia Huisman

P05:83 Perceptions of pleasant and unpleasant music
The purpose of this study was to examine the role of pleasantness and level(db) parameters along with mood and musical activation. The results indicated that underlying emotions in the pleasant and unpleasant music is more complex than expected.
Mert Öğüt, Abant Izzet Baysal University
Hamit Coskun, Abant Izzet Baysal University

P05:84 The influence of devil’s advocacy and idea exemplars on the idea generation performance
This experiment investigated the effects of devil’s advocacy and idea exemplars on the brainstorming performance. The groups with the two devil advocacy members were found to generate more ideas than those having the one member and no such member.
Gamze Uykucu Armutcuoğlu, Abant Izzet Baysal University
Hamit Coskun, Professor of Psychology at the Abant Izzet Baysal University in Bolu, Turkey

P05:85 Seeing ghosts: Body dissatisfaction predicts overestimation of negative social feedback
Is the way that women perceive social feedback influenced by how they feel about their body? This empirical talk details a study in which we found that body dissatisfaction predicted overestimation of negative social feedback (representing a covariation bias).
Jessica Alleva, Maastricht University
Wolf-Gero Lange, Radboud University - Anita Jansen, Maastricht University - Carolien Martijn, Maastricht University
Impact of observed gaze-direction on egalitarianism: Do eyes tell you what to do?
We investigated whether others’ attention to objects associated with egalitarianism strengthen observer’s egalitarianism. Results showed that others’ gaze-direction toward egalitarian-related words enhanced the observer’s explicit egalitarianism and discouraged the observer’s implicit egalitarianism.
Tokika Kurita, Nagoya University
Shota Uono, Kyoto University

Self-other overlap in behavioural synchrony
We explored whether interpersonal synchrony increases self–other overlap, by increasing one’s attention to and understanding of the other person’s mental state. Compared to baseline, behavioural synchrony led to greater self–other confusion errors in a subsequent source memory task.
Juliane Honisch, The University of Birmingham
Kimberly A. Quinn, University of Birmingham and DePaul University - John T. Cacioppo, University of Chicago

General perception of Down Syndrome and relations with infra/dehumanization
Stereotypes, attitudes, affects and intergroup trus/anxiety of Down syndrome are evaluated. This perception is correlated with the attribution of humanity.
Eva Ariño Mateo, University of La Laguna
Armando Rodríguez-Pérez, University of La Laguna - Gerd Bohner, University of Bielefeld - Naira Rodríguez-Pérez, University of La Laguna

Power encourages individuals to rate target attractiveness on the basis of false physiological arousal
When led to believe we are experiencing physiological arousal (e.g., blushing), we mislabel emotions (e.g., attraction). In two studies, empowered participants rated individuals as more attractive than they actually were when they falsely thought they had physiologically reacted to them.
Stéphane Jouffre, University of Poitiers (CeRCA, UMR CNRS 7295)

The impact of civic knowledge and classroom climate on expected political participation
This paper aims to analyze the impact that schools factors (civic knowledge and classroom climate) can have in mitigating the effect of parents’ status on students’ political participation. Both, civic knowledge and classroom climate, show a positive influence on participation.
Juan Castillo, Pontificia Universidad Catolica de Chile
Daniel Miranda, School of Psychology, Pontificia Universidad Catolica de Chile - Macarena Bonhomme, Research Center MIDE-UC, Pontificia Universidad Catolica de Chile - Christian Cox, Faculty of Education, Pontificia Universidad Catolica de Chile - Martín Bascopé, Faculty of Education, Pontificia Universidad Catolica de Chile

Potential inequality at personal expense: Differences in attitudes toward tuition policy across academic majors
Using social dominance theory as a framework, the current study showed that students with hierarchy-enhancing academic majors were more likely to support a policy to increase tuition fees at universities than were students with other academic majors.
Anne-Marie van Prooijen, Université libre de Bruxelles
**Poster Session 5**

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P05:92  **The impact of ingroup status on self-perception and intergroup behavior**

This research shows that members of low-status groups (vs high-status groups), define the self according to the characteristics of the ingroup rather than to their own idiosyncrasies, and favor more strongly the ingroup over the outgroup.

*Vincenzo Iacoviello, University of Geneva*

*Fabio Lorenzi-Cioldi, University of Geneva*

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P05:93  **Act on time: Power facilitates timeliness.**

Across two experiments we found that the experience of high power facilitates individuals’ ability to adapt the speed of decision-making to situational demands (i.e., timeliness). In a field study we found that high subjective sense of power explains this effect.

*Laura M. Giurge, Erasmus University Rotterdam*

*Marius van Dijke, Erasmus University Rotterdam - Xue Zheng, Erasmus University Rotterdam - David De Cremer, China Europe International Business School*

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P05:94  **How does an elitist habitus improve candidates’ chances to be appointed to leadership positions?**

Empirical results suggest that within leadership appointment decisions upper-class candidates benefit in two ways from their (high likelihood of) possessing an elitist habitus: by signalling their descent, implying a shared group membership with decision makers, and by signalling competence.

*Hilmar Grabow, Kiel University*

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P05:95  **When saying sorry may not help: transgressor power moderates the effectiveness of an apology**

We propose that transgressor power may constrain the effectiveness of an apology because high power people are perceived as exploitive. Three studies show that apologizing is only effective for low-power transgressors. Perceived transgressor trustworthiness mediates this effect.

*Xue Michelle Zheng, Erasmus University*

*Marius van Dijke, Erasmus University - Joost M. Leunissen, Erasmus University - Laura M. Giurge, Erasmus University - David De Cremer, China Europe International Business School*

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P05:96  **The temporal effect of spending on happiness: Unraveling the mind-sets activated by time and money**

Across three studies, we hypothesized and found support for the idea that higher happiness is derived when anticipating spending time rather than money, whereas recalling spending money induces more happiness than recalling spending time.

*Eliza Bivolaru, INSEAD*

*Warren Tierney, University of Limerick (equal authorship between the two authors)*

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P05:97  **More than compassion: The moderating role of empathized emotion on different outcomes of affective empathy**

Three experiments, varying emotional reactions of targets in need and measuring subsequent helping behavior or prejudice, document boundary conditions of the empathy-altruism link: Empathizing with sad targets increased helping behavior. Meanwhile, empathizing with angry or disgusted targets fostered prejudice.

*Claudia Sassenrath, University of Ulm*

*Johannes Keller, Department of Social Psychology, University of Ulm*
Posters Friday July 11

13:00 - 14:00 - Atrium

P05:98 When compassion leads to hostility
The present research addressed the notion that prosocial construct of compassion can lead to antisocial tendencies, namely hostility given that compassion and hostility both entail elements reflecting vigilant, prevention-focused self-regulation.
Stefan Pfattheicher, University of Ulm
Johannes Keller, Department of Social Psychology, University of Ulm

P05:99 I’ll be watching you: Does looking another person in the eyes reduce generosity?
This research investigated the effect of looking another person in the eyes on prosocial behavior. Across two studies, we find a negative relationship between eye-contact and generosity, which is moderated by the moral emotion, empathy (stronger for highly-empathic individuals).
Francesca Federico, University of Rome Sapienza
Mauro Giacomantonio, University of Rome Sapienza

P05:100 Clicktivism or slactivism? Impression management and moral licensing
On social media and in online activism programs, individuals can signal their moral concern to others at virtually no cost. We suggest that such “clicktivism” can undermine one’s more substantial prosocial behavior, and search for moderators of the effect.
Gert Cornelissen, University Pompeu Fabra

P05:101 From me to you: The role of empathy and reputation in children’s intergroup helping
Two vignette experiments examined 8- to 13-year-old children’s intergroup helping intentions. This work shows that children prioritize reputation when helping a recipient in low need, but that empathy outweights children’s reputational considerations when the need is high.
Jellie Sierksma, Utrecht University
Jochem Thijs, Utrecht University - Maykel Verkuyten, Utrecht University

P05:102 The effect of tactile roughness and smoothness on third-party punishment and aggression
Participants who experienced tactile roughness engaged in significantly less third-party punishment than participants who experienced smoothness. In showing that experiencing tactile roughness leads to individualistic behaviour, these results help to clarify those of Ackerman, Necora, & Bargh’s (2010).
Jodie Chapman, Australian Catholic University
Xochitl de la Piedad Garcia, Australian Catholic University - Leah Kaufmann, Australian Catholic University

P05:103 Religious ritual elicits cooperation by others
Religion has been proposed as a mechanism to elicit cooperation between non-kin: religious people have been shown to act more pro-social. Two studies (US participants) provide first experimental evidence that performing religious ritual also successfully elicits cooperation by others.
Hammad Sheikh, New School for Social Research
Nick Gruy, New School for Social Research
Poster Session 5
Friday July 11
13:00 - 14:00 - Atrium

P05:104 Effects of the alignment of implicit and explicit prosocial motivation on spontaneous and planned helping
We propose that spontaneous helping is based on implicit, and planned helping based on explicit prosocial motivation. Findings from three studies confirm our argument highlighting that implicit prosocial motivation provides an overlooked avenue for a more systematic investigation of helping.
Arzu Aydinli, Tilburg University
Michael Bender, Tilburg University - Athanasios Chasiotis, Tilburg University - Zeynep Cemalci̇lar, Koç University - Fons van de Vijver, Tilburg University

P05:105 A comparison in charitable behavior between high and low socioeconomic groups in Chile
Results show that intergroup contact can influence charitable behavior. Specifically, intergroup contact has an effect not only on the rich’s willingness to increase donation but this was also the case for the poor. New perspectives on intergroup influences are discussed.
Viviana Sagredo, Friedrich-Schiller-University Jena
Roberto Gonzalez, Catholic University of Chile - Thomas Kessler, Friedrich-Schiller - University Jena

P05:106 Early collaborative sharing is intrinsically motivated and undermined by external rewards
Collaborative sharing occurs early in development. Here we show that receiving an external reward undermines 3-year-olds’ further sharing behavior, whereas social praise or a lack of reinforcement lead to an unchanged high willingness to equalize disadvantageous resource distributions.
Julia Ulber, Max Planck Institute for Evolutionary Anthropology
Katharina Homann, Max Planck Institute for Evolutionary Anthropology - Michael Tomasello, Max Planck Institute for Evolutionary Anthropology

P05:107 Independent versus interdependent self-construal affects social projection and self-stereotyping
Pre-conditions of social projection and self-stereotyping were examined experimentally. Results indicate that social projection occurred to a larger degree for primed independent (compared to interdependent) self-construal. Self-stereotyping, instead, occurred to a greater extent for primed interdependent (compared to independent) self-construal.
Florian Thurner, University of Mannheim
Maya Machunsky, University of Mannheim

P05:108 Friendship development and content consumption in Facebook: an empirical talk on sharing, certainty and liking
This work explores the process of friendship development within and beyond social network sites. Results of a mixed methods, two-phase design indicate the importance of some Facebook features and offline interaction to accelerate uncertainty reduction and liking of others.
David Houghton, University of Birmingham
Ben Marder, University of Edinburgh - Adam Joinson, University of the West of England

Round table discussion
The Future of Social Psychology: Societal and structural concerns
Convenor: Steve Reicher, University of St. Andrews
Panel Members: Rupert Brown University of Sussex - Xenia Chryssochoou Panteion University, Athens - Naomi Ellemers University of Leiden
13:30 - 14:20 - Aula
Scientific Programme

Saturday July 12
09:00 - 10:40

**S81**  
*First offers in negotiations: Who starts, how, when, and which party benefits.*  
First offers play a decisive role for negotiation success. Our symposium features five research projects that investigate who starts, how they frame their proposals, when they start, how moving first backfires, and why women walk away from too extreme offers.  
*David Loschelder, Saarland University*
*Adam D. Galinsky, Columbia Business School*

**S81:01**  
*Who goes first? The impact of structurally determining the negotiation initiator*  
We report three experiments revealing that the level of ambiguity regarding the negotiator who should make the first offer, impacts negotiation process and outcomes. Compared to initiators who were pre-defined, spontaneous initiators felt less powerful and achieved more integrative agreements.  
*Simone Moran, Ben Gurion University*
*Shaui Shalvi, Ben Gurion University - Ilana Ritov, Hebrew University*
09:00 - Aula

**S81:02**  
*First offers vs. requests: How framing impacts the robustness of the anchoring effect*  
While evidence for an anchoring advantage of first offers abounds, research on opening requests is lacking. We assume that procedural-framing moderates the anchoring effect of first proposals—first requests (vs. offers) lead to distinct effects for both senders and recipients.  
*Johann Majer, Leuphana University*
*Roman Troetschel, Leuphana University - David D. Loschelder, Saarland University*
09:20 - Aula

**S81:03**  
*Timing of first offers, time pressure, and creativity in negotiation*  
The current research explored how the timing of first offers affects the creativity of agreements. We hypothesized that making the first offer later rather than earlier would facilitate the discovery of creative agreements that better meet the parties’ interests.  
*Dimitri Vasiljevic, NEOMA Business School*
*Marwan Sinaceur, Insead - William Maddux, Insead - Adam D. Galinsky, Columbia University*
09:40 - Aula

**S81:04**  
*When first offers backfire: The role of revealing (too much) information*  
A plethora of research has shown that first offers function as anchors and allow the sender to claim larger shares of the pie. In four experiments we show the reversed effect and examine when and how first offers can backfire.  
*David Loschelder, Saarland University*
*Roderick I. Swaab, Insead - Roman Troetschel, Leuphana University - Adam D. Galinsky, Columbia Business School*
10:00 - Aula
Scientific Programme
Saturday July 12
09:00 - 10:40

S82 Maintaining and changing social hierarchies: Cognitive, affective and motivational perspectives
Despite egalitarian norms, social hierarchies exist cross-culturally - combining divergent approaches, this symposium examines the psychological processes that reinforce hierarchies as well as those that promote structural revision, specifically considering the roles of cognitions, attitudes (explicit and implicit), motivation, and well-being.
Suzanne Horwitz, Yale University
Seval Gündemir, VU University Amsterdam/University of Amsterdam

S82:01 Implicit and explicit attitudes toward the wealthy
People explicitly favor the middle class over the wealthy (self-report) but implicitly prefer the wealthy (IAT). In two experiments, implicit preference for the rich versus middle class predicted more leniency on rich targets, and vice versa for the middle class.
Suzanne Horwitz, Yale University
John Dovidio, Yale University
09:00 - VOC zaal

S82:02 Social class and ceservingness at the group and individual levels of analysis
Despite popular “class-blind” rhetoric in the United States, targets’ socioeconomic categories still influence social judgments. Past research emphasizes derogation of the poor - the current four studies show how socioeconomically-disadvantaged groups can sometimes be rated as especially deserving.
Miguel Moya, University of Granada
Courtney Beards Tablante, Princeton University - Susan T. Fiske, Princeton University
09:20 - VOC zaal

S82:03 What motivates Whites to change inequalities?
Social inequalities persist in the Western world. This research focuses on the conditions under which members of the White-majority group (are motivated to) act against social inequalities that actually advantage their ingroup.
Seval Gündemir, VU University Amsterdam & University of Amsterdam
John F. Dovidio, Yale University - Astrid C. Homan, University of Amsterdam
09:40 - VOC zaal

S82:04 Taking solace in nature: Essentialist explanations for inequality among members of disadvantaged groups
When people are motivated to justify the system and status is salient, low (vs. high) status group members are more likely to attribute inequality to “natural” causes - these explanations buffer people’s subjective wellbeing in the face of low personal control.
Jaime Napier, Yale University
10:00 - VOC zaal

S82:05 Discussant
Jorge Vala, Institute of Social Sciences/University of Lisbon
10:20 - VOC zaal
Scientific Programme

Saturday July 12
09:00 - 10:40

S83
Historical representations and their relevance for understanding intergroup relations
The main goal of this symposium is to bring together recent social psychological work that examines different ways in which perceptions of group history impact group processes and intergroup relations in the present.

Anouk Smeekes, Utrecht University, ERCOMER
Borja Martinovic, Utrecht University, ERCOMER

S83:01
Conceiving the national group as an eternal entity and behavior in current intergroup conflicts
Conceiving the national group as Trans-Generational (TG) in which one’s sense of loyalty lies with all past, present and future generations of the group predicted willingness to endure ingroup sacrifice and suffering for the sake of the eternal group.

Yechiel Klar, Tel Aviv University

Dennis Kahn, Tel Aviv University - Sonia Roccas, The Open University
09:00 - Doelenzaal

S83:02
Introducing autochthony as a new determinant of prejudice: cross-sectional and experimental evidence
We examine whether autochthony, or belief in entitlements for first comers, predicts prejudice towards new comers, and whether this positive relationship is only found when ingroup (and not outgroup) is perceived as the primo-occupant of a country.

Borja Martinovic, Utrecht University, ERCOMER
Maykel Verkuyten, Utrecht University, ERCOMER - Jolanda Jetten, University of Queensland
09:20 - Doelenzaal

S83:03
Longing for the country’s good old days: National nostalgia increases opposition to Muslim immigrants
We examine whether national nostalgia (i.e., a sentimental longing for the national past) is related to stronger opposition to expressive rights for Muslim immigrants among native majority members, because it strengthens their endorsement of autochthony.

Anouk Smeekes, Utrecht University, ERCOMER
Maykel Verkuyten, Utrecht University, ERCOMER - Borja Martinovic, Utrecht University, ERCOMER
09:40 - Doelenzaal

S83:04
Remembering WWII collaboration in Belgium and attitudes about amnesty in the two main linguistic communities
Survey (N = 521) showed that WWII is generally condemned in Belgium, but Dutch-speakers support Amnesty for WWII collaboration more than French-speakers. This effect is mediated by judgment of morality of collaboration, and this mediation is moderated by group identification.

Laura De Guissmé, Université libre de Bruxelles
Laurent Licata, Université libre de Bruxelles - Aurélie Mercy, Université libre de Bruxelles
10:00 - Doelenzaal
"It happened, therefore it can happen again": Reminders of ingroup wrongdoing can induce political tolerance
German participants reported more tolerant political attitudes after reading the quote “It happened, therefore it can happen again...” when it was attributed to a Jewish author and Holocaust survivor (vs. a Japanese writer and Fukushima survivor).

Jonas Rees, Bielefeld University
Philipp Süsenbach, Philipps University Marburg

T41 Intergroup morality

Expected to do good: examining moral expectations from managers belonging to minority groups
Across three studies we found that leaders belonging to disadvantaged groups are held to higher moral standards of leadership than leaders from advantaged groups. Underlying mechanism and consequences are presented.

Aviv Shany, The Hebrew University of Jerusalem
Tamar Saguy, Interdisciplinary center (IDC), Herzliya, Israel - Saulo Fernandez, The National Distance Education University (UNED), Madrid, Spain

Intergroup morality: Threats to safety and group image predict behaviours toward outgroup and ingroup members
Three studies investigated the behavioral consequences of ingroup and outgroup morality. Results found that immoral targets elicited less positive behavioral intentions than moral ones. Group image threat and group safety threat drive the effects for ingroup and outgroup targets, respectively.

Marco Brambilla, University of Milano-Bicocca
Simona Sacchi, University of Milano-Bicocca - Stefano Pagliaro, Seconda Università degli Studi di Napoli - Naomi Ellemers, University of Leiden

On the morality and competence of immigrants: Moral emotions as amplifiers of support for expulsion
Two studies investigated the impact of perceived morality and moral emotions on prejudice and willingness to expel immigrants. Results showed that low morality resulted in more prejudice and willingness to expel than high morality. Moral emotions mediated these effects.

Coen Wirtz, University of Amsterdam
Joop van der Pligt, University of Amsterdam
Scientific Programme

Saturday July 12
09:00 - 10:40

T41:04 The hurt justifies the means: Need for cognitive closure, group glorification, victimhood and moral license
Five studies in four countries examine a new model for the relationship between need for closure (NFC) and intergroup hostility, presenting group glorification and perceived victimhood as mediators. Research findings support the proposed serial mediation in different contexts and conflicts.
Noa Schori-Eyal, University of Maryland
Michelle Dugas, University of Maryland - Noa Schori-Eyal, University of Maryland - Arie W. Kruglanski, University of Maryland - Michele Gelfand, University of Maryland - Yechiel Klar, Tel Aviv University - Sonia Roccas, The Open University of Israel - Andrew McNeill, Queen’s University, Belfast - Katie Touchton-Leonard, Columbia University
10:00 - Universiteitstheater

T41:05 Getting along or pushing for change: A relational models approach to intergroup relations
This theoretical talk presents a relational approach to intergroup relations building on social identity theory and relational models theory. Group members manage intergroup relations depending on often moral appraisal of relational interaction, dealing with cooperation, misunderstanding, conflict and competition.
Sven Waldzus, University Institute of Lisbon (ISCTE-IUL), CIS-IUL
Alan Fiske, University of California Los Angeles
10:20 - Universiteitstheater

S84 Sources of sameness, determinants of difference: The impact of culture, motivation, and ethics on identity.
How is identity shaped by culture, motivation, and ethics? We challenge the conventional wisdom on self-construal in different cultures - on how and why self-views are maintained over time - and on what makes group members identify with their leaders.
Aiden Gregg, University of Southampton
Professor Constantine Sedikides, University of Southampton
S84:01 Deconstructing “independence vs. interdependence”: A multidimensional approach to cultural models of selfhood
The popular contrast between “independent” and “interdependent” self-construals does not capture global diversity in cultural models of selfhood. Societies promote different ways of being independent and ways of being interdependent, depending on prevailing values, beliefs, economic development, and religious heritage.
Vivian Vignoles, University of Sussex
Ellinor Owe, University of Sussex - Various members, Culture and Identity Research Network
09:00 - OMHP D0.09

S84:02 How to change yet stay the same: Sources of self-continuity across cultures.
We investigated ways of constructing self-continuity—stability, narrative, links to past—across 63 cultural groups in 35 nations. Members of cultures with stronger immutability beliefs derived continuity more from stability and less through narrative.
Maja Becker, University of Toulouse
Viv Vignoles, University of Sussex - Various Members, Culture and Identity Research Network
09:20 - OMHP D0.09
Scientific Programme

Saturday July 12
09:00 - 10:40

S84:03 Do people from different cultures seek to verify the content of their spontaneous self-concept?
Cross-culturally diverse participants spontaneously reported key self-views, then rated them for positivity/negativity, preferred truth, and preferred permanency. Supporting a self-enhancement but not a self-verification motive, participants vastly preferred that their positive self-views, not their negative ones, be true and permanent.

Aiden Gregg, University of Southampton
Wing-Yee Cheung, University of Southampton - Constantine Sedikides, University of Southampton - Wendy de Waal-Andrews, Tilberg University - Wai Hong, University of Southampton - Shanmukh Kamble, Karnatak University - Jomon Joy, Karnatak University - 09:40 - OMHP D0.09

S84:04 What motives underlie the preference for negative feedback? Testing self-verification theory versus raison oblige theory
People with negative self-views often choose negative feedback. Self-verification theory interprets this as implying a motive to confirm existing self-views. We found, however, that such people wanted negative feedback to be false, implying a motive to disconfirm their negative self-view.

Wing-Yee Cheung, University of Southampton
Aiden P Gregg, University of Southampton - Constantine Sedikides, University of Southampton - 10:00 - OMHP D0.09

S84:05 The demotivating effects of moral leaders: The role of being seen as self-righteous
Ethical leaders can encourage prosocial behavior, but if they are too ethical, they can paradoxically discourage it. Group members are actually less likely to identify with and imitate highly ethical leaders, perhaps because they see them as self-righteous and reproachful.

Jeroen Stouten, University of Leuven - 10:20 - OMHP D0.09

S85 Influences on risk perception, assessment and behavior.
This symposium encompasses research on different factors influencing risk perception, assessment and behavior. These include the influence of causes of negative events (human vs. nature), a closer look at heuristics (i.e., affect and availability) and risk-taking measures, and construal level.

Bernhard Streicher, Ludwig Maximilian University, Munich
Martina Raue, Ludwig Maximilian University, Munich

S85:01 Human hazards are perceived as more risky compared with natural hazards
Experiments show that the same negative outcome was more negatively evaluated when caused by humans than when caused by nature. The observed process is in line with the affect heuristic, and may result in biased decisions.

Michael Siegrist, ETH Zurich
Bernadette Sütterlin, ETH Zurich - 09:00 - OMHP D1.09
Scientific Programme
Saturday July 12
09:00 - 10:40

S85:02  The psychology of risk: Availability, affect, or both?
We compared the availability heuristic and the affect heuristic in their ability to account for laypeople's responses on various measures of risk perception. Overall, the availability heuristic performed best, though the impact of affect was enhanced in individual-specific risk judgments.
Thorsten Pachur, Max Planck Institute for Human Development, Berlin
Ralph Hertwig, Max Planck Institute for Human Development, Berlin, Germany
09:20 - OMHP D1.09

S85:03  Construal level theory as a risk research theory
Construal level (CL) theory is viewed as a risk research theory: Mind-set differences (abstract vs. concrete thinking) as well as psychological distance influenced risk assessment and behavior. High CL decreased risk estimates and increased risk propensity compared to low CL.
Bernhard Streicher, Ludwig Maximilian University, Munich
Martina Raue, Ludwig Maximilian University, Munich - Eva Lermer, Ludwig Maximilian University, Munich - Rainer Sachs, Munich Re, Munich - Dieter Frey, Ludwig Maximilian University, Munich
09:40 - OMHP D1.09

S85:04  What mediates construal level effects on risk-taking behavior?
Recent research has shown that construal level influences risk-taking behavior. However the mechanisms responsible for these effects are still not understood. In a series of studies potential mediators of construal level effects on risk-taking behavior were explored.
Eva Lermer, Ludwig Maximilian University, Munich
Bernhard Streicher, Ludwig Maximilian University, Munich - Martina Raue, Ludwig Maximilian University, Munich - Rainer Sachs, Munich Re, Munich - Dieter Frey, Ludwig Maximilian University, Munich
10:00 - OMHP D1.09

S85:05  The Basel-Berlin risk study: First results on experiential measures of risk taking
The Basel-Berlin Risk Study employs risk taking paradigms from different disciplines. With a large sample (N=1,500), we investigate whether there is a common psychological phenotype of risk taking across these paradigms, and whether one can identify the biological underpinnings thereof.
Renato Frey, Center for Adaptive Rationality, Max Planck Institute for Human Development, Berlin
10:20 - OMHP D1.09
Scientific Programme
Saturday July 12
09:00 - 10:40

S86 The negative side of positive emotions
There is limited research assessing the harmful effects that positive emotions may have on others. This symposium brings together interpersonal and intergroup research showing the negative side of positive emotions. 

Lee Shepherd, Northumbria University
Job van Der Schalk, Cardiff University

S86:01 Admiration for the powerful: “The corruption of our moral sentiments”
The study demonstrates that high power targets are judged more harshly than their less powerful counterparts. However, at the same time, high power targets elicit more admiration, which, in turn, is associated with less severe moral judgments. 

Joseph Sweetman, University of Exeter
09:00 - OMHP D0.08

S86:02 Taking pride in unfair decisions: The effect of anticipated emotions on fairness in social dilemmas
We demonstrate that observing expressions of negative emotions about fair decisions decreases anticipated pride about such decisions, while observing expressions of positive emotions about unfair decisions increases anticipated pride about such decisions. This subsequently undermines observers' own fairness behavior. 

Job van der Schalk, Cardiff University
Toon Kuppens, University of Groningen - Antony S.R. Monstead, Cardiff University
09:20 - OMHP D0.08

S86:03 The role of anticipated group-based pride in promoting collective action in favour of military action
Anticipated group-based pride positively predicted British people's willingness to protest in favour of a military intervention against an outgroup's alleged nuclear weapon's program. Anticipated group-based pride also positively predicted the closeness of the British Government to the British people. 

Lee Shepherd, Northumbria University
Russell Spears, University of Groningen - Antony S.R. Monstead, Cardiff University
09:40 - OMHP D0.08

S86:04 The negative side of compassion
In the literature, compassion is associated with prosocial intergroup behaviour. We show, however, that when group identity concerns become highly important, compassion can lead to a reduction in guilt and the willingness to compensate for harmful behaviour of the ingroup. 

Wim Meerholz, University of Groningen
Russell Spears, University of Groningen - Kai Epstude, University of Groningen
10:00 - OMHP D0.08

S86:05 Discussant
Colin W Leach, University of Connecticut
10:20 - OMHP D0.08
Scientific Programme
Saturday July 12
09:00 - 10:40

S87:01 Cyberball: A meta analysis of 13 years of ball tossing
We provide an overview of 13 years of research on Cyberball. We looked at 120 experiments that included over 11,868 participants testing how first and last dependent variables of Cyberball are impacted by cross-cutting variables.

Ilja van Beest, Tilburg University
Chris Hartgerink, Tilburg University - Jelte Wichters, Tilburg University - Kipling D. Williams, Purdue University
09:00 - OMHP F0.01

S87:02 Let's play ball! A field experiment on experiencing and witnessing ostracism in childhood
Using Cyberball, this experimental study demonstrated that experiencing, but not witnessing, ostracism strongly negatively affected children's moods and needs fulfillment. Effects were stronger when more excluders were involved. The results generalize the need-threat model to children.

Marike H. F. Deutz, Utrecht University
Tirza H. J. van Noorden, Radboud University Nijmegen - Antonius H. N. Cillessen, Radboud University Nijmegen - Johan C. Karremans, Radboud University Nijmegen
09:20 - OMHP F0.01

S87:03 Being spatially above the perpetrators reduces negative reactions to ostracism
We investigated whether participants' spatial position in Cyberball has an influence on their reactions to being ostracized. We found that a high spatial position reduced aggressive behavior after social exclusion due to lower levels of threatened control and negative affect.

Jennifer Eck, University of Mannheim
Christiane Schoel, University of Mannheim - Rainer Greifeneder, University of Basel
09:40 - OMHP F0.01

S87:04 Social exclusion's impact on stereotyping
In several studies, the researchers examine and find support for the hypothesis that excluded individuals are more likely than non-excluded persons to individuate others, rather than use stereotypes. Further, evidence suggests this is done in service of reaaffiliation.

Michael J. Bernstein, Penn State University
Heather M. Claypool, Miami University
10:00 - OMHP F0.01

S87:05 Discussant
Kipling D. Williams, Purdue University
10:20 - OMHP F0.01
Scientific Programme
Saturday July 12
09:00 - 10:40

S88 Social distance, social bonding, and the body
Across domains such as haptics, visual simulation as well as manual and oral movements it is shown how bodily states affect or are in turn affected by group distinctiveness, interpersonal preference, self-other overlap, and persuasion.
Sascha Topolinski, University of Cologne
Ravit Nussinson, Open University of Israel

S88:01 The Embodiment of social identity threat: A threat to distinctiveness as contamination
We propose that the in-group is metaphorically represented as one’s physical body, and that a threat to its distinctiveness is represented as physical contamination and results in activation of the behavioral immune system as reflected by avoidance of disfigured individuals.
Ravit Nussinson, Open University of Israel
Sonia Roccas, Open University of Israel
09:00 - OMHP C0.17

S88:02 Grounding the social self in the body: Synchronous multisensory stimulations blur self-other boundaries
We review recent studies showing that multisensory integration processes are not only involved in creating bodily representations, but also lead to blurred self-other boundaries: synchronous sensorial stimulations can create bodily illusions and the establishment of social bonds.
Mara Mazzurega, University of Trento
Maria Paola Paladino, University of Trento - Thomas W. Schubert, University of Oslo - Francesco Pavan, University of Trento - Massimiliano Zampini, University of Trento
09:20 - OMHP C0.17

S88:03 I feel it in my fingers: Impacting cultural mindset through physical experience
Focusing on self-construal, we show that the effect of hand-gestures goes beyond explicit communication and has additional subtle effect on individuals’ mindsets. Finger-movements simulating the sense of connection (vs. separation) lead participants to generate more interdependent and less independent self-construal.
Sharon Arieli, University of Michigan
Sonia Roccas, Open University of Israel - Lilach Sagiv, The Hebrew University of Jerusalem
09:40 - OMHP C0.17

S88:04 Put yourself in my place! Embodied simulations of visual perspective taking in persuasion
We found that visual perspective-taking can increase social perspective-taking, i.e. how well we incorporate information provided by other people in our judgments. Thus, bodily modalities play an important role in social interactions and how we navigate our social environments.
Thorsten Erle, University of Wuerzburg
Sascha Topolinski, University of Cologne
10:00 - OMHP C0.17
Scientific Programme

Saturday July 12
09:00 - 10:40

S88:05
The articulation dynamics of person names, featuring either inward wandering of consonantal stricture spots (e.g., MENIKA; similar to swallowing, approach) or outward wanderings (e.g., KENIMA, similar to spitting, avoidance) influenced attitudes towards name holders.

Sascha Topolinski, University of Cologne
10:20 - OMHP C0.17

T42:01
Multiple social Identities in minority group members: Individual and contextual differences.
Ingroup representations among Turkish Australian Muslims were examined as individual differences (Study 1), and following a threat or reassurance to their religious ingroup (Study 2). Both individual and contextual differences in ingroup representations were found, which predicted attitudes towards outgroups.

Andrea van Dommelen, University of Sydney
Karen Gonsalkorale, University of Sydney - Marilynn Brewer, University of New South Wales
09:00 - OMHP C2.17

T42:02
Social identity as associative network: Relevance for comparisons moderates the possibility of dual identities
We tested the cognitive possibility of dual identity. By measuring response latencies in lexical decision tasks we checked whether activation of subcategories facilitates (due to spread of activation) or inhibits (due to functional antagonism) co-activation of superordinate self-categories.

Beatriz Lloret, CIS, ISCTE-IUL Lisbon University Institute
Sven Waldzus, ISCTE-IUL Lisbon University Institute - Richard Crisp, Sheffield University
09:20 - OMHP C2.17

T42:03
Politicized dual identities among Muslims in Europe: The role of identity threat for political engagement
Dual identity was related to identity threat (perceived discrimination and incompatibility) and political engagement of Turkish and Moroccan minorities using survey data. The results show that perceived discrimination stimulates political engagement - however, dual identifiers were less likely to be engaged.

Fenella Fleischmann, ERCOMER, Utrecht University
Karen Phalet, University of Leuven - Marc Swyngedouw, University of Leuven
09:40 - OMHP C2.17

T42:04
An intersectional approach to dual identities: Hijab and identity performance
This presentation reports a study of British Muslim women, hijab, and identity performance. Consistent with self-categorization theory, findings suggest that adopting hijab is a means to keep one’s categorization by self and others in line with one’s own valued identities.

Ronni Michelle Greenwood, University of Limerick
Nick Hopkins, Dundee University
10:00 - OMHP C2.17

Ingroup cohesiveness
Evidence for a group-size trust effect

Five studies compared individuals’ trust of small versus large groups (of the same type), showing an overall general trust preference towards smaller groups. Perceived warmth was a consistent mediator of the small group preference, whereas perceived competence was not.

Stephen La Macchia, The University of Queensland
Winnifred Louis, The University of Queensland - Matthew Hornsey, The University of Queensland - Geoffrey Leonardelli, University of Toronto
09:00 - OMHP A0.08

We are proud of us, I am proud of myself: Two longitudinal studies in groups

Two longitudinal studies show that group members’ pride about their group becomes shared within the group, whereas their pride about themselves does not, suggesting that group members only converge in those emotions that are relevant and important to their group.

Ellen Delvaux, University of Leuven
Loes Meeussen, University of Leuven - Batja Mesquita, University of Leuven
09:20 - OMHP A0.08

Emotional connection or moral conviction? Self-sacrifice for the group reflects identity fusion, not moral principles

Six experiments analysed the cognitive and emotional mechanisms underlying decisions of self-sacrifice to save ingroup members. Even if most participants acknowledged self-sacrifice was a more moral option, only strongly fused participants preferentially endorsed this decision mainly motivated by emotional engagement.

Ángel Gómez, UNED
Lucía López-Rodríguez, University of Almeria - Juan Jiménez, National University of Distance Education - Alexandra Vázquez, National University of Distance Education - Michael D. Buhrmester, University of Oxford, Queen's University, Belfast; William B. Swann, Jr., University of Texas at Austin
09:40 - OMHP A0.08

The dynamic identity fusion index (DIFI): A new visual measure of identity fusion

Four studies tested a new measure of identity fusion: the dynamic pictorial continuous fusion index (DIFI). Our research indicates that this single item better predict fight and die and self-sacrifice for the group that the traditional pictorial measure.

Juan Jiménez, National University of Distance Education
Angel Gómez, National University of Distance Education - Michael D. Buhrmester, University of Oxford, Queen's University, Belfast - Alexandra Vázquez, National University of Distance Education - William B. Swann, Jr., University of Texas at Austin
10:00 - OMHP A0.08

Community collectivism: A social dynamic approach to conceptualizing culture

Our social dynamic conceptualization of culture sees social values as established by social relationships (e.g., one’s community). Our scale, that distinguishes four processes both at the individual and community-level, differentiates between cultural groups and provides new insights into cultural processes.

Birol Akkus, University of Groningen
Tom T. Postmes, University of Groningen - Katherine E. Stroebe, University of Groningen
10:20 - OMHP A0.08
Self- and other-perception

T44:01 Changing the personality of a face
We will introduce a newly developed valid method to subtly manipulate the perception of personality dimensions (i.e., Big Five/Big Two) in portraits in a natural-looking way. Results from applications in different areas of psychology will be presented.
Mirella Walker, University of Basel
Thomas Vetter, University of Basel
09:00 - OMHP F0.02

T44:02 The interactive influence of emotional expression and group membership on the evaluation of novel faces
Perceptual similarity to in-group and out-group members influenced the evaluation of emotional faces: Faces similar to in-group faces were more positively evaluated if they expressed happiness compared to fear. The result was reserved for faces similar to out-group faces.
Andrea Paulus, Saarland University
Leon Makelis, Saarland University - Dirk Wentura, Saarland University
09:20 - OMHP F0.02

T44:03 Only one small sin: An interdependent self-construal increases self-control
Perceiving temptations as related is beneficial for self-control. An interdependent self-construal fosters such interrelated processing and might therefore also affect self-control. Six studies show that an interdependent self-construal directly facilitates self-control by increasing an interrelated perspective on temptations.
Janina Steinmetz, University of Cologne
Thomas Mussweiler, University of Cologne
09:40 - OMHP F0.02

T44:04 New insights into improving flawed self-insight
Behavioral and fMRI studies suggest that self-serving evaluation is not a unitary phenomenon. When motivated by self-esteem protection, self-serving evaluation is not more cognitively demanding yet relies on different underlying computations and responds differently to factors assumed to improve self-insight.
Jennifer Beer, University of Texas at Austin
10:00 - OMHP F0.02

T44:05 Why less is more: The ironic consequences of target specificity on perspective taking and familiarity
The present research suggests that, paradoxically, people engage in more perspective taking and have a stronger feeling of familiarity with another person when they have vague or little rather than concrete or much information about that person.
Tobias Krüger, University of Heidelberg
10:20 - OMHP F0.02
S89  Taking the psychology of social class seriously: New research on socioeconomic status, well-being, and prejudice
We present research that applies social psychological theory and research methods to the study of socioeconomic status, a topic hitherto mainly studied in other social sciences. The presentations highlight different aspects of the relation between socioeconomic status, well-being, and prejudice.
Antony Manstead, Cardiff University

S89:01  “My dad’s car is bigger than your dad’s!”: Children’s relative socio-economic status, self-discrepancies, and well-being
Using cross-lagged analyses of 1,161 school children across three time points, we show that their relative, rather than absolute, socio-economic status within their immediate social environment predicts their well-being, through its effect on their ideal-actual self-discrepancies across several life-domains.
Matt Easterbrook, Cardiff University
Helga Dittmar, University of Sussex - Robin Banerjee, University of Sussex - Mark L. Wright, Roehampton University
11:05 - Aula

S89:02  A status-based explanation for the association between education and authoritarian values
Two studies, using representative samples and both cross-sectional and experimental methods, suggest that people with less education are more authoritarian than people with more education because of their devalued social status and not just because of cognitive deficiencies.
Mark Brandt, Tilburg University
P.J. Henry, New York University – Abu Dhabi
11:25 - Aula

S89:03  Education-based identification explains the effect of education on well-being and societal attitudes
Three studies show that less educated people experience problems constructing a positive social identity around their level of education, and that identification is related to lower well-being and more problematic societal attitudes. This suggests a novel explanation for education effects.
Toon Kuppens, University of Groningen
Russell Spears, University of Groningen - Antony S.R. Manstead, Cardiff University - Matthew J. Easterbrook, Cardiff University
11:45 - Aula

S89:04  A longitudinal test of the relationship between social class, ideology and prejudice
In four studies we tested whether lower levels of income and education (social class) are associated with higher levels of prejudice. The connection between social class and prejudice is explained by the endorsement of system-legitimating ideological attitudes (SDO and RWA)
Héctor Carvacho, Pontificia Universidad Católica de Chile
Andreas Zick, Bielefeld University - Andrés Haye, Pontificia Universidad Católica de Chile - Roberto González, Pontificia Universidad Católica de Chile - Jorge Manzi, Pontificia Universidad Católica de Chile - Caroline Friedhoff, Fernuniversität Hagen - Melanie Berti, Bielefeld University
12:05 - Aula
The wealth paradox: When economic prosperity hardens attitudes towards minorities
Studies are presented showing that anti-immigrant sentiments can be equally prevalent among the more affluent as among the poor. These effects are particularly pronounced when the economic situation is unstable and when the wealth gap within a society is increasing.

**Jolanda Jetten, University of Queensland**  
Frank Mols, University of Queensland - Russell Spears, University of Groningen - Tom Postmes, University of Groningen  
12:25 - Aula

Gender in the workplace

**T45:01**  
Be bold, but among subordinates – backlash effects, self-promotion strategies and women’s power status
In 2 studies we showed the role of women’s self-promotion in: lowering fear of success and raising her expectations concerning exam results and future earnings and lowering judgments about her, when being assessed by participants in the role of leaders.

**Natasza Kosakowska-Berezecka, University of Gdańsk**  
Marta Sokalska, University of Gdańsk  
11:05 - VOC zaal

The role of men and women’s expectations in evaluating female CEOs
Results revealed that women were significantly more judgmental of the female CEO and of her decision compared to men, and this effect was explained by women’s higher expectations of the female CEO to adhere to justice.

**Moran Anisman-Razin, Interdisciplinary Center (IDC) Herzliya**  
Tamar Saguy, Interdisciplinary Center (IDC) Herzliya  
11:25 - VOC zaal

I won’t feel good about it… stereotype threat, anticipated affect, and women’s math-related career motivation
Two experiments and one correlational study demonstrate that when women imagine a performance context where negative stereotypes about their gender exist, their motivation in the domain decreases - this effect is mediated by reduced anticipated positive affect.

**Carolin Schuster, University of Konstanz**  
Sarah E. Martiny, University of Konstanz  
11:45 - VOC zaal

Hindering women’s career: The implicit yet powerful role of language abstraction
Language abstraction of the terms used to compose applicants’ evaluations works as a subtle, strategic, and powerful means to bypass formal rules and discriminate women in academic personnel selection. Female applicants are indeed depicted with more enduring negative characteristics.

**Monica Rubini, Alma Mater Studiorum University of Bologna**  
Michela Menegatti, Alma Mater Studiorum University of Bologna  
12:05 - VOC zaal
T45:05  The polarising effect of female leaders: Role models or backlash-by-proxy?  
Reading about gender-based criticism of a female leader resulted in female participants high on conformity to feminine norms decreasing their interest in politics, while those low on conformity increased their interest. Male participants showed the opposite pattern on leadership variables.  
Christopher John Hunt, University of Sydney  
Karen Gonsalkorale, University of Sydney - Lisa Zadro, University of Sydney  
12:25 - VOC zaal

T46  Politics, ideology, and social influence

T46:01  Conspiracy theories and the intentionality bias  
People vary in their tendency to see intentionality and purpose in the actions of inanimate objects, and behind natural events (the “intentionality bias”). The present study demonstrates that this predisposition predicts the extent to which people endorse conspiracy theories.  
Karen Douglas, University of Kent  
11:05 - Doelenzaal

T46:02  Perceiving risk and sociopolitical ideology  
Right-wingers are generally considered threat-sensitive and left-wingers threat-averse (Duckitt, 2001 - Jost et al., 2003). But is this always true, across domains? Three studies examining community and student participants demonstrated that conservatives are risk-taking and left-wingers risk-averse depending on risk domain.  
Becky Choma, Ryerson University  
Yaniv Hanoch, Plymouth University - Gordon Hodson, Brock University - Michaela Gummerum, Plymouth University  
11:25 - Doelenzaal

T46:03  Conservatives and Liberals are equally disgusted  
According to Inbar, Pizarro and Bloom (2009) “Conservatives are more easily disgusted than liberals”. We show that whether conservatives or liberals are more easily disgusted is dependent on the specific content of the potential disgust elicitors.  
Jutta Proch, Friedrich Schiller University Jena  
Thomas Kessler, Friedrich Schiller University Jena  
11:45 - Doelenzaal

T46:04  When do punishments produce the most cooperation? The importance of retributive framings and public extraction  
Our field experiment explored the influence of framing and context of extraction on the effectiveness of financial deterrents. Participants were twice as likely to cooperate in response to a retributively framed fine and when fines were administered publicly.  
Tim Kurz, University of Exeter  
William Thomas, University of Sussex - Miguel Fonseca, University of Exeter  
12:05 - Doelenzaal
Scientific Programme

Saturday July 12
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T46:05
Perceptions of control and politics: how a lack of control leads to left-wing ideology
What psychological factors lead people to support “big government” policies? We find that feeling a personal lack of control, whether chronically experienced (Study 1) or situationally induced (Studies 2-3) lead people to be more supportive of left-wing economic policies.
Jamie Luguri, Yale University
Jaime Napier, Yale University
12:25 - Doelenzaal

S90:01
The past, the future, and me: The self and the temporal representation of events
Our selves and our emotions are crucially linked to memories and expectations. This symposium will discuss how past and future events can shape identity, how the self may be regulated through time perception, and how past events affect current emotion.
Kai Epstude, University of Groningen
Johanna Peetz, Carleton University

S90:02
On the representational systems supporting self-related future thought
Our sense of self depends in part on our thoughts about the future. Recent findings suggest that such thoughts are supported by a hierarchical knowledge structure in which abstract representations of possible selves organize the imagination of specific events.
Arnaud D’Argembeau, University of Liège
11:05 - Universiteitstuitertheater

S90:03
Time heals all wounds: Temporal distance and the regulation of emotional distress
The present studies explore whether and through what cognitive pathways temporal distancing from negative life events reduces distress. They suggest that adopting a distant-future perspective on these events supports emotional coping by highlighting their impermanence.
Emma Bruehlman-Senecal, University of California, Berkeley
Ozlem Ayduk, University of California, Berkeley
11:25 - Universiteitstuitertheater

S90:04
When calendars protect us from threat: Using temporal landmarks to regulate connection to future selves
Five studies show that temporal landmarks are used spontaneously to psychologically separate from undesirable selves. Participants were more likely to call to mind events that fell in between the current and a negative future self than a positive future self.
Johanna Peetz, Carleton University
Anne E. Wilson, Wilfrid Laurier University
11:45 - Universiteitstuitertheater

S90:04
How past actions versus inactions shape our affective experience
I will explore the distinction between actions and inactions in the context of the emotions shame and guilt. This distinction is connected to different temporal representations and different counterfactuals leading to variations in guilt, but not in shame.
Kai Epstude, University of Groningen
12:05 - Universiteitstuitertheater
Scientific Programme

Saturday July 12
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S91 When goals collide: The consequences and resolution of goal conflicts
We examine the consequences and resolution of goal conflicts, suggesting conflict induces motivated judgments (Kruglanski) and triggers a unique mindset (Kleiman). Furthermore, early attentional responses (Vogt), compensatory aggression (Leander) and identification of conflict (Fishbach) are instrumental for successful conflict resolution.
Tali Kleiman, New York University
Julia Vogt, University of Reading

S91:01 Truth vs. consequences: The fundamental goal conflict of social cognition
The legitimate motivation of any judgment is accuracy - to reach a judgment that one knows to be inaccurate is logically incoherent. Yet, various motivations often affect judgments implicitly. We present novel theory and evidence regarding general conditions for motivated judgments.
Arie Kruglanski, University of Maryland
Jocelyn Belanger, University of Maryland - Edward Orehek, University of Pittsburgh

S91:02 A conflict state of mind: Looking into the effects of a conflict-activated mindset
Goal conflicts activate a general mindset that once activated goes on to affect subsequent unrelated behavior. Activating conflict in a first task subsequently (a) reduces judgmental biases and (b) facilitates self-control and conflict resolution in a second, unrelated task.
Tali Kleiman, New York University

S91:03 Seeing goal conflict: Activating self-control eliminates attention to temptations
This talk examines how visual attention is allocated when events relevant to conflicting goals are presented in people’s environment. In self-control dilemmas, attention is allocated away from temptations and towards goal-relevant events but only when goal conflict is salient.
Julia Vogt, University of Reading

S91:04 The last refuge of the incompetent: A compensatory competence model of aggression
Goal failure might increase aggression because it represents a threat to competence. We propose that aggression is linked to the regulation of competence, helping to resolve the conflict of whether or not to disengage from the threatened goal.
Pontus Leander, University of Groningen

S91:05 Resisting the temptation to behave badly: Self-control promotes ethical decisions only when conflict is apparent
Ethical dilemmas pose self-control conflicts between behaving honestly and dishonestly. As such, providing decision-makers with advance warning of ethical temptations, activates self-control and leads them to behave ethically, but only if they identify the dilemma as posing a self-control problem.
Ayelet Fishbach, University of Chicago
Oliver J. Sheldon, Rutgers University
Handling risk in the real world: A context sensitive investigation of risk

The second symposium on risk explores how insights from social psychology research around risky decision-making can be transferred to real world situations by considering characteristics of real world decision-making as well as on specific situational factors of individual risk contexts.

_Eva Lermer, Ludwig Maximilian University, Munich_
_Eric Eller, Ludwig Maximilian University Munich_

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**S92:01**

_The description-experience-gap: Building a foundation from 10 years of data_

We need to pay attention to the experiential nature of real world risky decisions. A reanalysis of 10 years of data illuminates the underpinnings of the gap between experience and description based risky choices and solidifies its existence.

_Dirk Wulff, Max Planck Institut for Human Development_
_Ralph Hertwig, Max Planck Institut for Human Development - Max Mergenthaler Canseco, Free University Berlin_

11:05 - OMHP D1.09

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**S92:02**

_Emerging risks: Opportunities and threats of organizational approaches_

Based on a qualitative investigation in the reinsurance sector, we discuss state-of-the-art approaches for the identification, analysis and management of emerging risks by applying findings from social psychology and provide suggestions on how organizations can design functional emerging risk processes.

_Eric Eller, Ludwig Maximilian University Munich_
_Eva Lermer, Ludwig Maximilian University Munich - Rainer Sachs, Munich Re - Heidi Strauß, Munich Re - Bernhard Streicher, Ludwig Maximilian University Munich_

11:25 - OMHP D1.09

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**S92:03**

_Judge-advisor differences in risk assessments when choosing insurances_

Three experiments addressed judge-advisor differences in risk assessments. Results revealed that estimated risk was lower in personal judgments than in recommendations and that the standard of comparison and the perceived similarity to the advice seeker influenced unrealistic optimism.

_Sabine Scholl, University of Mannheim_
_Kim Büsgen, University of applied sciences Fresenius Germany_

11:45 - OMHP D1.09

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**S92:04**

_Psychological distance, framing and risk-taking behavior_

In two studies, we examined the influence of psychological distance and framing on risk-taking behavior in an applied setting. Psychological distance influenced students’ (N = 67) and physicians’ (N = 51) decisions in gain situations, but not in loss situations.

_Martina Raue, Ludwig Maximilian University Munich_
_Bernhard Streicher, Ludwig Maximilian University Munich - Eva Lermer, Ludwig Maximilian University Munich - Dieter Frey, Ludwig Maximilian University Munich_

12:05 - OMHP D1.09
The social power of the past: Nostalgia as a resource for interpersonal and group harmony
Nostalgia is an inherently social emotion but past research focused on individual outcomes. These four presentations examine its role in empathy, close-relationships, organisations, and groups. Findings indicate that nostalgia has the power to repair and enhance interpersonal and organisational functioning.

Erica Hepper, University of Surrey

S93:01 Nostalgia proneness and empathy
Four studies tested the relation between nostalgia proneness (NP) and empathy. NP was positive associated with affective, but not cognitive, empathy, and this association was partially due to social connectedness and attachment security. Further, NP longitudinally predicted increased affective empathy.

Jacob Juhl, University of Southampton
Tim Wildschut, University of Southampton - Constantine Sedikides, University of Southampton - Ad J. J. M. Vingerhoets, Tilburg University
11:05 - OMHP D0.08

S93:02 Nostalgia buffers perceptions of relationship quality for anxiously attached individuals
Four studies examined nostalgia within relationships. Nostalgia-proneness buffers deficits in relationship perceptions for individuals high in attachment-anxiety (Study 1-2). Nostalgia reduces anxious individuals’ affiliation needs (Study 3). Moreover, nostalgic (vs. ordinary) conversations are more intimate, enhancing relationship perceptions (Study 4).

Erica Hepper, University of Surrey
Tim Wildschut, University of Southampton - Constantine Sedikides, University of Southampton - C. Nathan DeWall, University of Kentucky
11:25 - OMHP D0.08

S93:03 Nostalgia buffers the negative impact of procedural injustice on organizational cooperation
An organizational field study and three laboratory experiments demonstrated that nostalgia buffers the deleterious impact of procedural injustice on organizational citizenship behavior and cooperation with authorities. It did so by buffering the negative effects of reduced social connectedness to authorities.

Marius van Dijke, Rotterdam School of Management, Erasmus University Rotterdam
Tim Wildschut, University of Southampton - Joost Leunissen, Rotterdam School of Management, Erasmus University Rotterdam - Constantine Sedikides, University of Southampton
11:45 - OMHP D0.08

S93:04 Collective nostalgia: A truly group-level emotion that confers unique benefits on the group
Recent research has rehabilitated nostalgia, but it has also focused exclusively on the individual level of analysis. I will present research that shed light on the significance of collective nostalgia for understanding group-level attitudes, action tendencies, behavioral intentions, and behavior.

Tim Wildschut, University of Southampton
Martin Bruder, University of Konstanz - Sara Robertson, University of Oxford - Wijnand van Tilburg, University of Southampton - Constantine Sedikides, University of Southampton
12:05 - OMHP D0.08
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Putting morality in context: Moral judgment under intra and intergroup pressure
We seek to deepen the understanding of group forces influencing moral judgments. We discuss intra group factors: (a) attributed social motivation - and (b) interpersonal relations. And intergroup factors: (c) conflicting moral foundations and (d) moral systems justifications.
Adi Amit, The open university of Israel

The (im)morality of gossip: Prosocial and selfish motives for, and consequences of, gossip
We challenge the view of gossip as immoral behavior by presenting four studies that show that whereas gossip sometimes serves egoistic, prosel self goals, it can also serve prosocial goals by controlling self-serving, group-harming behavior.
Gerben A. Van Kleef, University of Amsterdam
11:05 - OMHP F0.01

The prism of loyalty: The refracting influence of social relationships on moral judgment
In this presentation, I will introduce the relational dilemma (a relationship based moral dilemma), present research using the relational dilemma which shows that interpersonal relationships indeed alter our moral judgment, and offer some explanations as to why this occurs.
Walter J. Sowden - University of Michigan
Shirli Kopelman, University of Michigan
11:25 - OMHP F0.01

Two foundations of moral judgments in intergroup conflict
We show that moral judgments in intergroup conflict independently rely on two moral foundations: Loyalty and Ingroup favoritism. We further show that people differ in the importance they attribute to each foundation: Conservation leads to higher reliance on loyalty.
Adi Amit, The open university of Israel
Sonia Roccas, The open university of Israel.
11:45 - OMHP F0.01

Malleable morality: Disengagement and framing
We focus on moral disengagement strategies in the context of intergroup violence, and on the effects of moral versus pragmatic arguments against torture of enemy prisoners in war, on support for torture. We present theoretical arguments and empirical findings.
Emanuele Castano, New School for Social Research
Bernhard Leidner, UMASS Amherst - Peter Kardos, UMASS Amherst
12:05 - OMHP F0.01

Discussant
Roger Giner-Sorolla, University of Kent
12:25 - OMHP F0.01
The global village: The impact of cultural mobility on personality, identity, and well-being.
The psychological consequences of inter- and intra-cultural mobility are explored. Does sojourning impact on personality? Are there different individual trajectories of sojourner well-being? How does intra-national mobility affect self and identity? And what is the role of cultural distance?

Nicolas Geeraert, University of Essex
Julia Zimmermann, Friedrich Schiller University Jena

Do we become a different person when hitting the road? Personality development of sojourners
We investigated the dynamic interplay between personality characteristics and international mobility experiences with a prospective control group study. The analyses sustained personality-related self-selection and socialization effects with the latter being largely explained by the acquisition of new international support relationships.

Julia Zimmermann, Friedrich Schiller University Jena
Franz J. Neyer, Friedrich Schiller University Jena
11:05 - OMHP C0.17

The highs and lows of a cultural transition: Well-being trajectories of intercultural exchange students
In a multinational longitudinal study of 2480 exchange students multiple growth trajectories (classes) of well-being are identified. Membership to these different classes is found to be related to pre-travel variables as well as later indicators of sojourn success.

Kali Demes, University of Essex
Nicolas Geeraert, University of Essex
11:25 - OMHP C0.17

Mobility and identity development
Mobility constitutes extensive challenges and opportunities. The concept of identity provides an innovative perspective for a deeper understanding of mobility, i.e. the extensive effects on different identity domains. To investigate these identity processes we analyzed longitudinal data.

Elisabeth Schubach, Friedrich Schiller University Jena
Franz J. Neyer, Friedrich Schiller University Jena
11:45 - OMHP C0.17

Worlds apart: How does cultural distance affect sojourner adaptation and well-being?
Does sojourner adaptation become more difficult when cultural distance increases? Analyses of longitudinal sojourner data revealed that perceived cultural distance was correlated with macro-level indicators of distance. Increased cultural distance was also associated with lower levels of well-being and adaptation.

Nicolas Geeraert, University of Essex
Kali Demes, University of Essex
12:05 - OMHP C0.17
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T47:01  Enhancing performance and motivation in youth
“Incredibly beautiful!” The adverse impact of inflated praise on children with low self-esteem
“Incredibly beautiful!” At this moment, parents all around the Western world are giving such inflated praise to children. Our research shows that parents are inclined to give inflated praise to children with low self-esteem, but that this inclination ironically backfires.

Eddie Brummelman, Utrecht University
Sander Thomaes, University of Southampton and Utrecht University - Bram Orobio de Castro, Utrecht University - Geertjan Overbeek, University of Amsterdam - Brad J. Bushman, The Ohio State University, VU University Amsterdam
11:05 - OMHP C2.17

T47:02  Too special to forgive
Whereas telling someone that he/she is a special person may be a sign of affection, the present findings suggest that too much focus on specialness may ultimately hurt the special person’s interpersonal relationships by making him/her less forgiving.

Reine van der Wal, Radboud University Nijmegen
Johan Karremans, Radboud University Nijmegen
11:25 - OMHP C2.17

T47:03  “Acting male” in the classroom. How boys negotiate their gender identity in school
One explanation for boys turning away from school is the incompatibility between masculinity and values associated with school. We tested whether boys can reassure their gender identity in learning environments highly supportive of autonomy, as a central dimension of masculinity.

Martin Latsch, Freie Universität Berlin
Prof. Dr. Bettina Hannover, Freie Universität Berlin
11:45 - OMHP C2.17

T47:04  The social costs of cognitive enhancement
We show that the use of ‘cognitive enhancers’ (pharmacological substances that can improve mental performance) entails social costs, for the user in being perceived as less success deserving, for the perceiver in feeling more malicious envy and decreased performance motivation.

Nadira Faulmüller, University of Oxford
Jan Crusius, University of Cologne
12:05 - OMHP C2.17

T47:05  Ritalin: A treatment for disappointing grades? Performance levels and the intake of cognitive enhancement substances
Investigating reasons why healthy students take medical substances to improve cognitive performance (‘cognitive enhancement’), we found that being in danger of comparatively bad performance leads to the willingness to take Ritalin, whereas the chance to comparatively high performance does not.

Kimberly Schelle, Radboud University Nijmegen
Nadira Faulmüller, University of Oxford
12:25 - OMHP C2.17
The social side of language: How linguistic cues guide social inferences

This symposium demonstrates how inferences about social targets depend on language features that are largely independent of semantic content. They may range from the most obvious and blatant to the most subtle and hidden characteristics of language.

*Dagmar Stahlberg, University of Mannheim*

*Anne Maass, University of Padova*

**S96:01**

Metaphors we group by. The role metaphors in social communication

Four studies explore metaphors use in social communication showing that 1) metaphors are chosen to persuade, 2) different metaphors describe native vs. immigrant criminals, 3) metaphors exacerbate negative stereotypes and 4) are preferred to communicate negative outgroup characteristics.

*Caterina Suitner, University of Padova, Italy*

*Caterina Suitner, University of Padova* - *Angela Alessandrini, University of Padova* - *Luciano Arcuri, University of Padova*

11:05 - OMHP A0.08

**S96:02**

Sentencing children to die in prison: Essentialist language increases the favorability of life sentences

Referring to a 14-year-old child’s crime with a noun (“is a murderer”), vs. a verb (“committed murder”), increases the perceived appropriateness of sentencing that child to life without parole because it frames the crime as reflecting the child’s essential nature.

*Christopher Bryan, University of California, San Diego*

*Christopher J. Bryan, University of California, San Diego* - *Jessica Cornick, University of California, Santa Barbara*

11:25 - OMHP A0.08

**S96:03**

Verbs as Linguistic Markers of Social Agency - The Social Side of Grammar

In a multi-language and multi-method approach, we demonstrate (1) the novel effect that verbs (but not adjectives and nouns) imply social agency and (2) evidence of social agency and abstractness being independently related to linguistic categories.

*Magdalena Formanowicz, University of Bern*

*Janin Roessel, University of Mannheim* - *Anne Maass and Caterina Suitner, University of Padova*

11:45 - OMHP A0.08

**S96:04**

The importance of being the first: The word order effect in social-cognitive processes

Bauman claimed that “Order means the right thing in the right place at the right time”. A peculiar human feature is the search of order. This order contributes to give meaning to actions and to guide interpretation.

*Maria Laura Bettinsoli, University of Padova, Italy*

*Anne Maass, University of Padova* - *Caterina Suitner, University of Padova*

12:05 - OMHP A0.08

**S96:05**

You are sick! Effects of (gay vs. straight) voice on stereotype disease attribution

Attribution of individuals’ disease likelihood is based on voice-driven categorization and stereotype. Gay (vs. heterosexual) male speakers were associated with stereotypically “gay” and “female” diseases whereas “male” diseases were attributed more to lesbian than heterosexual female speakers.

*Fabio Fasoli, University of Padua*

*Anne Maass, University of Padua (Italy)* - *Simone Sulpizio, University of Trento*

12:25 - OMHP A0.08
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T48  Affect and cognition

T48:01  Don’t talk behind my back: Audible feedback localized behind participants is perceived as threatening.
Sounds coming from out of sight are perceived as threatening. In four experiments, participants were exposed to audible messages voiced from different locations. The results showed that messages were perceived as more negative when coming from behind and concerned perceivers.

Natalia Frankowska, Warsaw School of Social Sciences and Humanities
Michał Parzuchowski, Warsaw School of Social Sciences and Humanities, University of Fribourg - Bogdan Wojciszke, Warsaw School of Social Sciences and Humanities
11:05 - OMHP F0.02

T48:02  Spatial frequency content moderates the memory advantage for emotional faces
We investigated the role of spatial frequencies in the memory advantage for emotional faces. Our findings imply that low spatial frequency information contributes critically to this effect, in line with evidence showing that specific, emotion-related pathways rely on such information.

Michaela Rohr, Saarland University
Dirk Wentura, Saarland University
11:25 - OMHP F0.02

T48:03  Processing mental state language with internal or external focus involves different neural systems.
We investigated how context modulates embodied simulation. Stimuli were sentences describing emotional and non-emotional states with a focus on internal or external sensations. Results show that the same mental states are represented by different neural patterns depending on focus.

Suzanne Oosterwijk, University of Amsterdam
Scott Mackey, University of California, San Diego - Christy Wilson-Mendenhall, Northeastern University - Piotr Winkielman, University of California, San Diego - Martin P. Paulus, University of California, San Diego
11:45 - OMHP F0.02

T48:04  Feeling impulsive, thinking prosocial: The importance of distinguishing guilty thoughts from guilty feelings
Psychologists often assume that guilty feelings and guilty thoughts serve the same function - namely to maintain reciprocal relationships. I present a literature review, three behavioural studies and an fMRI study to investigate whether a behavioural, motivational and neural distinction exists.

Neil McLatchie, Lancaster University
Roger Giner-Sorolla, University of Kent - Stuart Derbyshire, National University of Singapore
12:05 - OMHP F0.02

T48:05  Mortality salience and the need for transgenerational continuity
Evidence is presented that the need for self-continuity is a motivational explanation for an increased desire for offspring under conditions of existential threat. Self-continuity can even be achieved by adopted children when transmission of the self by education seems viable.

Annedore Hoppe, University of Leipzig
Immo Fritsche, University of Leipzig - Nicolas Koranyi, University of Jena - Janis Etzel, University of Jena
12:25 - OMHP F0.02
Does the belief in conspiracy theories satisfy the need for uniqueness?
Belief in conspiracy theories could be a way to differentiate from others. Our first piece of evidence shows that high-believers in conspiracy theories believe they have a higher level of belief than the level of belief they attribute to others.

*Anthony Lantian, Univ. Grenoble Alpes*
*Cécile Nurra, Univ. Grenoble Alpes* - *Dominique Muller, Univ. Grenoble Alpes*

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Positivity of self-concept as a potential moderator of the effects of media on body dissatisfaction
This study examines the moderating effects of the content and organization of self-concept on the relation between thin-ideal media exposure and negative effects. The net number of positive self-schema marginally moderates the relation between thin-ideal media exposure and body dissatisfaction.

*Yee Lam Li, The University of Hong Kong*

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Justice sensitivity and reputational memory: The role of social expectations
Reputational memory is flexibly modulated by social expectations. Here, we examined how participants' memory for moral or immoral behaviors is shaped by trustworthy or untrustworthy person labels, and how these effects are modulated by inter-individual differences in injustice sensitivity.

*Raoul Bell, Heinrich Heine University Düsseldorf*
*Laura Mieth, Heinrich Heine University Düsseldorf* - *Mario Gollwitzer, Philipps-University Marburg* - *Axel Buchner, Heinrich Heine University Düsseldorf*

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Cooperation in social groups: Cheater memory in intergroup contexts
The maintenance of large-scale cooperation demands particularly efficient cognitive mechanisms for the processing of cheaters in ingroup contexts. Experiments show an enhanced source memory for in-group cheaters and out-group trustworthy persons, and point to the importance of individual differences.

*Stefanie Hechler, University of Jena*
*Franz J. Neyer, University of Jena* - *Thomas Kessler, University of Jena*

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Catch me if you can: Effects of victim sensitivity on cheater detection
The present research suggests that victim-sensitive individuals are biased towards cues of untrustworthiness at the interpersonal as well as at the intergroup level. However, this bias does not seem to enhance cheater detection but leads to an underestimation of cooperation.

*Philipp Süssenbach, Philipps-University Marburg*
*Mario Gollwitzer, Philipps-University Marburg*

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The SPOT effect: People exhibit a spontaneous preference for their own theories
People spontaneously display intellectual arrogance, regarding beliefs as true merely because they are their own. In two studies, merely imagining a fictional theory was their own versus another’s, led participants to regard it as significantly more likely to be true.

*Nikhila Mahadevan, University of Southampton*
*Aiden P. Gregg, University of Southampton*
Bicultural identity integration and identity motives among transracial adolescent adoptees  
The present study focuses on identity motives in guiding Bicultural Identity Integration (BII, Haritatos & Benet-Martinez, 2002) among transracial adoptees and analyzes whether and the extent to which the identity motives and BII are related to adoptees’ psychosocial well-being.  
Laura Ferrari, Catholic University of Milan  
Rosa Rosnati, Catholic University of Milan - Claudia Manzi, Catholic University of Milan

Exploring identity processes on Facebook in different stages of life.  
The aim of this study was to analyze if Facebook serves different identity needs at different stages of life. We analyzed how frequency use and identification with FB is associated with eight identity motives in adults and adolescents.  
Claudia Manzi, Catholic University of Milan  
Camilo Regalia, Catholic University of Milan - Piercesare Rivoltella, Catholic University of Milan - Simona Ferrari, Catholic University of Milan

Facebook affirmation and movement towards the ideal self among narcissists in Thailand and UK  
The current research shows that Facebook helps narcissists move closer to their ideal selves. Participants from collectivistic culture of Thailand benefited more than those from individualistic British culture, as Facebook allows individuals to express their aspiration, free from social constraints.  
Yokfah Isaranon, Goldsmiths, University of London  
Madoka Kumashiro, Goldsmiths, University of London - Jonathan Freeman, Goldsmiths, University of London

Hide or seek!  
Subjects read an institutional intimidation scenario which was relevant vs. not relevant for their working conditions. Ideal vs. ought self-guide was manipulated via a priming procedure, public self-awareness via a webcam. Behavioral tendencies, approach-avoidance tendencies and emotional reaction were measured.  
Felix Goetz, Julius-Maximilians-Universität Würzburg

Put on the red shirt and flirt! The influence of the color red on self-attractiveness  
Individuals perceive themselves as more attractive with a red shirt. In case of male participants the red-effect on self-attractiveness was mediated by self-status, while for women the effect on self-attractiveness was due to an increase in their sexual receptivity.  
Anne Berthold, University of Zuerich  
Gerhard Reese, University of Luxemburg

Social comparison in the context of risk: Consequences on implicit and explicit self-evaluation  
This research examined self-evaluative outcomes of social comparison in the area of risk. Although comparison with a low (reckless) vs. high (cautious) standard does not have an impact at the explicit level, it produces a contrast effect on implicit self-evaluation.  
Natalia Rusnac, University of Strasbourg  
Patricia Tassi, University of Strasbourg - Florence Spitzenstetter, University of Strasbourg
The effect of social comparison dynamics on interpersonal organizational citizenship behavior and social undermining
Adding the temporal dimension to study social comparisons, we show that when a comparison target’s trajectory is positively dynamic, participants show less interpersonal organizational citizenship behavior and more social undermining than when the trajectories remain constant or are static.

Susan Reh, Kühne Logistics University
Christian Tröster, Kühne Logistics University - Niels Van Quaquebeke, Kühne Logistics University

How upward comparisons and knowledge awareness influence knowledge exchange
Supporting meta-knowledge about what other people know can lead to knowledge hoarding in response to a partner’s inferior knowledge. However, we show that collaborators can be motivated to increase task engagement if they become aware of a partner’s knowledge superiority.

Josephine Neugebauer, Knowledge Media Research Center, Tuebingen
Devin Ray, University of Aberdeen - Kai Sassenberg, Knowledge Media Research Center, Tuebingen

Implicit upward comparison in the classroom: When raising hands undermines academic performance.
This study documented the impact of upward comparison on achievement in classroom settings. A randomized study demonstrated how raising hand undermines the achievement of children striving with academic material. Findings are discussed regarding the differential preparedness related to socioeconomic background.

Sébastien Goudeau, University of Poitiers
Jean-Claude Croizet, University of Poitiers

The role of devil’s advocacy and social comparison on the idea generation performance
The effects of devil’s advocacy and comparison targets on the brainstorming performance were investigated. The groups with 3 devil advocacy role and those compared with classmates generated more ideas than their counterparts.

Bilgesu Hasçuhadar, Abant Izzet Baysal University
Gamze Uyku Armutcuaglu, Abant Izzet Baysal University, - Hamit Coskun, Abant Izzet Baysal University

A group-based perspective on impression management: How we want others to see our group
The current research looks at how people's impression management efforts can vary as a function of their social group-memberships. Findings from this study further indicate that changes in the comparative context can also impact upon inter-group impression management strategies.

Li Lim, The Australian National University
Sheri Kim, The Australian National University - Michael Platow, The Australian National University
Every group member is better than the group's average: the influence of within-group similarities

Unique Attribute and Weighted-LOGE theories make opposing predictions about the way within-group differences influence “everyone is better than average” bias. In three experiments, the bias was stronger when group members were construed as similar rather than different from each other.

Shir Etgar, Tel Aviv University
Yechiel Klar, Tel Aviv University - John R. Chambers, Saint Louis University

When Lady Luck cheats on you

How do people judge those favored by luck? In two studies, participants rated their liking for a target individual, and perceived warmth of the individual. Perceived luck predicted negative social judgments, but the effect was qualified by beliefs around luck.

Omesh Johar, Iowa State University
Zlatan Krizan, Iowa State University

The role of epistemic motivation and compensation effect in the perception of groups

In five researches (various contexts, research designs, target groups) we tested, whether Need for Cognitive Closure moderates the compensation effect. Results indicate that the compensation effect can be used in building structured view of the social world.

Piotr Dragon, Jagiellonian University
Małgorzata Kossowska, Jagiellonian University

Is beauty really truth? The impact of facial attractiveness and target gender on knowledgability

In contrast to the classical beauty-truth link we find an ugly-truth effect when it comes to factual statements. Participants showed more agreement on those statements that were accompanied by less attractive faces than more attractive faces.

Giti Bakhtiari, University of Wuerzburg

Health threatening communication and defensive processing: The role of emotional arousal

This study assesses if and how emotional arousal elicited by a health threatening communication could affect defensive processing. Our results provide evidence to support a strong effect of emotional arousal - even if, it seems limited only for highly vulnerable people.

Jérôme Blondé, University of Aix-Marseille
Fabien Girandola, University of Aix-Marseille

“Mind full or mindful?” A generalization of the emotional seesaw phenomenon to cognitive busyness

Present research delineates if the Emotional Seesaw Phenomenon is based on a general mechanism of cognitive business provoked by expectancy violating stimuli that lead participants to adopt an inner focus and consequently react mindlessly. Five experiments support this theoretical perspective.

Magdalena Kaczmarek, International Max Planck Research School
Melanie Steffens, University Koblenz Landau
Beauty and credibility. The relation at implicit and explicit level.
Using a Stroop task and an explicit measure focusing the association between attractiveness, credibility and valence we show that the attractiveness-credibility link is not a simple operationalization of the association of attractiveness with positivity.

Joana Mello, ISPA
Teresa Garcia-Marques, ISPA, Lisbon

Motivations and antecedents of Third-Party Responses.
There is a growing literature on different Third Party Responses in cases of social norm violation. The main goal of the present paper is to discuss the motivations of Third-Party Responses, linking them to environmental characteristics and individual differences.

Diogo Ferreira, Universidade Federal de Sergipe - Tilburg University

Social influence in freely interacting groups: Biased information acquisition after group discussions
Our results show that after simultaneous minority and majority influence in dissent groups majorities exhibit a balanced information search, whereas minorities tend to converge to their own position, and this can be the majority position if the minority has converted.

Andreas Mojzisch, University of Hildesheim
Stefan Schulz-Hardt, University of Goettingen

The impact of normative climates on gender role attitudes
Following a social representations approach, we show that own gender role attitudes in 20 European countries are influenced by the normative climate, controlling for individual and structural context variables like family policy indicators and gender equality indices.

Véronique Eicher, NCCR LIVES
Stephanie Glaeser, NCCR LIVES - Aude Martenot, NCCR LIVES - Sandra Penic, University of Lausanne - Richard A. Settersten, Oregon State University - Dario Spini, NCCR LIVES

Effects of health goals and social influence on food choices
Short, simple cues for social presence may affect choices of healthy products when people pursue health goals. The present experiment showed two main effects, such that people with health goals and social presence cues chose more healthy foods.

Jenny V. Bittner, University of Ulm
Sandra teStroet, University of Twente

Birds of a feather misremember together: Shared social identities increase memory conformity
Building on research that indicates that shared social identity increases individual's conformity to ingroup opinions and behaviours, the current study is the first to demonstrate that an individual's sense of shared social identity also increases their susceptibility to memory conformity.

Craig Thorley, University of Liverpool
Claire Campbell, University of Ulster
Poster Session 6
Saturday July 12
13:00 - 14:00 - Atrium

P06:30  Groupthink 2.0: The power of groupthink in China
Issued from a five-case study since late Deng's China, the investigator discovers that cultural settings are relevant to the validity of the Groupthink theory. The theory shows persuasive power in dictating policy quality made by politburo standing committee.
Tony Lee, University of Taipei

P06:31  I won't tell: 4-year-olds show loyalty to their group by keeping group secrets
This study shows that 4-year-old children are less likely to tell their in-group’s secret to a stranger, even when it is materially rewarding, compared to an out-group’s secret. Thus, young children are committed and loyal members to their own groups.
Antonia Misch, Max Planck Institute for Evolutionary Anthropology
Harriet Over, University of York - Molinda Carpenter, University of St. Andrews, Max Planck Institute for Evolutionary Anthropology

P06:32  Conformity in assessing attractiveness of opposite sex faces
The aim of the research was to examine whether people are influenced by the opinions of others when assessing attractiveness of the opposite-sex faces. Conformity was not proved. This may suggest that people trust their own opinions when judging attractiveness.
Stanislava Kováčová, Academy of Sciences of the Czech Republic - Masaryk University
Martin Valenta, Masaryk University - Mojmír Tyrlík, Masaryk University

P06:33  Social influence and perceptual decision-making: A diffusion model analysis
Employing a diffusion model approach, we investigated in three experiments whether social influence on decision-making is due to a perceptual bias and/or due to a judgmental bias. We consistently found that social influence alters the uptake of sensory information.
Markus Germar, University of Hildesheim
Alexander Schlemmer, University of Hildesheim - Kristine Krug, University of Oxford - Andreas Voss, University of Heidelberg - Andreas Mojzisch, University of Hildesheim

P06:34  Effects of mortality salience and group norms on judgments in lie detection
Assuming that thinking about one’s own death increases the value of honesty, we found mortality salience to decrease truth bias when judging statements as true or false. This was however not the case when group solidarity was pronounced.
Simon Schindler, University of Kassel
Marc-André Reinhard, University of Kassel

P06:35  Self-persuasion enhances the effectiveness of cigarette warning labels
Questions motivate people to find self-generated arguments. Two studies tested the usefulness of questions about the negative effects of smoking on warning labels. Questions increased smoking-related risk perception and decreased smoking behavior.
Sabine Gock, University of Luxembourg
Barbara C.N. Müller, Radboud University Nijmegen - Simone M. Ritter, Radboud University Nijmegen

P06:36  The effectiveness of self-persuasion in media campaigns
The present set of studies investigates to what extent self-persuasion can effectively used in pro-social mass media campaigns. In doing so, we showed that self-persuasion is more effective than common campaigns when processing is facilitated by a counter attitudinal message.
Stefan Bernritter, University of Amsterdam
Matthijs van Leeuwen - Rick B. van Baaren, Behavioural Science Institute, Radboud University Nijmegen
Too much of a good thing: The amount of self-generated arguments influences self-persuasion
We suggest that feelings of ease or difficulty in generating arguments guide subsequent behavioural intentions or responses. Two studies demonstrated that generating two arguments lead to more helping than generating ten arguments. When arguments were provided, the pattern reversed.
Barbara Müller, Radboud University Nijmegen
Daniël H. van Someren, Radboud University Nijmegen - Renate Gloudemans - Matthijs van Leeuwen - Rainer Greifeneder, University Basel

Re-examining the agentic shift: The sense of agency influences the effectiveness of (self) persuasion
We investigated the relation between experiences of agency, and the effectiveness of persuasion techniques. Experiences of low agency improved the effectiveness of persuasion techniques, while experiences of high agency improved the effectiveness of self-persuasion techniques
Rick van Baaren, Radboud University Nijmegen
Tom G. E. Damen, Radboud University Nijmegen - Barbara C. N. Müller, Radboud University Nijmegen - Ap Dijksterhuis, Radboud University Nijmegen

What way emancipation? Analysing humiliation rhetoric in the speeches of Dr. B. R. Ambedkar
The analysis key speeches of Dr. B. R. Ambedkar, leader of Dalits (ex-untouchables), suggests that ingroup responsibility is a key dimension of humiliation rhetoric. The construal of social relations of humiliation found to be fundamental in responding to humiliation.
Yashpal Jogdand, University of St Andrews
Steve Reicher, University of St Andrews

Leadership as a contest for influence: Support for status-quo and social change leadership
In a world that is constantly changing where groups have aspirations for the future, leaders need to go beyond just representation of the present norms to also be aligned with future aspirations to succeed over leadership advocating the status quo.
Shaistha Mohamed, The Australian National University
Emina Subašić, Australian National University - Katherine J. Reynolds, Australian National University - S. Alexander Haslam, University of Queensland

Underlying mechanisms of mimetic desires
We examined informational influence and normative fit as underlying mechanisms of mimetic desires. Indicating an informational influence, positive adjective were associated with looked-at-paintings but not with paintings looked away from, and the number of gazers did not increases mimetic desires.
Evelyne Treinen, Université Catholique de Louvain
Max Weisbuch, University of Denver

Don’t tell them what they should do, but what their peers do
A descriptive norm message (marginally significantly) improved adolescents' fruit consumption across two days, while not improving behavioral intentions. An injunctive norm not only did not increase fruit consumption but actually led to decreased intentions to consume sufficient fruit.
Marijn Stok, Utrecht University
Denise de Ridder, Utrecht University - Emely de Vet, Wageningen University & Research Centre - John de Wit, University of New South Wales
Poster Session 6
Saturday July 12
13:00 - 14:00 - Atrium

P06:43 Peer influence and adolescent sexual (risk) behavior: A meta-analysis
The present meta-analysis shows that peers play an important role in adolescent sexual (risk) behavior, and that addressing adolescents’ (mis)perceptions of sexual peer norms is an important component of prevention and intervention strategies that promote youth sexual health.
Daphne van de Bongardt, Utrecht University
Ellen Reitz, Utrecht University - Theo Sandfort, Columbia University - Maja Deković, Utrecht University

P06:44 Sex, lube, videotape: Impacts of sexual risk-taking norms communicated in gay sex clubs
Sexual risk-taking depends on local norms. Gay sex clubs often show pornography depicting (un)protected intercourse, and vary in their rules about condom use. Results suggest that these features of such sexually-charged environments convey norms that might promote (un)safe sexual behavior.
Skyler T. Hawk, Chinese University of Hong Kong
Kai Jonas, University of Amsterdam

P06:45 Is neural sensitivity to social conflict related to subsequent conformity and attention to group judgment?
The strength of neurophysiological signals of social conflict during affective judgment was not related to conformity in a later task. However, group judgment in the second task was processed less attentively the higher the neural conflict signal had been.
Robert Schnuerch, University of Bonn
Sina-Alexa Trautmann-Lengsfeld, University Medical Center Hamburg-Eppendorf - Henning Gibbons, University of Bonn

P06:46 Men and women in time of crisis: social representations of crisis in a gender/status perspective
This study aims to examine how men and women in high- and low-status positions conceive of the economic crisis and envision to cope with it. Findings of a 2012 survey demonstrate differences in definitions and strategies to face the crisis.
Anna Liguori, University of Geneva
Fabio Lorenzi-Cialdi, University of Geneva - Ida Galli, University of Naples "Federico II" - Roberto Fasanelli, University of Naples "Federico II"

P06:47 Drugs and drug addicts in the lay representations of young Russians: from “observer” to “actor”
It was found that lay representations of drugs and drug addicts are based on the items from public (social, medical, legal), and private context (life style). The representation structure differs as a function of distance towards drug and drug addicts.
Inna Bovina, Moscow State University of Psychology and Education
Nikolai Dvoryanchikov, Moscow State University of Psychology and Education - Liza Berezina, Raffles College of Higher Education - Mikhail Debolsky, Moscow State University of Psychology and Education - Alexander Il’in, Administration of Federal Service of Execution of Punishment of Russian Federation
Poster Session 6
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P06:48  Drugs and drug addicts in the lay representations of young Russians: from “observer” to “actor”
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Inna Bovina, Moscow State University of Psychology and Education
Nikolai Dvoryanchikov, Moscow State University of Psychology and Education - Liza Berezina, Raffles College of Higher Education - Mikhail Debolsky, Moscow State University of Psychology and Education - Alexander Ill’in, Administration of Federal Service of Execution of Punishment of Russian Federation

P06:49  Social representations and sociability contexts
If social representations are « fundamental categories of sociability » (Rouquette & Rateau, 1998), then a change in the social context (Abric & Guimelli, 1998) should trigger a change in the social representations. Two studies brought evidence to this hypothesis.

Andreea Ernst-Vintila, Université de Reims Champagne-Ardenne
Amandine Herbay, Université de Reims Champagne-Ardenne - Meri Smbatyan, Yerevan State University, Université de Reims Champagne-Ardenne

P06:50  A cross-cultural study on social representations of obedience and disobedience
Social psychology has always been focused on studying authority relationship without giving a descriptive definition of obedience and disobedience. This study aims to investigate the meaning of obedience and disobedience within a cross-cultural research design involving Italy, Austria and U.S.A.

Francesco Fattori, Catholic University of Sacred Heart - Milan
Maura Pozzi, Catholic University of Milan - Elena Marta, Catholic University of Milan - Alessandro Quaratioli, East Carolina University - Amrei Zapf-Jörchel, Sigmund Freud PrivatUniversität – Sara Alfieri, Catholic University of Milan – Daniela Marzana, Catholic University of Milan

P06:51  Why similarities foster the good and differences reveal the bad
There is a prevalence of positive information in the environment. Building on a cognitive-ecological sampling approach (Fiedler, 2001), we predicted and demonstrated that searching for similarities in the environment amplifies this prevalence, while searching for differences attenuates the prevalence.

Hans Alves, University of Cologne
Alex Koch, University of Cologne - Christian Unkelbach, University of Cologne

P06:52  Deductive reasoning under stereotype threat. The role of working memory
The study showed that stereotype threat impairs effectiveness both in testing and learning situation, because it reduces ability to integrate information into coherent mental model and ability to falsify hypothesis and rules.

Sylwia Bedyńska, University of Social Sciences and Humanities

P06:53  Impact of intergroup contact on outgroup attitudes among minorities: The moderating role of perceived discrimination
We investigated among minorities the moderating role of perceived discrimination on the effects of intergroup contact on attitudes towards majorities. We obtained surprisingly a stronger positive effect of contact on outgroup attitudes among minority teenagers who experienced more police discrimination.

Alejandra Alarcon Henriquez, University of Oxford
Ralf Woelfer, University of Oxford - Miles Hewstone, University of Oxford
How priming national versus other collective narcissism impacts intergroup attitudes: minority's answer to majority's narcissism
When primed with the collective narcissism of a majority group versus other reference group, participants' attitudes towards minority are influenced by the minority's appropriate message for the narcissist majority such as flattering the majority or showing their usefulness
Mihaela Boza, Alexandru Ioan Cuza University of Iasi

Two types of homonegativity and private/public distinction
In two correlational studies it was demonstrated that old-fashioned and modern homonegativity correspond with private/public distinction as far as the life of homosexuals is concerned. While old-fashioned homonegativity was associated with private sphere, modern prejudice was related to public domain.
Paulina Górska, University of Warsaw
Michał Bilewicz, University of Warsaw

Positive ingroup contact norms increase support for reparation policies via forgiveness
The study looked at antecedents of forgiveness in Cyprus. Analyses suggested prior contact led to increased forgiveness via reductions in symbolic threat and dehumanization. Positive ingroup contact norms increased support for reparation policies, mediated by forgiveness toward Greek Cypriots.
Shenel Husnu, Eastern Mediterranean University
Sofia Stathi, University of Greenwich

The effects of positive and negative day-to-day contact experiences on different dimensions of intergroup attitudes
Research on day-to-day intergroup contact needs to consider negative as well as positive contact experiences, because both uniquely predict intergroup attitudes, and are associated with different dimensions of intergroup attitudes.
Agostino Mazziotta, University of Hagen
Anette Rohmann, University of Hagen - Stephen C. Wright, Simon Fraser University - Pablo De Tezanos-Pinto, Pontificia Universidad Católica de Chile

The strategic use of stereotypes about immigrants: Sustaining political goals through ascribing different stereotypical traits
Two experimental studies were conducted seeking the identification of strategic effects in the use of stereotypes about immigrants. Participants with similar attitudes towards immigration use different stereotypical traits under different strategic conditions in order to serve their political goals.
Rita Morais, Institute of Social Sciences of the University of Lisbon
Denis Sindic, Institute of Social Sciences of the University of Lisbon - Rui Costa Lopes, Institute of Social Sciences of the University of Lisbon - Manuela Barreto, University of Exeter

The world's biggest salad bowl: Facebook connecting cultures
The effects of virtual intergroup contact on attitudes toward outgroups have been investigated. A Facebook Application retrieved objective data about the intercultural composition of participants' online networks. Results revealed a negative relationship mediated by humanitarian-egalitarian values.
Anne Schwab, University of Innsbruck
Tobias Greitemeyer, University of Innsbruck
Why does disgust sensitivity predict negative attitudes towards gay people? We find that disgust sensitivity predicts greater traditionalism. This explains why disgust sensitive individuals are more negative toward gays (and other groups seen as threatening traditional sexual values), and more positive towards groups seen as upholding these values.

Yoel Inbar, Tilburg University
Jarret Crawford, The College of New Jersey

When taking the perspective of a sexual minority predicts greater anti-gay attitudes among political conservatives
The extent to which conservatives (but not liberals) imagined engaging in same-sex sexual activity when perspective taking a same-sex couple predicted more negative evaluations of the couple, greater anti-gay attitudes in general, and greater opposition to sexual minority rights.

Chadly Stern, New York University
Marlon Mooijman, Leiden University

Increasing the acceptability of the unthinkable: Self-affirmation decreases the moral condemnation of harmless taboo-breaking behavior
The current research shows how an opportunity to self-affirm can decrease the moral condemnation, and increase the moral acceptability, of harmless but disgust-eliciting taboo-behaviors. Harmless taboo-behaviors, in other words, threaten people’s self-image and therefore invite negative moral judgments.

Marlon Mooijman, Leiden University
Wilco van Dijk, Leiden University

Reduce dehumanization by anticipate an interaction with an out-grouper, but do not predict his behavior!
Effectance motivation results in stronger humanization of nonhumans. Would it also reduce dehumanization of out-groupers? When Germans anticipated an interaction with a Turkish out-grouper, they dehumanized Turks less. However, when having to predict his behavior, they dehumanized him more.

Birte Schiffhauer, University of Bielefeld
Dieta Kuchenbrandt, CITEC, University of Bielefeld, Germany - Fabio Fasoli, University of Padua, Italy - Friederike Eyssel, CITEC, University of Bielefeld

Stereotypes create non-conscious memory biases that affect decision-making
Six experiments demonstrate that stereotype-consistent memory bias is an automatic and conditioned cognitive distortion that occurs spontaneously, without conscious awareness, and that has important consequences in everyday life.

Armand Chatard, Université de Poitiers et Centre National de la Recherche Scientifique (UMR CNRS 7295)
Leila Selimbegovic, Université de Poitiers & Centre de Recherches sur la Cognition et l’Apprentissage, UMR CNRS 7295 - Ivanna Bocage, Université de Poitiers & Centre de Recherches sur la Cognition et l’Apprentissage, UMR CNRS 7295 - Thomas Collin, Université de Poitiers & Centre de Recherches sur la Cognition et l’Apprentissage, UMR CNRS 7295
P06:65 The development of implicit prejudice in Brazilian children from different race groups
We investigated the development of implicit prejudice in Brazilian children. IAT effects were found in the examined groups. White and Mixed-race children expressed more bias towards White people than Black children. No age effect on prejudice through development was found.
Maria Clara de Paula Couto, Saarland University
Airi Macias Sacco, Federal University of Rio Grande do Sul/Yale University - Yarrow Dunham, Yale University - Silvia Helena Koller, Federal University of Rio Grande do Sul

P06:66 Back to the origin of children's math-gender stereotypes: The role of fathers' stereotypical automatic associations.
Fathers' automatic associations consistent with math-gender stereotypes are the only predictor of their 6-year-olds' corresponding automatic associations. Importantly, even though children do not manifest endorsement of math-gender stereotypes yet, nonetheless fathers', but not mothers', automatic associations predict children's stereotypic beliefs.
Silvia Galdi, DPSS, University of Padova
Carlo Tomasetto, University of Bologna - Alberto Mirisola, University of Perugia

P06:67 The tasty effects of intergroup contact: Eating ethnic food can reduce intergroup prejudice
Can interaction with an outgroup's products reduce prejudice toward that group? British participants (N=76) ate biscuits presented as either an Indian or British product. Compared to the British and control conditions, those in the Indian condition showed less implicit bias.
Charles Seger, University of East Anglia
Ishani Banerji, Georgetown University

P06:68 The value of cultural diversity as strategy to reduce prejudice: The case of Spanish Gypsies
We analyzed the role of multiculturalism in prejudice towards Gypsies and other related variables. In two studies, using correlational and experimental designs, we found that multicultural ideology could be a useful strategy to reduce prejudice towards this group.
Ana Urbiola, University of Granada
Josefa Ruiz, University of Granada - Guillermo B. Willis, University of Granada - Miguel Moya, University of Granada

P06:69 Social exclusion of children with ADHD: A comparison of different forms of intergroup contact
The present study compares different forms of intergroup contact between children with and without ADHD and their relation with peer acceptance. Further, we considered the moderating role of social perceptions on the proposed relationships.
Jeanine Grütter, University of Zurich
Bertolt Meyer, University of Zurich
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P06:70 Contact and prejudice across cultures: a cross-country meta-analysis of the contact hypothesis
We examined the contact hypothesis from a cross-cultural perspective in a four level meta-analysis. We report relatively large differences across countries in the relation between intergroup contact and prejudice which are related to country level values and ideologies.
Kende Judit, KU Leuven
Wim Van den Noortgate, University of Leuven - Karen Phalet, University of Leuven - Aycan Kara, Indiana University - Ronald Fischer, Victoria University of Wellington

P06:71 Immigrant vs. Italian children’s discrepancy in Writing: Does stereotype threat matter?
The effects of stereotype threat in 8-10 year-old immigrant vs. Italian children on writing abilities were investigated. Grapho-motor skills and text cohesion were affected, but likely other mechanisms influence the impact of stereotype threat on writing performance in young children.
Federica Durante, University of Milan-Bicocca
Carmen Gelati, University of Milan-Bicocca, Department of Psychology

P06:72 Dehumanization in deviance: From intergroup to interpersonal processes
Could dehumanization help to understand what is going on in the special case of deviance? We tested the applicability of this process on the study of disqualification of voluntarily childfree people and people who choose a gender-atypical profession.
Annabelle Dominique, Université Bordeaux Ségalen
André Lecigne, Université Bordeaux Ségalen

P06:73 Implicit theories of intelligence moderate stereotype threat effects for Turkish-origin migrants in Germany
Three empirical studies show that implicit theories of intelligence moderate stereotype threat effects for Turkish-origin students, a group negatively stereotyped in Germany. The more they endorsed an entity theory, the worse they performed on a test diagnostic for verbal ability.
Laura Froehlich, University of Konstanz
Sarah E. Martiny, University of Konstanz - Kay Deaux, New York University - Sog Yee Mok, University of Konstanz

P06:74 Predicting prejudice towards homosexual women and men
The study investigated predictors of prejudice against homosexual men and women in Croatia, the newest member of the European Union. Results confirm that gender-belief system, essentialist beliefs, authoritarianism and social dominance orientation play important roles in predicting prejudice.
Margareta Jelic, University of Zagreb
Aleksandra Huic, University of Zagreb - Zeljka Kamenov, University of Zagreb

P06:75 Social relations, and not just common ingroup identity, reduce outgroup dehumanization.
We tested whether participation in an intergroup relation compared to no participation reduced outgroup dehumanization. Results showed that participation, even in a relation not leading to a common ingroup identity, reduces outgroup dehumanization, but only if the ingroup is involved.
Ana Louceiro, University Institute of Lisbon
Maria-Paola Paladino, University of Trento - Sven Waldzus, University Institute of Lisbon
P06:76 A broader conceptualization of ambivalent sexism
Ambivalent Sexism Theory has dominated the literature in recent years. Our research delves into dimensions not encompassed by AST that are critical to the perception of women: motherhood, aesthetics and female resourcefulness. Evidence showing their predictive validity will be discussed.
Malgorzata Mikołajczak, University of Warsaw
Janina Pietrzak, University of Warsaw

P06:77 Cognitive determinants of infra-humanization: The role of illusory correlation and attentional processes
In two studies we provided empirical support for the idea that a differential appraisal of group humanity can be an illusory correlation that people create between the majority (more frequent) group and a generally shared attribute such as humanness.
Martina Prazienkova, University of Trento
Maria Paola Paladino, University of Trento - Steven Jim Sherman, Indiana University

P06:78 Stereotype threat effects on girls’ mathematics performance: The moderating role of sexual orientation
The study proposes and finds that sexual orientation may modulate the effect of stereotype threat on math performance, with a stronger disruption in math performance among lesbian but not heterosexual group.
Francesca Romana Alparone, Departement of Neuroscience and Imaging
Daniele Paolini, University of Chieti - Antonio Aquino, University of Chieti - Alberto Mirisola, University of Perugia - Carlo Tomasetto, University of Bologna

P06:79 It just comes naturally to women: Heightened essentialist conceptions of mothers relative to fathers
The category mothers is essentialized more than fathers. The salient visual changes women undergo in the course of pregnancy contribute to these differential perceptions. Characteristics of mothers are generalized to women more than characteristics of fathers are generalized to men.
Sarah Banchefsky, University of Colorado Boulder
Bernadette Park, University of Colorado Boulder

P06:80 Mothers’ implicit math-gender stereotypes affect girls’ math self-perceptions and achievement 3 years later
This study demonstrated that mothers’ stronger implicit (but not explicit) math-gender stereotypes predicted girls’ lower math self-perceptions and achievement 3 years later. Mothers’ perceptions of children’s math abilities mediated the effects of mothers’ implicit stereotypes on girls’ self-perceptions and achievement.
Yusuke Karouji, Kyoto University
Yuri Miyamoto, University of Wisconsin-Madison - Tokika Kurita, Nagoya University - Janet Shibley Hyde, University of Wisconsin-Madison - Takashi Kusumi, Kyoto University

P06:81 Stereotype threat versus choking under pressure: Conditions, underlying processes and interventions
This research compares stereotype threat and choking under pressure effects, and investigates whether implementation intentions’ can be used to counteract them. Implementation intentions are a useful tool as they target underlying processes and thus provide information about mediators.
Sarah E. Martiny, University of Konstanz
Torsten Martiny-Huenger, University of Konstanz
Discrimination of competent, capable mothers in the workplace due to proscriptive role violations

Stereotypical beliefs about motherhood regarding prioritizing family life over career can be an obstacle to women's career advancement. We conducted a series of studies demonstrating that mothers' job commitment, but not their competence, is questioned, which leads to workplace discrimination.

Janina Pietrzak, University of Warsaw
Małgorzata Mikołajczak, University of Warsaw - Katarzyna Chroł, University of Warsaw

The ironic costs of performing well: Grades differentially predict male and female dropout from engineering

Social identity threat not only affects performance and persistence but also the relationship between the two variables. At high performance levels, women in engineering are more likely than men to drop out and to experience the situation as socially aversive.

Nicole Kronberger, Johannes Kepler University Linz
Ilona Horwath, Johannes Kepler University Linz

All equally affected by stereotypes? The role of social status on Stereotype Vulnerability

This research contributes to the contention that social status may influence stereotype vulnerability, as the performance of low-status group members fluctuated more importantly than high-status ones as a function of the stereotype's direction in three studies.

Vincent Pillaud, University of Lausanne
David Rigaud, University of Lausanne - Alain Clémence, University of Lausanne

Joking about ourselves: effects of disparaging humor on ingroup's evaluation

Disparaging humor leads to more prejudice towards outgroups. In three studies we examined whether ingroup disparaging humor increases prejudice and stereotypes towards the ingroup. Results confirmed that humor can influence ingroup's evaluation.

Catalina Arguello, University of Granada
Hugo Carretero-Dios, University of Granada - Guillermo B. Willis, University of Granada - Miguel Moya Morales, University of Granada

When racial joke hurts: The moderating role of group status on emotion and group identification

We investigate the impact of racial joke on the emotions and identification processes of participants that belong to low or high status groups (Arab versus French descent). The origin of the narrator and of the joke's target was also manipulated.

Jonathan Kieffer, Lorraine University (at Metz)
David Bourguignon, Université de Lorraine - Pascal Tisserant, Université de Lorraine - Jérôme Dinet, Université de Lorraine - Valérie Fointiat, Université de Lorraine
P06:87 University programs for older adults: Changing stereotypes, self-perception of ageing and emotional-balance
University Program for Older Adults (PUMAs) developed around the world with life-long learning and active ageing promotion purposes. PUMAs is a good strategy for fighting ageing stereotypes and improving self-perception. Results from four Latinamerican and Spanish PUMAs support this hypothesis.
Rocio Fernandez-Ballesteros, Universidad Autónoma de Madrid
María Giovanna Caprara, Universidad de Madrid – Rocio Schettini Universidad Autónoma de Madrid – Antonio Bustillos, Uned. – Víctor Mendoza, Universidad Autónoma de México – Teresa Orosa, Universidad de la Habana – Rosita Kornfeld, Universidad Católica de Chile – Macarena Rojas, Universidad Católica de Chile – María Dolores López, La Salle Center – Marta Santacreu Universidad Autónoma de Madrid. – María Angeles Molina, Universidad Autónoma de Madrid – María Dolores Zamarrón, Universidad Autónoma de Madrid

P06:88 The benefit of intergenerational relationships: A review of the intergroup contact literature.
This study reviews intergroup contact literature in relation to intergenerational relationships. Consequences for older adults are assessed across contact-contexts, relating to direct and indirect forms of contact. Additionally, underlying psychological processes are examined. Optimum conditions for beneficial outcomes are identified.
Lisbeth Cuthbert, University of Kent
Dominic Abrams, University of Kent – Dr Hannah Swift, University of Kent – Sujata Ray, Age UK

P06:89 Support for multiculturalism in contemporary Bulgaria: The beneficial effects of national identity and minority presence
A multilevel study revealed that common ingroup identification was related to support for multicultural policies in Bulgaria, whereas an ethnic conception of the nation and anti-Roma prejudice were negatively linked to policy support. District-level minority proportion (Bulgarian Turks) increased support.
Emilio Paolo Visintin, University of Lausanne
Eva G. T. Green, University of Lausanne – Diana Bakalova, Bulgarian Academy of Sciences – Yolanda Zografova, Bulgarian Academy of Sciences

P06:90 The central role of entitativity in the information organization and impression formation of neighbourhood residents
Using the concept of entitativity the objective of the two studies presented here is to understand how belonging to a particular geographical area – neighbourhood – can determine the way others organize the information and form impressions about residents.
Fátima Bernardo, University of Évora

P06:91 A closer look at intergroup interactions: conversations between Chileans and Peruvian immigrants
Chilean participants reported a more positive conversation when interacting with Peruvians, but this view was not shared by the confederates, and the behavioural indicators showed mixed results. Empathy, self-efficacy and contact norms were relevant predictors of positive interactions.
Pablo De Tezanos-Pinto, Pontificia Universidad Catolica de Chile
Agostino Mazziotta, University of Hagen – Daniela Sepúlveda, Pontificia Universidad Catolica de Chile
Historical contact: Improving intergroup attitudes by discovering remnants of outgroups’ material heritage
The paper introduces a notion of historical ethnic contact (i.e., learning about past ethnic diversity and discovering the heritage of an outgroup) which leads to intergroup attitudes improvement and development of social capital.
Anna Stefaniak, University of Warsaw
Michał Bilewicz, University of Warsaw

Religious adolescents think negative of homosexuality but act supportive to lesbians and gays
A survey of 479 adolescents showed different effects of religiousness on aspects of homophobia: Religious adolescents were less approving of equal rights for homosexuals, but showed only slightly more negative affective reactions and were more supportive of lesbians and gays.
Ulrich Klocke, Humboldt-Universität zu Berlin

Explicit and implicit antigay attitudes in Turkey
We explored explicit and implicit antigay-attitudes as a function of religious affiliation in Turkey. Muslims reported higher levels of explicit homophobia towards both gay men and lesbians. Implicit homophobia was demonstrated towards gay men, but not lesbians.
Yasin Koc, Bogazici Universitesi
Joel Anderson, Australian Catholic University - Leah Kaufmann, Australian Catholic University

What is implicit homophobia? Category- and person-centred approaches reveal opposite results among Christians and Atheists
We explored religious affiliation-based patterns of responses towards gay men and lesbians. Atheists held positive explicit and implicit attitudes. Christians only demonstrated negative attitudes when gay men were represented as a category, or when lesbians were presented as people.
Joel Anderson, Australian Catholic University
Leah Kaufmann, Australian Catholic University - Xochitl de la Piedad Garcia, Australian Catholic University

Discrimination of male victims and perpetrators of sexual harassment
The results of our 2 studies suggest that the sexual harassment trauma of men is perceived as less severe than that of women and that the male perpetrators of sexual harassment are seen in a worse light than female perpetrators.
Anna Studzinska, Warsaw University of Social Sciences and Humanities, Sopot - Universite Toulouse 2 - Le Mirail
Denis Hilton, Universite Toulouse 2 - Le Mirail

Stereotype threat and regulatory fit among high school students
This research aimed at better understanding the motivational consequences of regulatory fit, which was induced by manipulating stereotype threat and performance-avoidance goals among high school students. Results revealed that regulatory fit decreased controlled motivation.
Aina Chalabaev, Paris West University
Paul Fontayne, Paris West University - Philippe Sarrazin, Univ. Grenoble Alpes
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**P06:98**  
**More competent but less warm? Perceptions about volunteers in the changing context of non-profit organizations**  
The aim of this study is to analyze stereotypes toward volunteers (i.e., competence and warmth) in the changing context of non-profit organizations (NPOs). Bootstrap analyses showed that perceived NPOs professionalization is related to a decrease of warmth stereotypes for volunteers.  
*Edwine Goldoni, Université Catholique de Louvain*  
*Desmette Donatienne, Université Catholique de Louvain - Herman, Ginette, Université Catholique de Louvain.*

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**P06:99**  
**The effects of homosexual stereotype activation on self-perception and cognitive functioning**  
The goal of this study was to investigate how the way of stereotype activation, reading a text or the presence of another in-group companion, may affect the functioning of homosexual males, including their self-esteem, well-being and cognitive performance.  
*Ewelina Kowalewska, Warsaw School of Social Sciences and Humanities*  
*Joanna Sweklej, Ph. D. Warsaw School of Social Sciences and Humanities.*

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**P06:100**  
**Descriptive meritocracy and the emergence of implicit prejudice towards low status groups**  
We present research on the malleability of implicit prejudice. Two initial studies showed how a socially valued norm (meritocracy) promotes the emergence of implicit prejudice. A third study tests whether this phenomenon is limited to a descriptive form of meritocracy.  
*Rui Costa-Lopes, ICS - University of Lisbon*  
*Daniël H. J. Wigboldus, Radboud University Nijmegen - Jorge Vala, ICS - University of Lisbon.*

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**P06:101**  
**The impact of victimhood beliefs on attitudes and behaviours towards disadvantaged groups in Poland**  
It is shown that inclusive victimhood beliefs are related to positive attitudes toward disadvantaged groups. We propose mediating mechanisms as well as moderating factors such as national identification and perceived collective continuity.  
*Mateusz Olechowski, University of Warsaw*

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**P06:102**  
**Implicit in-group evaluation in negatively stigmatized minorities: A meta-analysis**  
This meta-analysis on implicit in-group evaluation in members of stigmatized groups integrates findings from more than 100 independent studies with over 10,000 subjects. Moderator variables were analyzed, including type of implicit measure, in-group identification, and severity of social stigma.  
*Iniobong Essien, Hamburg University*  
*Juliane Degner, Hamburg University.*

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**P06:103**  
**Evidence of negative implicit attitudes toward individuals with a tattoo**  
Two studies revealed negative implicit attitudes toward individuals with a tattoo. The implicit effect did not attenuate when the tattoo image was symmetrical, but it did attenuate among those with a tattoo and were internally motivated to respond without prejudice.  
*Colin Westcott, University of Arizona*  
*Jeff Stone, University of Arizona - Meghan G. Bean, University of Arizona.*
Perceived discrimination, internalized stigma and their effect on subjective well-being in people with mental illness
This study assesses how perceived discrimination and internalized stigma impact subjective well-being in people with mental illness. Results show that internalized stigma acts as a mediator between perceived discrimination and subjective-well-being, while perceived discrimination shows no significant direct effect.
Daniel Pérez-Garín, UNED
Fernando Molero, UNED

Self-stigma, coping and psychological symptoms among transgender persons
The present study examined the relationships between self-stigma, coping and psychological symptoms in 108 transgender persons who express(ed) a desire to change from one anatomical sex to the other, and who are in different stages of their transition.
Arjan Bos, Open University
Alwin O. Man, Open University - Mark A. Hommes, Open University

Blame attributions and stigma toward women with cervical cancer
Participants who were informed (vs. uninformed) of the cause of cervical cancer—a sexually transmitted infection—were more likely to stigmatize a patient with cervical cancer. Effects were mediated by attributions of blame toward the patient.
Mary Gerend, Florida State University
Melissa Shepherd, Florida State University
Scientific Programme

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Round table discussion
Presentation of the new journal of EASP and SASP: Comprehensive Results in Social Psychology
Convenor: Kai Jonas, University of Amsterdam
Panel members: Rohays Perry, Taylor & Francis/Routledge - Daniel Wigboldus, Nijmegen University - Joseph Cesario, Michigan State University
13:30 - 14:25 - Aula

T49 Automaticity and implicit processes

T49:01 When congruity effects vanish - The role of relational integrativity in evaluative priming
We show that for congruity effects in evaluative priming to occur, it is not sufficient that prime and target share the same valence. They also have to be easily combinable into a new meaningful compound representation (be high in integrativity).
Max Ihmels, University of Heidelberg
Peter Freytag, University of Heidelberg - Klaus Fiedler, University of Heidelberg - Theodore Alexopoulos, Université Paris Descartes
14:30 - Aula

T49:02 Controlling the “uncontrollable”: Faking effects on the affect misattribution procedure
Using different faking manipulations, two experiments consistently showed that faking affects both the overall mean and the predictive validity of the Affect Misattribution Procedure (AMP). As the IAT and evaluative priming, AMP effects cannot be assumed to be uncontrollable.
Sarah Teige-Mocigemba, University of Freiburg, Freiburg
Karl Christoph Klauer, University of Freiburg
14:50 - Aula

T49:03 Attitudinal and non-attitudinal components of IAT performance
Participants completed pairs of IATs with high, moderate, or low conceptual overlap. The Quad model was applied to estimate the contributions of multiple processes to IAT performance. Evidence was found for a non-attitudinal, domain-general process of accuracy detection.
Jimmy Calanchini, University of California, Davis
Jeffrey W. Sherman, University of California, Davis - Karl Christoph Klauer, University of Freiburg
15:10 - Aula

T49:04 Contextualized representation and automatic evaluation
The current talk presents evidence for a new theoretical account that specifies how inconsistent information about an attitude object is integrated into mental representations, and how contextual cues modulate the activation of these representations upon future encounters with the object.
Bertram Gawronski, University of Texas at Austin
15:30 - Aula
To eat or not to eat: Visual perception of distance predicts eating behaviour
The present research showed that perceived distance predicts the amount of
sweets eaten only if participants are low in trait self-control (Experiment 1) or
are ego-depleted (Experiment 2), but not if they are high in trait self-control or
non-depleted.
Dario Krpan, University of Cambridge
Dr Simone Schnall, University of Cambridge
15:50 - Aula

Emotional responses to disadvantage: The interactive roles of illegitimacy and
identity threat
In three studies, we examine the possibility that emotional responses are
determined by the interplay between appraisals of different forms of threat.
Specifically, we examine how illegitimacy and social identity threat interact to
predict inter-group anger.
Andrew Livingstone, University of Exeter
Russell Spears, University of Groningen - Tony Manstead, Cardiff University - Kristina
Petkova, Bulgarian Academy of Sciences - Leah Seltzer, Cardiff University
14:30 - VOC zaal

Resisting social disadvantage: High identifiers rise above the in-group
legitimization
We differentiate two types of legitimacy (external vs. internal), respectively
describing the out-group and the in-group opinion of in-group disadvantage. We
show that high identifiers resist disadvantage, in spite of internal legitimacy, and
support collective action to challenge inequality.
Gloria Jimenez-Moya, University of Granada
Rosa Rodríguez-Bailón, University of Granada - Russell Spears, University of Groningen
- Soledad de Lemus, University of Granada
14:50 - VOC zaal

Implicit activation of resistance vs. acceptance goals in (counter)stereotypical
conditions
We examine the influence of (counter)stereotypical exposure on implicit
resistance vs. acceptance goal activation in two studies. Results are moderated
by participants’ sexism and endorsement of system justifying beliefs, suggesting
that (counter)stereotypes can be threatening depending on participants’
ideological beliefs.
Soledad de Lemus, University of Granada
Marcin Bukowski, Jagellonian University, Poland - Russell Spears, University of
Groningen
15:10 - VOC zaal
Scientific Programme
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S97:04 Responses to implicit social identity threat
We examine responses to implicit social identity threat. In two studies, feminist identifiers responded to implicit identity threat by implicitly associating their in-group with more positive attributes. That is, they showed implicit in-group bias, indicating resistance against social identity threat.
Jolien van Breen, University of Groningen
Russell Spears, University of Groningen - Soledad de Lemus, University of Granada - Toon Kuppens, University of Groningen
15:30 - VOC zaal

S97:05 Discussant
Manuela Barreto, University of Exeter
15:50 - VOC zaal

S98 Changes in group structures, uncertainty and continuity
The symposium explores how people respond to changes in groups and their defining attributes. To reduce self-uncertainty and restore identity continuity, people reconsolidate groups as a cohesive entity or behave in a ways that split groups asunder and marginalize deviants.
Jiin Jung, Claremont Graduate University
Joseph Wagoner, Claremont Graduate University

S98:01 Godlessness as an existential threat: Anti-atheist prejudice is driven by Collective Angst-inducing similarity to Christianity
We contend that atheists serve as a distinctiveness threat to Christians’ religious in-group. Among highly identified Christians, perceived similarity between atheists and Christians heightened collective angst, which led to greater delegitimization of atheists and punishment of a misbehaving atheist.
Darcy Dupuis, Carleton University
Kendra McLaughlin, Carleton University - Travis Sztainer, Carleton University - Michael J. A. Wohl, Carleton University
14:30 - Doelenzaal

S98:02 Subgroup schisms in superordinate groups: The influence of subordinate (not superordinate) identification on secessionist movements
People who perceived low superordinate consensus, high subgroup entitativity, and low subgroup voice strengthened their subgroup identification and increased schism intentions. Further, the increase in subgroup identification mediated the increase in subgroup schism support.
Joseph Wagoner, Claremont Graduate University
Michael A. Hogg, Claremont Graduate University
14:50 - Doelenzaal

S98:03 The effect of identity uncertainty on subgroup integration in the North and South Korea relations
People with highly central subgroup identity increased reunification intentions under high superordinate identity uncertainty and low subgroup identity uncertainty. In contrast, people with lowly central subgroup identity increased reunification intentions under high superordinate and subgroup identity uncertainty.
Jiin Jung, Claremont Graduate University
Michael Hogg, Claremont Graduate University - Hoon-Seok Choi, Sungkyunkwan University
15:10 - Doelenzaal
The role of projected continuity for post-merger identification in dominant and subordinate merging organizations
The relationship between pre-merger organizational identification and post-merger identification is stronger for dominant (vs. subordinate) merger partners. This study finds that opposite relationships between pre-merger identification and projected continuity (i.e., perceptions of the future identity) account for this interaction.

**Johannes Ullrich, University of Zurich**
*Frank Drzensky, Goethe University - Anna-Lupina Wegener, University of Applied Sciences and Arts Western Switzerland - Rolf van Dick, Goethe University*
15:30 - Doelenzaal

**Discussant**

**Michael Hogg, Claremont Graduate University**
15:50 - Doelenzaal

**S99**

Maintaining social inequality: Perceiving, reacting to and distancing from bias
This symposium examines consequences of perceiving bias. Speakers discuss how status threats affect perceptions of in-group bias, reactions to White discrimination claimants, discrimination towards Blacks, and marginalized groups’ collective action.

**Clara L. Wilkins, Wesleyan University**
*Joseph Wellman, Wesleyan University*

**S99:01**

Diversity messages as identity threat cues for White Americans
Pro-diversity messages threaten Whites’ status. In the presence (vs. absence) of pro-diversity messages, Whites (1) are more concerned about ingroup bias, (2) under-estimate discrimination against minorities, and (3) experience a cardiovascular pattern of threat.

**Tessa Dover, University of California Santa Barbara**
*Brenda Major, University of California Santa Barbara - Cheryl R. Kaiser, University of Washington*
14:30 - Universiteitstheater

**S99:02**

Status legitimizing beliefs moderate responses to claims of anti-White bias
SLB endorsement corresponds to more favorable evaluations of Whites who claim to be victims of anti-White bias. Similarly, when Whites are primed to believe that anti-White bias is pervasive, SLB endorsement corresponds to greater ingroup favoritism and outgroup derogation.

**Clara L. Wilkins, Wesleyan University**
*Joseph D. Wellman, Wesleyan University - Cheryl R. Kaiser, University of Washington*
14:50 - Universiteitstheater

**S99:03**

Whites’ concern with appearing biased: A status-threat that provokes aggressive responses
Lab and translational field studies demonstrate that Whites concerned with appearing racially biased are more inclined to behave aggressively toward low-status Blacks. Results are discussed in relation to social dominance theory.

**Matthew Jackson, University of California Los Angeles**
*Phillip Atiba Goff, University of California Los Angeles - Kimberly Barsamian Kahn, Portland State University*
15:10 - Universiteitstheater
Scientific Programme

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**S99:04**

**Power reduces group advocacy among marginalized groups**

Four studies illustrate that power reduces group advocacy among members of marginalized groups. Women and African Americans' concerns about accusations of bias mediate this effect. When power is situated at the group level, this pattern is reversed.

*John Blanchar, University of Arkansas*

*Scott Eidelman, University of Arkansas*

15:30 - Universiteitstheater

**S100**

**Using social psychology to guide social interventions in conflict and post-conflict settings**

This symposium brings together five presentations of rigorous field studies that assess interventions using social psychological principles to influence positive social change in a variety of conflict and post-conflict settings including Colombia, DRC, Israel and Liberia.

*Rezarta Bilali, New York University*

**S100:01**

**Individual and group-based aspects of women's financial independence: Initial findings from a Colombian field experiment**

Theory suggests financial independence should lead women to view intimate-partner abuse as less acceptable. We present baseline data from an 18-month field experiment testing a savings-account intervention and the effectiveness of framing the account as an individual versus group-based project.

*Margaret Tankard, Princeton University*

*Elizabeth Levy Paluck, Princeton University - Deborah Prentice, Princeton University*

14:30 - OMHP D0.09

**S100:02**

**From prejudice reduction to conflict resolution? A field study with Israeli and Palestinian youth**

The current research asks how prejudice reduction processes affect the motivation and capacities for amicable resolution of intergroup conflicts. We present results from a completed difference-in-differences field study with Peace Players International, an organization that offers interethnic basketball in Israel.

*Cyrus Samii, New York University*

*Ruth Ditlmann, Social Science Research Center Berlin*

14:50 - OMHP D0.09

**S100:03**

**Paradoxical thinking as a new avenue of intervention: A media based field experiment**

We suggest a new paradoxical method. Participants were shown congruent, but extreme, messages that pertain to the Israeli ethos of conflict. We found that this manipulation changed attitudes and behavior, unfreezing the socio-psychological barriers to peacemaking.

*Boaz Hameiri, Tel-Aviv University*

*Roni Porat, The Hebrew University and Interdisciplinary Center, Herzliya - Daniel Bar-Tal, Tel-Aviv University - Eran Halperin, Interdisciplinary Center, Herzliya*

15:10 - OMHP D0.09
Scientific Programme

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S100:04 Promoting violence prevention and social change through media in the ongoing conflict in the DRC
Three field studies examined the mechanisms through which a media intervention designed to reduce conflict and promote social activism in Eastern DRC influences its audience.
Rezarta Bilali, New York University
Johanna Ray Vollhardt, Clark University
15:30 - OMHP D0.09

S100:05 "Theatre for reconciliation in Liberia": Development and application of a nine steps guideline for interventions
A guideline to develop, implement, and evaluate interventions is presented to be used by civic society activists. We applied the nine suggested steps in a forum theatre project and its evaluation (N=202) in post-war Liberia.
Friederike Feuchte, University of Rostock
Agostino Mazziotta, University of Hagen - Silke Pietsch, University of Liberia - Rezarta Bilali, New York University
15:50 - OMHP D0.09

S101 Seeing the world through my own eyes: Egocentrism, misunderstanding and conflict
This symposium focuses on recent research investigating the consequences of various forms of egocentrism for intergroup and interpersonal conflicts. It highlights that egocentrism can, ironically, be especially pronounced in trust and interactions with similar or ingroup others.
Claudia Toma, Tilburg University

S101:01 A dual projection model of partisan attitude perceptions
A social projection model exposes systematic ways that we misjudge others' attitudes, potentially leading to inter-group conflict. Multilevel SEM reveals that participants estimated political ingroup and outgroup attitudes through simultaneous projection of two mental models: the self and superordinate group.
Jessica Keating, University of Colorado Boulder, USA
Leaf Van Boven, University of Colorado Boulder, USA - Charles Judd, University of Colorado Boulder
14:30 - OMHP D1.09

S101:02 Egocentric evaluations of group leaders in intergroup conflict
Followers' morality judgments of their leader may sometimes be biased by egocentric concerns. Higher threat to followers' values and value as opposed to resource related conflicts prevented followers from re-electing an honest leader because they failed to sacrifice egocentric interests.
Ozum Saygi, University of Amsterdam, The Netherlands
Lindred L. Greer, Stanford University - Gerben A. Van Kleef, University of Amsterdam - Carsten K.W. De Dreu, University of Amsterdam
14:50 - OMHP D1.09
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S101:03  Egocentric perceptions of agreement with the self and others
Witnessing someone express the same preferences as another prompts attributions about the reasons for those shared preferences. Dispositional attributions as well as attributions about the objectivity of those preferences crucially depend upon whether those preferences resemble those of the self.

Shane Blackman, Princeton University
Emily Pronin, Princeton University
15:10 - OMHP D1.09

S101:04  Similarity increases egocentric perceptions of how we are seen by others
Similarity between partners is often seen as an asset for social interactions. In contrast to this view, perceived similarity increased egocentric transparency estimations and led to negative dispositional attributions about others.

Claudia Toma, Tilburg University, The Netherlands
Olivier Cornelle, Catholic University of Louvain - Emily Pronin, Princeton University
15:30 - OMHP D1.09

S101:05  Egocentrism in dilemmas of trust
Rational trust decisions depend on potential outcomes and the probability of reciprocity. Process tracing methods reveal that trustors approach decisions egocentrically, focusing primarily on self-relevant information. This egocentric focus creates conflict through over- and under-trusting behavior.

Anthony Evans, Tilburg University
Joachim I. Krueger, Brown University
15:50 - OMHP D1.09

S102  Achievement goals: New proposals for future research
This symposium showcases new perspectives in experimental achievement goal research. The four presentations discuss recent evidence emphasizing why experimentation, in addition to other methodologies, brings crucial information regarding the debate of which goals are most beneficial and for whom.

Marie Crouzevialle, University of Lausanne
Annique Smeding, University of Savoie

S102:01  Two meta-analyses of correlational and experimental research on achievement goals and performance
Across two meta-analyses on self-reported and situationally induced achievement goals, we found positive vs. negative links between approach vs. avoidance goals and nonself-report performance criteria, and identified several moderators.

Nico Van Yperen, University of Groningen
Monica Blaga, University of Groningen - Tom Postmes, University of Groningen
14:30 - OMHP D0.08

S102:02  Assessing the interfering effect of performance-approach goals on performance: An experimental approach
We present experimental research highlighting the deleterious impact of performance-approach goal manipulation on performance, a result that is at odds with consistent findings stemming from longitudinal methods. The advantages of laboratory settings are discussed.

Marie Crouzevialle, University of Lausanne
Fabrizio Butera, University of Lausanne
14:50 - OMHP D0.08
S102:03  Rethinking the benefits of mastery and performance approach goals as a function of socio-economic status
In three studies, using complementary methodologies, including experimentation, we demonstrated that the benefits typically associated with the approach components of mastery and performance goals in terms of achievement depend on students’ socio-economic status.

Annique Smeding, University of Savoie
Céline Darnon, Clermont University and French University Institute - Fabrizio Butera, University of Lausanne
15:10 - OMHP D0.08

S102:04 Future directions: A multimethod approach to achievement goals
I call for a multimethod approach to the study of achievement goals, combining behavioral experiments with other approaches such as longitudinal survey studies, neuroimaging studies, and meta-analyses. I will present two of our projects to make this case.

Kou Murayama, University of Reading
15:30 - OMHP D0.08

S103 What would you do under threat? Current and future directions in terror management theory
We embed new ideas in classical theorizing on terror management theory and mortality salience (MS), illustrating their ongoing fruitfulness: MS influences social comparison and social conformity. The need for closure moderates MS effects, and bodily experiences provide existential security.

Deborah F. Hellmann, Criminological Research Institute of Lower Saxony, Hannover
14:30 - OMHP F0.01

S103:01 Mortality salience influences attention to consensus information as a means to social comparison of opinions
In two experiments, we showed that mortality salience increased individuals’ need for social comparison of their own opinions. A third experiment revealed that mortality salience led to higher attention to consensus information and by tendency to more conformity.

Deborah F. Hellmann, Criminological Research Institute of Lower Saxony, Hannover
Hans-Peter Erb, Helmut-Schmidt-University, Hamburg
14:30 - OMHP F0.01

S103:02 Social norm detection and formation under threat
Two experiments examine social norm detection and formation under mortality salience. Results show that MS leads to extended processing of normative compared to neutral words and that under MS participants converged more strongly in an autokinetic effect paradigm.

Philipp Jugert, University of Leipzig
Immo Fritsche, University of Leipzig
14:50 - OMHP F0.01
Avoidance motivation underlies mortality salience effects on cultural closed-mindedness: Neural and mediational evidence
We present neurobehavioral evidence from two studies for a mediational role of avoidance motivation in mortality salience effects on cultural closed-mindedness. Avoidance motivation was measured by right prefrontal brain activation. Need for closure moderated mortality salience effects on avoidance motivation.

Dmitrij Agroskin, University of Salzburg
Johannes Klackl, University of Salzburg - Eva Jonas, University of Salzburg
15:10 - OMHP F0.01

Embodied terror management: Interpersonal touch alleviates existential concerns among individuals with low self-esteem
The present research suggests that people may achieve existential security through bodily experiences with little symbolic meaning. Embodied touch experiences may thus have an important existential function, particularly for individuals with low self-esteem, who struggle to find meaning in life.

Mandy Tjew A Sin, VU University Amsterdam
Iris K. Schneider, VU University Amsterdam - Sander L. Koole, VU University Amsterdam
15:30 - OMHP F0.01

Beautiful friendship: Social sharing of emotions improves subjective feelings and activates the neural reward system
We show that the mere co-experiencing of emotional stimuli with a friend, even without communication, improves subjective feelings in parallel with recruitment of the neural reward system, suggesting an important proximate explanation for the human motivation to affiliate with others.

Ulrich Wagner, University of Münster and Charité Universitätsmedizin Berlin
Lisa Breitschuh, Charité Universitätsmedizin Berlin - Björn H. Schott, Charité Universitätsmedizin Berlin - Job van der Schalk, Cardiff University - Antony Manstead, Cardiff University - Klaus Scherer, University of Geneva - Henrik Walter, Charité Universitätsmedizin Berlin
14:30 - OMHP C0.17

Personal insults hurt and they keep on hurting! Evidence from EEG and skin conductance measures
Using EEG and skin conductance, we show that participants are more sensitive to insulting sentences than to complimenting ones, particularly when insults are directed at the participant rather than somebody else. Also, insults continue to hurt over multiple repetitions.

Marijn Struiksma, UU OTS - Utrecht University
Hannah De Mulder, UU OTS - Utrecht University - Nicola Spotorno, University of Pennsylvania - Jana Basnakova, Slovak Academy of Sciences - Jos van Berkum, UU OTS - Utrecht University
14:50 - OMHP C0.17
Scientific Programme

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14:30 - 16:10

T50:03 Neurocognitive correlates of the need for closure
We found that differences between people with high and low need for closure (NFC) are evident neurophysiologically. More specifically, people with high (compared low) NFC had higher components associated with information selection and lower components related to conflict monitoring.
Gabriela Czarnek, Jagiellonian University
Małgorzata Kosowska, Jagiellonian University - Marcin Bukowski, Jagiellonian University - Miroslaw Wyczesany, Jagiellonian University - Eligiusz Wronka, Jagiellonian University
15:10 - OMHP C0.17

T50:04 The neural basis of the romantic red effect
The data of an fMRI study suggest that the reward value of an attractive face is modulated by the color red.
Daniela Niesta Kayser, University of Potsdam
Andrew J. Elliot - Kou Murajama - Keith Schneider
15:30 - OMHP C0.17

T51 Justice

T51:01 Power and revenge
A series of studies demonstrate that people who are not accustomed to holding power are more likely to be vengeful when put in charge. Experienced power-holders, on the other hand, are more tolerant of perceived wrongdoing.
Mario Weick, University of Kent
Peter Strelan, University of Adelaide - Milica Vasiljevic, University of Cambridge
14:30 - OMHP C2.17

T51:02 Interpreting the subjective value of outcomes by following a person’s gaze
Eye-tracking studies investigating decisions in simple money allocation tasks, we show that the number of fixations, the proportion of inspected information and the degree of attention towards the others’ payoffs increase with absolute deviation from a pure selfish orientation.
Susann Fiedler, MPI for Research on Collective Goods
Andreas Glöckner, University of Göttingen - Carsten de Dreu, University of Amsterdam
14:50 - OMHP C2.17

T51:03 Confessions seal the deal, don’t they? How the shattering effect of confessions can be weakened
Confessions can be false. However, even retraced or inadmissible confessions can have far-reaching consequences. Three studies show that the postponed presentation of confessions evidence leads to less biased information processing and fewer guilty verdicts. Practical implications will be discussed.
Susanne M. Schmittat, University of Cologne
Birte Englich, University of Cologne
15:10 - OMHP C2.17
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T51:04 Culpable causation and causal structure
We investigated whether the kind of causal connection between an act and an outcome affected responsibility and blame attributions for that outcome, and whether these fitted the predictions of the culpable causation model (Alicke, 2000).

Denis Hilton, University of Toulouse
Christophe Schmeltzer, University of Toulouse
15:30 - OMHP C2.17

T51:05 Are you trustworthy? Social disadvantage as moderator of just world threat effects on interpersonal trust
We expect that threatening vs. supporting the belief in a just world (BJW) diminishes interpersonal trust if people belong to a disadvantaged group and hold a high BJW. Three experiments confirm these predictions in the gender context.

Bianca von Wurzbach, University of Mannheim
Herbert Bless, University of Mannheim
15:50 - OMHP C2.17

T52 Prosocial and antisocial behaviour

T52:01 What money can’t buy: The psychology of financial overcompensation
The present research show that (financial) overcompensation – even though such compensation best satisfies a victim’s economic needs – does not provide any surplus value in terms of psychological outcomes and relationship continuation (relative to equal compensation).

Tessa Haesevoets, Ghent University
Alain Van Hiel, Ghent University - Chris Reinders Folmer, Ghent University - David De Cremer, China Europe International Business School
14:30 - OMHP A0.08

T52:02 Feeling entitled to more: Ostracism increases dishonest behavior
The research tested when and why ostracism increases dishonesty. Five experiments showed that ostracism increases people’s levels of dishonest intentions as well as dishonest behavior. In addition, increased feelings of entitlement mediate the effect of ostracism on dishonesty.

Zhansheng Chen, The University of Hong Kong
Kai-Tak Poon, The University of Hong Kong - C. Nathan DeWall, University of Kentucky
14:50 - OMHP A0.08

T52:03 Inducing generosity among proselfs versus prosocials: Cues of gossip and strategic reputation building
This research tested whether and how people strategically change their behavior when there are subtle cues of being gossiped. Results suggest that even the existence of one gossip channel can be powerful for inducing generosity and promoting trust.

Junhui Wu, VU University Amsterdam
Daniel Balliet, VU University Amsterdam - Paul A.M. Van Lange, VU University Amsterdam
15:10 - OMHP A0.08
Investigating the social costs of confronting environmental disregard
We investigated the social costs associated with confronting environmental disregard and racism respectively. Four studies indentified high social costs (reduced perception of warmth and feeling of closeness) for those confronting environmental disregard but not for those confronting racism.

Katharine Steentjes, University of Exeter
Tim Kurz, University of Exeter - Manuela Barreto, University of Exeter - Thomas Morton, University of Exeter
15:30 - OMHP A0.08

Evidence for the impact of empathy on hand hygiene in critical settings
Empathy as an interpersonal orientation is considered as a predictor of hand hygiene behavior, a behavior with an important potential impact on others. Correlational and experimental data from three studies (field and lab) support this assumption.

Svenja Diefenbacher, Ulm University
Claudia Sassenrath, Ulm University - Johannes Keller, Ulm University
15:50 - OMHP A0.08

Guided by voices: Action versus state orientation moderates mood contagion by auditory cues
In two studies participants listened to a text spoken in a happy or sad voice. Action-oriented but not state-oriented participants felt happier after listening to the happy compared to sad voice, suggesting that “mood contagion” is modulated by self-regulatory processes.

Nils Jostmann, University of Amsterdam
Disa Sauter, University of Amsterdam
14:30 - OMHP F0.02

Variations in ideal affect when influencing others of different motivational orientation
Participants engaged in a persuasive task in order to determine preferred ideal affective states when interacting with people of different motivational orientations. Results suggest the importance of considering the effects of different situations, and utility, in investigating ideal affect.

Natasha Phiri, University of Oxford
Dr. Brian Parkinson, University of Oxford
14:50 - OMHP F0.02

The highs and lows of negotiation: Effect of status, contempt and anger on negotiation outcomes
This talk investigates effect of status, contempt and anger on negotiation outcomes. Results indicated that more concessions were made to angry partners compared to contemptuous partners. Also, more concessions were made to low status partners than to high status partners.

Swati Kanoi, University of Oxford
Dr Brian Parkinson, University of Oxford
15:10 - OMHP F0.02
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T53:04  Proud to cooperate: The Consideration of Pride Versus Joy and Cooperation in a Social Dilemma
We study how the consideration of pride, a morally relevant emotion, influences choices in social dilemmas, compared to considering positive, non moral emotions. We find that considering future pride-eliciting events promotes cooperation in socio-economic contexts, compared to considering future joy.
Anna Dorfman, Ben Gurion University of the Negev
Tal Eyal, Ben Gurion University of the Negev - Yoella Bereby-Meyer, Ben Gurion University of the Negev -
15:30 - OMHP F0.02

T53:05  To come together or to fall apart: Humiliation and affiliation during initiation rituals
Humiliation during initiation rituals in fraternities and sororities is often considered to have a prosocial function. In this research it was proposed and found that humiliation, especially when being hazed alone, has negative, rather than positive consequences for group-bonding.
Liesbeth Mann, University of Amsterdam
Allard R. Feddes, University of Amsterdam - Bertjan Doosje, University of Amsterdam -
Agneta H. Fischer, University of Amsterdam
15:50 - OMHP F0.02
How status, stereotypes, and lack of control reinforce and maintain the status quo
This symposium brings together five speakers who examine how status and stereotypes influence processes at the intrapersonal, interpersonal, and intergroup level in ways that functionally reinforce and maintain existing social hierarchies

**Theresa Vescio, Pennsylvania State University**

**Ana Guinote, University College London**

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**S104:01**

**Limits of control: Effects of uncontrollability on attentional control and flexibility of social categorization**

We examined the influence of various control deprivation experiences on the efficiency of attentional control and the flexibility of social categorization. We found that high levels of control deprivation impair executive attention, whereas moderate levels promote flexibility of processing.

**Marcin Bukowski, Jagiellonian University**

**Dariusz Asanowicz, Jagiellonian University**

**Anna Marzecová, Leipzig University**

**Juan Lupiñánez, University of Granada**

16:20 - Aula

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**S104:02**

**Collective agency as an avenue to group-based control**

We present evidence that collective agency restores people's sense of control when threatened. Making salient lacking personal control increased approval of ingroup action and preference for agentic ingroups. Furthermore, responses to control threat were eliminated when collective action was salient.

**Immo Fritsche, Universität Leipzig**

**Janine Deppe, Universität Leipzig**

**Christina Lell, Universität Leipzig**

**Josefine Schulze, Universität Leipzig**

16:40 - Aula

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**S104:03**

**It’s nice to be nice, or is it? Talking up and talking down**

Positivity biases maintain hierarchies: (a) stereotyping by omission, (b) stagnating stereotypes, (c) communicating innuendo, (d) communicating rank, and (e) perpetuating racial divides. Black communicators and upward comparers emphasize competence, downplaying warmth - Whites and downward comparers emphasize warmth, downplaying competence.

**Susan Fiske, Princeton University**

**Cydney Dupree, Princeton University**

**Jill Swencionis, Princeton University**

17:00 - Aula

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**S104:04**

**Status affects objective displays of warmth and competence**

Studies examined the effects of status on competence and warmth in adults and children. Status differences in competence predicted increases in warmth and depended upon task, low-status. High- (vs. low-) status individuals were viewed as more competent and less warm.

**Ana Guinote, University College London**

**Ioanna Cotzia, University College London**

17:20 - Aula
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**Power sharing and the maintenance of the status quo**

Power is relinquished when group goals are salient and relinquishing power forwards the group interest. Importantly, stereotypes inform decisions to whom power is relinquished - co-workers are less likely to be awarded power when Black vs. White and female vs. male.

*Theresa Vescio, Pennsylvania State University*

*Nathaniel Ratcliff, Pennsylvania State University - Julia Dahl, Pennsylvania State University*

17:40 - Aula

**Groups, discrimination and respect**

**T54**

**T54:01**

Black on black imagined contact: Improving ingroup attitudes and reducing self-stereotyping with imagined interactions.

Across 3 experiments, imagined contact improved Black participants’ beliefs about and attitudes toward other Black people, and improved their performance on a challenging maths test. This supports imagined contact as a mechanism to reduce self-stereotyping and counter stereotype threat.

*Keon West, Goldsmiths, University of London*

16:20 - VOC zaal

**T54:02**

Friends like these: A longitudinal study of the role of defenders in friendship groups

This longitudinal study looks at the specific friendship group memberships of defenders among 1, 234 UK children, aged 11-13 years, and at their impact on later peer victimization. Having a defender in one’s friendship group is protective against victimization.

*Sian Jones, Oxford Brookes University*

*Claire Fox, Keele University - Simon Hunter, University of Strathclyde*

16:40 - VOC zaal

**T54:03**

Intragroup harmony as a precondition for intergroup harmony: When cooperation fails to improve intergroup relations.

Three experiments examined the prediction that intragroup harmony is a precondition for intergroup cooperation to have positive effects. Results show that intergroup cooperation is constructive when there is intragroup harmony. When there is intragroup discord, intergroup cooperation attempts are destructive.

*Hedy Greijdanus, University of Groningen*

*Tom Postmes, University of Groningen - Ernestine Gordijn, University of Groningen - Martijn van Zomeren, University of Groningen*

17:00 - VOC zaal

**T54:04**

R-E-S-P-E-C-T... find out what it means: The role of respect in group life

We present a series of studies which further clarify the distinctive conceptual nature of respect in group life. We discuss 1)the theoretical implications of our findings within the intragroup literature, and 2)practical implications of respect for relevant societal issues.

*Larissa Nägler, Friedrich Schiller University Jena*

*Nicole Harth, Friedrich Schiller University Jena - Alexander Zelasny, Friedrich Schiller University Jena - Katharina Vogt, Friedrich Schiller University Jena - Thomas Kessler, Friedrich Schiller University Jena*

17:20 - VOC zaal
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T54:05 Within-race skin tone bias in educational expectations: Evidence from the mestizo population in Chile
Within-race skin tone bias in educational expectations was observed in the Chilean mestizo group regardless of the level of other important social factors that are more generally known to cause educational biases (e.g., gender, socioeconomic background, and ethnic origin).
*Joke Meeus, Pontificia Universidad Católica de Chile*
*Roberto González, Pontificia Universidad Católica de Chile* - *Javiera Paredes Mayor, Pontificia Universidad Católica de Chile*
17:40 - VOC zaal

S105 Construing identities, constructing the self: How relationships between multiple identities influences resilience and well-being
This symposium brings together research that focuses on how multiple identities are understood as components of, and in relation to, the self and other. It highlights that the relationship between identities matters for facing challenges, managing transitions, and enhancing well-being.
*Ilka H. Gleibs, London School of Economics and Political Science*
*Janelle M. Jones, Queen Mary University of London*

S105:01 Perceived relationships between multiple groups can facilitate, or undermine, cognitive persistence
In two studies the number (2, 5) and perceived relationships (similar/different - positive/negative) between multiple social categories were manipulated before participants completed a cognitive challenge (unsolvable anagram). Focusing on similarities between multiple social categories promoted, whereas focusing on negatives undermined, cognitive persistence.
*Janelle M. Jones, Queen Mary University of London*
*Jolanda Jetten, University of Queensland, Australia* - *Michael T. Schmitt, Simon Fraser University*
16:20 - Doelenzaal

S105:02 The relationship between multiple group membership and well-being: Looking beyond quantity
Two studies examined the relationship between multiple group membership and well-being. Results indicated that the contribution of multiple groups to well-being depends on the distinctiveness, compatibility and value of the associated identities. Identity expression and social support mediate the relationship.
*Anders Sonderlund, University of Exeter*
*Thomas Morton, University of Exeter* - *Michelle Ryan, University of Exeter*
16:40 - Doelenzaal

S105:03 From fits and misfit: Consequences of identity change at university entry
Two studies focus on the integration of a new identity into a larger network of identities. Results indicate that the relationship between multiple identities, identity integration and subjective well-being is mediated through meaning in life and psychological misfit.
*Ilka H. Gleibs, London School of Economics and Political Science*
*Daniel Frings, London Southbank University*
17:00 - Doelenzaal
The effect of dialectical thinking on responses to identity conflict
Three studies demonstrate that dialectical thinking (construing one's self as flexible) moderates the relationship between conflicting identities and well-being. Dialectical thinkers are happier when dealing with conflicting (rather than non-conflicting) roles, while the opposite is true for non-dialectical thinkers.

Anna Rabinovich, University of Exeter
17:20 - Doelenzaal

Discussant
Kay Deaux, City University of New York - New York University
17:40 - Doelenzaal

Intergroup helping: A focus on the positive side
Past research on intergroup helping studied the reasons why people are NOT willing to help outgroups, leaving us with a lack of knowledge about why people DO often help outgroups. The symposium combines five accounts of facilitators of intergroup helping.

Hanna Zagefka, Royal Holloway University of London
17:20 - Universiteitstheater

Psychological determinants of international aid: Interactive effects of perceived intergroup (dis)similarities and perceived group-level reciprocity
In line with a group-level perspective on helping, two experiments confirmed that anticipated group-level reciprocity had significant effects on participants’ support of bilateral aid when a victimized out-group was culturally dissimilar but not when it was similar to participant’s in-group.

Stefan Stuermer, FernUniversität Hagen
Alexander N. Bodansky, FernUniversität Hagen
16:20 - Universiteitstheater

Outgroup helping is equally effective in increasing group distinctiveness as derogation
This research studied the effectiveness of third party helping as a tool to increase group distinctiveness. Third party helping increased perceived distinctiveness in four studies, and was actively used in response to a threat to group distinctiveness in Study 5.

Esther van Leeuwen, VU University Amsterdam
16:40 - Universiteitstheater

Sharing with outgroup members – the role of identifiability and groups’ cohesiveness
We examine the role of identifiability in sharing behavior in intergroup contexts in both children and adults, suggesting that in highly-cohesive groups, identifiability increases sharing with outgroup but not with ingroup, while the opposite effect is observed in low-cohesive groups.

Tehila Kogut, Ben Gurion University
Ilana Ritov, Hebrew University
17:00 - Universiteitstheater
Scientific Programme

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S106:04 The effects of perpetrator group membership on charitable giving
The goal was to understand how perpetrator group membership affects donations towards international conflicts and disasters, e.g. the Syrian conflict. Results across two experimental studies demonstrated that manipulating the perpetrator of a disaster can affect donations and responsibility attributions.
**Trevor James, Royal Holloway University of London**
17:20 - Universiteitstheater

S106:05 Familiarity breeds compassion: knowledge of disaster areas and willingness to donate money to disaster victims
The goal was to test whether knowing more about a disaster would increase donations to outgroup victims. Identification with the victims was proposed to be a mediator. Support was found in one survey, one experiment and one quasi-experiment.
**Hanna Zagefka, Royal Holloway University of London**
17:40 - Universiteitstheater

S107 Toward a differentiated social endocrinology: Conditions of oxytocin effects on social experience and behavior
To promote a differentiated social endocrinology, the symposium examines conditions under which oxytocin shapes social experience and behavior. Some presentations highlight individual conditions in responses to negative social events - others reveal contextual factors in social norm enforcement, trust, and conformity.
**Gerald Echterhoff, University of Münster**
**Michaela Pfundmair, LMU Munich (Ludwig-Maximilians-Universität München)**

S107:01 Tuning social approach to the motivational context with oxytocin
Oxytocin can promote social approach in humans by increasing approach tendencies to social threat in low socially anxious participants (Study 1) and by tuning amygdala activity to the motivational context of social approach in safe environments (Study 2).
**Sina Radke, University Hospital RWTH Aachen**
**Karin Roelofs, Radboud University Nijmegen - Ellen de Bruijn, Leiden University**
16:20 - OMHP D0.09

S107:02 The interplay of oxytocin and collectivistic orientation shields against negative effects of social exclusion
We investigated whether individual differences in collectivistic orientation moderate the influence of oxytocin on responses to social exclusion. Indeed, our study showed that a collectivistic worldview (involving a propensity for cooperation and social connectedness) permits oxytocin to attenuate ostracism effects.
**Michaela Pfundmair, LMU Munich (Ludwig-Maximilians-Universität München)**
**Gerald Echterhoff, University of Münster - Nilüfer Aydin, LMU Munich (Ludwig-Maximilians-Universität München) - Dieter Frey, LMU Munich (Ludwig-Maximilians-Universität München)**
16:40 - OMHP D0.09
Scientific Programme

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S107:03 Effects of oxytocin and pupil-size synchronization on trust
Research has shown that humans synchronize their pupil-size with each other. We show that pupil-size synchronization induces pro-social choices in economic decision making games and that oxytocin moderates these effects.
Mariska Esther Kret, University of Amsterdam
Jolien van Breen, Groningen University - Agneta H. Fischer, University of Amsterdam - Carsten K.W. de Dreu, University of Amsterdam
17:00 - OMHP D0.09

S107:04 The justice spray: The role of oxytocin in social norm enforcement
We explore the effects of oxytocin on social norm enforcement. Results demonstrate that oxytocin increased punishment of norm violators, but did not affect victim compensation. Positive, pro-social effects of oxytocin are context-dependent, and oxytocin can also promote 'negative' behaviors.
Mirre Stallen, Radboud University Nijmegen, Donders Institute for Brain, Cognition and Behaviour
Filippo Rossi, University of Arizona, Tuscon - Amber Heijne, Radboud University Nijmegen, Donders Institute for Brain, Cognition and Behaviour - Ale Smidts, Rotterdam School of Management, Erasmus University Rotterdam - Carsten K.W. de Dreu, University of Amsterdam - Alan G. Sanfey, Radboud University Nijmegen, Donders Institute for Brain, Cognition and Behaviour
17:20 - OMHP D0.09

S107:05 Intranasal oxytocin administration modulates social influence on memory
Human memory is highly sensitive to social influence, but the neuromodulatory systems involved are unknown. We found that oxytocin had divergent effects on memory conformity in a social misinformation paradigm: It increased transient public compliance, but decreased persistent private conformity.
Micah Edelson, Department of Neurobiology, the Weizmann Institute of Science, Israel
Maya Shemesh, the Weizmann Institute of Science - Avi Weizman, Geha Psychiatric Center, Beilinson Campus, Petach Tikva - Shahak Yariv, the Weizmann Institute of Science - Yadin Dudai, the Weizmann Institute of Science
17:40 - OMHP D0.09

S108 When the past is difficult: Counterfactuals, regrets, and justifications
The symposium illustrates the effects of recollecting the past on emotions, self- and other-presentation and goal-pursuit behaviour. Post-decisional regret, counterfactual thinking and counterfactual communication are discussed.
Patrizia Catellani, Catholic University of Milan, Italy
Neal Roese, Northwestern University - Marcel Zeelenberg, Tilburg University
16:20 - OMHP D1.09

S108:01 Contextualizing regret
Two studies examined the effects of status quo maintenance/change and opportunity on regret intensity. Status quo maintenance under conditions of high future opportunity and status quo change under conditions of low future opportunity elicited the highest levels of regret.
Keith D. Markman, Ohio University
16:20 - OMHP D1.09
S108:02  Universality and cultural variation in the experience of regret
We examined American, Dutch, Israeli and Taiwanese participants and found evidence for universality of the distinct emotion components of regret, compared to disappointment and guilt, and for cultural variation in the frequency and intensity of intrapersonal and interpersonal regrets.
Marcel Zeelenberg, Tilburg University
Seger M. Breugelmans, Tilburg University - Thomas Gilovich, Cornell University - Wen-Hsien Huang, National Chung Hsing University - Yaniv Shani, Tel-Aviv University
16:40 - OMHP D1.09

S108:03  Buyer’s remorse: What purchases are most regrettable?
What purchases hold the greatest potential for buyer’s remorse? Two surveys pinpoint the biggest regrets of consumer spending as deriving from entertainment, and more specifically, consumer electronics.
Neal J. Roese, Northwestern University
17:00 - OMHP D1.09

S108:04  The effects of counterfactual attacks and defences on social judgements
In a series of studies, impression management through counterfactual communication was analysed. Counterfactual messages employed as attacks or defences were more effective than the corresponding factual messages in influencing judgments and attributions, even in the presence of ingroup favouritism.
Patrizia Catellani, Catholic University of Milan
Mauro Bertolotti, Catholic University of Milan
17:20 - OMHP D1.09

S108:05  How tempting counterfactuals influence goal pursuit
Our research investigates how individuals respond to counterfactual temptations that could have inhibited their goal striving. We found that such tempting counterfactuals function as a facilitating factor and stimulate further goal pursuit.
Johannes Seehusen, University of Groningen, the Netherlands
Kai Epstude, University of Groningen - Russell Spears, University of Groningen
17:40 - OMHP D1.09

S109  Does moral disgust really respond to harm and unfairness? Perspectives and resolutions.
Can moral disgust truly arise from acts that cause harm or unfair treatment? Or, once unconfounded from anger, does disgust most clearly characterize moral purity violations? This symposium presents evidence on both sides as well as two integrative perspectives.
Roger Giner-Sorolla, University of Kent

S109:01  Desiring counter-normative sexual acts
Anger and disgust play unique roles in morality - the absence of consent increases levels of anger directed at the transgressor and disgust increases in the presence of desire or mutual consent for counter-normative sexual acts.
Pascale Sophie Russell, University of Surrey
Jared Piazza, University of Pennsylvania
16:20 - OMHP D0.08
Trait physical disgust is related to moral judgments outside of the purity domain
Consistent with a broad role for disgust in morality, we found that individuals higher in trait physical disgust were more condemning of transgressions outside of the purity domain, as well as more likely to moralize violations of social convention.

Hanah Chapman, Brooklyn College
Adam Anderson, Department of Human Development, Cornell University
16:40 - OMHP D0.08

Character and desire: Reasons why people sometimes feel moral disgust towards harm?
Research has often linked purity moral violations to disgust, and harm violations to anger. However, two new studies show that for both purity and harm violations, another person's immoral desires influence character judgments, which predict disgust more so than anger.

Roger Giner-Sorolla, University of Kent
Celia Chambers, University of Kent
17:00 - OMHP D0.08

The two phenomena underlying moral disgust
I propose that the relationship between disgust and morality reflects two phenomena: 1) the tendency for people to morally condemn disgust-eliciting acts - and 2) the tendency for people to use the language of disgust to advertise condemnation of moral violations.

Joshua M. Tybur, VU Amsterdam
17:20 - OMHP D0.08

Discussant
Jason Clark, Universität Osnabrück
17:40 - OMHP D0.08

Motivation and goal pursuit
When motivational consequences of ego depletion collide: Conservation dominates over reward-seeking
Existing research shows that ego depletion both increases the need to conserve energy and promotes approach tendencies. These dual motivations may be paradoxical in many situations. In two experiments we showed that, when clashing, conservation is dominant over approach tendencies.

Mauro Giacomantonio, University of Rome "Sapienza"
Jennifer Jordan, University of Groningen - Bob M. Fennis, University of Groningen - Angelo Panno, University of Rome "Sapienza"
16:20 - OMHP F0.01
Correction versus habituation as an explanation for less food consumption after the imagination of food
The imagination of food consumption can lead to less actual food consumption (Morewedge et al., 2010). In two studies it was tested if this finding may be better explained by correction processes then by habituation. Different practical implications would follow.

Birte Englich, University of Cologne
16:40 - OMHP F0.01

Is competition always ‘healthy’? Cognitive versus motivational routes to learned helplessness in the performance domain.
In two studies we showed that people experienced learned helplessness when performance comparisons were made intra-individually. However, inter-individual comparisons did not lead to helplessness. We propose that these effects are due the activation of a cognitive and motivational route respectively.

Sindhuja Sankaran, Jagiellonian University, Krakow
Ulrich von Hecker, Cardiff University
17:00 - OMHP F0.01

Free to punish: A motivated account of free will belief
We argue that free will beliefs flow from punitive motivations. Across nine studies, free will beliefs increased after inducing punitiveness, and buffered against the negative consequences of punitiveness. Free will beliefs may reflect a drive toward a morally significant world.

Cory Clark, University of California, Irvine
Jamie Luguri, Yale University - Peter Ditto, University of California, Irvine - Joshua Knobe, Yale University - Azim Shariff, University of Oregon - Roy Baumeister, Florida State University
17:20 - OMHP F0.01

Being powerful and being avoidant: Negative affect reverses the effects of power on approach-avoidance motivation
In 3 experiments, social power and negative affect (sad mood, disgust) were manipulated. When in negative affective states, powerful individuals were more avoidance oriented than powerless individuals and control participants, and showed greater accessibility of avoidance goals.

Laura de Molière, University College London
Ana Guinote, University College London
17:40 - OMHP F0.01
Scientific Programme
Saturday July 12
16:20 - 18:00

T56 Embodiment and physical actions

T56:01 Embodied emotion regulation: When body posture hurts or helps regulation of sadness
Does it help to “sit up straight” when you are sad? Yes and no. Four studies show that a stooped posture inhibits emotional recovery, but sitting straight does not facilitate emotional recovery. Embodied interventions may benefit emotion regulation.
Lotte Veenstra, VU University Amsterdam
Iris K. Schneider, VU University Amsterdam - Sander L. Koole, VU University Amsterdam
16:20 - OMHP C0.17

T56:02 Facial mimicry predicts attitudes toward the brand in persuasive video stimuli
We examined if presence of reactive avatar influenced people’s facial expressions of happiness (FEH) during exposure to an ad and subsequently attitudes towards brand (AB). We found that a “disgusted” avatar decreased FEH, which in turn caused lower AB.
Peter Lewinski, University of Amsterdam
Marieke Fransen, University of Amsterdam - Ed Tan, University of Amsterdam - Crystal Butler, New York University - Karolina Czarna, University of Warsaw
16:40 - OMHP C0.17

T56:03 Serenity in the face of threat: Cultural and self-construal differences in dealing with social exclusion
We examined whether cultural and self-construal differences in responses to social exclusion are due to less experience of threat in collectivists rather than more regulation of experienced threat. Physiological and embodied cognition data suggest less experience of threat in collectivists.
Verena Graupmann, DePaul University
Michaela Pfundmair, University of Munich - Nilüfer Aydin, University of Munich
17:00 - OMHP C0.17

T56:04 On affect and tendencies to approach and avoid: Chen and Bargh (1999) revisited
Within the literature on emotion and approach-avoidance behavior the work by Chen and Bargh (1999) takes up a prominent place (cited 727 times, November 7th, 2013). I will present data of an exact replication attempt.
Mark Rotteveel, University of Amsterdam
17:20 - OMHP C0.17

T57 Power and status

T57:01 Surveillance and sousveillance: Processes of power and resistance
Three studies investigated whether people use monitoring from above (surveillance) and/or below (sousveillance) in situations where they feel powerless. Results suggested threatened power results in surveillance, but for those in already subordinate positions, perceived illegitimacy is a more useful predictor.
Aisling O’Donnell, University of Limerick
16:20 - OMHP C2.17
The “moral advantage” of the powerful in selling a just war
In this talk we propose that being perceived as powerful offers an advantage in gaining outsiders’ support for violence. However, this effect only occurs when violence does not violate moral boundaries or can be understood in moral terms.
Elenor Kamans, University of Groningen
Martijn van Zomeren, University of Groningen - Ernestine H. Gordijn, University of Groningen - Tom Postmes, University of Groningen
16:40 - OMHP C2.17

Low status students’ upward mobility process at university: Status, success and performance-avoidance goal endorsement
The present research examines social status and academic competence as antecedents of performance-avoidance goal endorsement at university. Four studies showed that the higher their academic level, the more low status students endorsed performance-avoidance goals compared to high status students.
Mickaël Jury, Clermont University, Blaise Pascal University
Anique Smeding, University of Savoie - Céline Darnon, Clermont University, Blaise Pascal University & University Institute of France
17:00 - OMHP C2.17

Poverty: Consequences and interventions
Using randomized field experiments, we find that poverty directly impedes cognitive function in low-income individuals, and that self-affirmation improves the cognitive performance and decisions of these individuals. This provides a new perspective on poverty and has important implications for policy.
Jiaying Zhao, University of British Columbia
17:20 - OMHP C2.17

Putting in question the unemployed stigma! The moderating role of legitimacy on coping strategies.
Based on the Rejection-Identification Model, this study investigates the moderating role of perceived legitimacy of unemployed people’s stigma on the link between, on the one hand, perceived discrimination and group identification and on the other hand, group identification and well-being.
David Bourguignon, Lorraine University (at Metz)
Ginette Herman, Université catholique de Louvain, Louvain-la-Neuve, Belgium
17:40 - OMHP C2.17

The role of emotion in everyday life
When stepping outside the self is not enough: self-distancing reduces basic but not self-conscious emotions
We examined the effectiveness of self-perspective (distanced vs. immersed) in regulating self-conscious versus basic emotions. A self-distanced perspective attenuated feelings of sadness and anger, but not of shame and guilt, resulting from differences in appraisals underlying the experienced emotion.
Maayan Katzir, Ben-Gurion University
Tal Eyal, Ben-Gurion University of the Negev
16:20 - OMHP A0.08
Scientific Programme

Saturday July 12
16:20 - 18:00

T58:02 Emotion regulation and the overestimation of future guilt and shame
This study provides compelling support for the hypothesis that a major source of the intensity bias in affective forecasting is that people fail to anticipate that they readily regulate an emotion-eliciting event and that this regulation attenuates their experienced emotions.

Wilco Van Dijk, Leiden University
Lotte F. van Dillen, Leiden University - Mark Rotteveel, University of Amsterdam - Elise C. Seip, University of Amsterdam
16:40 - OMHP A0.08

T58:03 Disgust and fear lower olfactory threshold
Core disgust influences sensitivity to olfactory cues but supportive evidence gathered have measured cognitive/behavioral reactivity rather than perceptual thresholds per se. Across three studies, we found that disgust and fear lowered olfactory thresholds, particularly in individuals high in disgust sensitivity.

Kai Qin Chan, Radboud University Nijmegen
Rob W. Holland, Radboud University Nijmegen - Ruud van Loon, Radboud University Nijmegen - Roy Arts, Radboud University Nijmegen - Ad van Knippenberg, Radboud University Nijmegen
17:00 - OMHP A0.08

T58:04 Guilty Pleasures: The effects of reading submission and dominance erotica on arousal and gender beliefs
This experiment investigates the effects of sexual submission and dominance erotica on arousal and gender beliefs. Participants’ arousal and gender beliefs were measured, with significant increases in benevolent sexism and rape myth acceptance after reading female submission erotica.

Emily Harris, University of Queensland
Fiona Kate Barlow, University of Queensland
17:20 - OMHP A0.08

T59:01 Social mindfulness, or why giving choice is being chosen
Social mindfulness requires the presence of both skill and will to act mindfully toward another person’s control over outcomes. Two studies show how variations in social mindfulness may play an important part in relationship management at interpersonal and group level.

Niels J. Van Doesum, VU University Amsterdam
Paul A. M. Van Lange, VU University Amsterdam
16:20 - OMHP F0.02

T59:02 How self-disclosure on social networking sites fosters relationships – the role of intimacy and entertainment
The paper examines the role of public and private self-disclosure on SNS in creating a feeling of connection. Next to the classical link between intimacy of self-disclosure and relational outcomes, a second path via entertainment is proposed and found

Sonja Utz, Knowledge Media Research Center
16:40 - OMHP F0.02
The effects of “piropos” on young women's self-objectification, well-being and sense of power.
The study tested how the use of flattering comments ("piropos") showed to be harmful for non sexist women but not for sexist ones. However, both sexist and non sexist women reported more self-objectification when they were exposed to a “piropo”.

Alba Moya-Garofano, University of Granada
Jesús L. Megías, University of Granada - Rosa Rodríguez-Boilón, University of Granada
17:00 - OMHP F0.02
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<td>Blanca von Wurzbach</td>
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<td>Andy J. Yap</td>
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<td>Iris Željel</td>
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# Programme Overview

**Wednesday July 9**

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<td>09.00 - 10:40</td>
<td>Location</td>
<td>S1 Motivational processes - Implications for self and other harm-inflicting behavior</td>
<td>T1 Sexuality and homophobia</td>
<td>S2 Social neuroscience of threat</td>
<td>T2 Social influence and moral judgement</td>
<td>S3 Self-interest bias of moral judgments of others' actions</td>
<td>S4 Cultural diversity: Costs and benefits of intercultural contact and engagement in majority and/or minority cultures</td>
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<td>10.40 - 11.05</td>
<td>Coffee break</td>
<td>S6 Action performance and agency</td>
<td>T8 Gender and sexism</td>
<td>S7 Interpersonal processes in emotion regulation</td>
<td>S8 Understanding perceived self-other similarity as the social dimension of psychological distance</td>
<td>S9 Social identity and health: Social identity enhances resilience and well-being</td>
<td>S10 Deconstructing Muslim identity</td>
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<td>11.05 - 12.45</td>
<td>Lunch</td>
<td>S6 Action performance and agency</td>
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<td>12.45 - 14.30</td>
<td>Poster Session P1 Atrium</td>
<td>S15 Milgram at 50: New data, new insights, new perspectives</td>
<td>S16 How physical dimensions relate to power: Theoretical perspectives, and behavioral and perceptual findings</td>
<td>S17 Linking self and group: Cognitive routes to self-group overlap as driving forces of group phenomena</td>
<td>S11 Linking motives and self-processes</td>
<td>S18 New frontiers for evaluative conditioning</td>
<td>S19 The many faces of social categorization</td>
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<td>13.00 - 14.00</td>
<td>Poster Session P2 Atrium</td>
<td>S23 Evolutionary approaches to romantic attraction and relationships</td>
<td>S24 Intergroup contact as learning progress Redefining a classic concept through new lenses</td>
<td>S25 Forget encoding! Motivational relevance determines the cognitive accessibility of information</td>
<td>T15 Motives and daily life</td>
<td>S26 The psychology of sustainable consumption: Causes and possible interventions</td>
<td>S27 Social identity and climate change</td>
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Coffee break

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<td>The self in surroundings and vice-versa: The interplay between social environments and self-perceptions</td>
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<td>S21</td>
<td>Moving as one: The what's, how's and why's of behavioral synchrony</td>
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<td>Ingroup disidentification: Concept, measurement, antecedents, and consequences</td>
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<td>Contemporary research on emotion perception</td>
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<td>Shifting the perspective on intergroup emotion: Positive and negative responses to outgroup emotional expression</td>
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Reception. Atrium and OMHP
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<td>09.00 - 10:40</td>
<td>331 The nature of self-control</td>
<td>T19 Conditioning, priming, and behaviour</td>
<td>322 Modern-day identity threats on the career aspirations of women and minorities: Causes, consequences and interventions</td>
<td>T20 Intergroup contact 2</td>
<td>T33 Terror Management Theory: Recent trends, potential challenges and future directions</td>
<td>T34 Evolved to lie?</td>
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<td>332 Achtung! Attention shapes emotion in everyday experience and social cognition</td>
<td>T25 Stereotype threat</td>
<td>333 Keeping grip: Coping with world changes through simplification</td>
<td>539 Minority and non-prototypical leaders: When and how can they prevail?</td>
<td>540 Motivated empathy: A person x situation perspective</td>
<td>541 The brighter side of threat: How uncertainty and distrust can yield positive outcomes</td>
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<td>345 Achtung! Attention shapes emotion in everyday experience and social cognition</td>
<td>346 Restoration of groups' positive identities as a key to intergroup reconciliation and social change</td>
<td>347 Testing longitudinal models of intergroup contact in diverse contexts phenomena</td>
<td>T29 Applied advances in attitudes and persuasion</td>
<td>548 Dynamic aspects of social hierarchies: Changes in hierarchies across time, personality, stature and culture.</td>
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<td>16.35 - 18.15</td>
<td>333 School diversity: Bridging minority and majority group perspectives</td>
<td>334 How eye-tracking paradigms can shed light on the social dynamics of attention</td>
<td>T33 Intergroup contact 1</td>
<td>555 So easy, yet so difficult: Social psychological aspects in smile expression and perception</td>
<td>556 On power and prosociality: Dynamic and reciprocal relationships between hierarchical position and (anti)social behavior</td>
<td>557 Why are there so few women in power? A fresh look through the glass ceiling</td>
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<td><strong>S35</strong> The social psychology of solidarity</td>
<td><strong>T21</strong> The self in surroundings and vice-versa: The interplay between social environments and self-perceptions</td>
<td><strong>T21</strong> Individual differences and the self</td>
<td><strong>T23</strong> Interpersonal processes in the workplace</td>
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<td><strong>T26</strong> Judgement and decision making</td>
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<td><strong>S50</strong> The psychology of change: Life contexts, experiences, and identities</td>
<td><strong>T30</strong> Contemporary research in environmental psychology</td>
<td><strong>S51</strong> New directions in social comparison</td>
<td><strong>T31</strong> Stereotypes and prejudice 1</td>
<td><strong>S52</strong> Perceiving unseen minds: Cognitive mechanisms of supernatural belief</td>
<td><strong>T32</strong> Perception and attention</td>
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<td><strong>T34</strong> Ironies of selection in education: Low-status students between status blindness and status assets</td>
<td><strong>T35</strong> Socially situated cognition: Illuminating different facets of socially shaped memory</td>
<td><strong>T35</strong> Stereotypes and prejudice 2</td>
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### Programme Overview

**Friday July 11**

**09:00 - 21:15**

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<td>Inclusion in diversifying societies: Individual and group perspectives</td>
<td>Individual differences in intergroup contact: Irrelevant, or critical?</td>
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<td><strong>19:15 - 21:15</strong></td>
<td>Football, SC Buitenveldert</td>
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- 562: Individual differences in intergroup contact: Irrelevant, or critical?
- 563: Gender and stereotypes in leadership
- T37: Motives and goal pursuit
- 65: The dynamics of subtle influences on (im)moral behavior
- S74: The influence of economics on psychology and behaviour: Evidence from survey-, archival-, and experiment-based studies
- S75: Evaluative learning: Intersecting contingencies as a new way to change implicit and explicit evaluations
- S76: How am I doing? Understanding how people monitor their goal progress
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<th>OMHP D0.08</th>
<th>OMHP F0.01</th>
<th>OMHP C0.17</th>
<th>OMHP C2.17</th>
<th>OMHP A0.08</th>
<th>OMHP F0.02</th>
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<tr>
<td>✖ 566 Does power help or hinder? When and how social power changes reactions to others</td>
<td>✖ 567 Punishment in a social context</td>
<td>✖ 568 Social media and collective action: New perspectives on online and offline forms of political activism</td>
<td>✖ T38 Support giving and receiving</td>
<td>✖ 569 The judgment is in the sample – towards a grounded social psychology</td>
<td>✖ 570 Talking about ‘them’ and ‘us’: Constructing and reconstructing national/ethnic identities and shaping intergroup relations</td>
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Coffee break

Post Session P5 Atrium


Awards Session and Tajfel Lecture. Aula

Members Meeting. Aula

Football. SC Buitenveldert

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<td>✖ 577 New communication technologies, social identity and group processes</td>
<td>✖ 578 Theories of collective action applied in current protests around the world</td>
<td>✖ 579 The influence of self resources on generosity</td>
<td>✖ 580 Taking interpersonal accuracy into new territories: An examination of novel psychological mediators, moderators and domains</td>
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Lunch

Poster Session P5 Atrium


Awards Session and Tajfel Lecture. Aula

Members Meeting. Aula

Football. SC Buitenveldert
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<tr>
<th>Room</th>
<th>Aula</th>
<th>VOC Zaal</th>
<th>Doelenzaal</th>
<th>Universiteittheater</th>
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<tr>
<td>09:00 - 10:40</td>
<td>☀ S81 First offers in negotiations: Who starts, how, when, and which party benefits.</td>
<td>☀ S82 Maintaining and changing social hierarchies: Cognitive, affective and motivational perspectives</td>
<td>☀ S83 Historical representations and their relevance for understanding intergroup relations</td>
<td>☀ T41 Intergroup morality</td>
<td>☀ S84 Sources of sameness, determinants of difference: The impact of culture, motivation, and ethics on identity</td>
<td>☀ S85 Influences on risk perception, assessment and behavior.</td>
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<td>10:40 - 11:05</td>
<td>Coffee break</td>
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<td>11:05 - 12:45</td>
<td>☀ S89 Taking the psychology of social class seriously: New research on socio-economic status, well-being, and prejudice</td>
<td>☀ T45 Gender in the workplace</td>
<td>☀ T46 Politics, ideology, and social influence</td>
<td>☀ S90 The past, the future, and me: The self and the temporal representation of events</td>
<td>☀ S91 When goals collide: The consequences and resolution of goal conflicts</td>
<td>☀ S92 Handling risk in the real world: A context sensitive investigation of risk</td>
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<td>12.45 - 14:30</td>
<td>Lunch</td>
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<td>13.00 - 14.00</td>
<td>☀ Poster Session P6 Atrium</td>
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<td>14.30 - 16.10</td>
<td>☀ T49 Automaticity and implicit processes</td>
<td>☀ S97 Responses to social identity threat: Explicit and implicit strategies</td>
<td>☀ S98 Changes in group structures, uncertainty and continuity</td>
<td>☀ S99 Maintaining social inequality: Perceiving, reacting to and distancing from bias</td>
<td>☀ S100 Using social psychology to guide social interventions in conflict and post-conflict settings and culture</td>
<td>☀ S101 Seeing the world through my own eyes: Egocentrism, misunderstanding and conflict</td>
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<td>16:20 - 18:00</td>
<td>☀ S104 How status, stereotypes, Groups, discrimination and lack of control reinforce and maintain the status quo</td>
<td>☀ T54 Construing identities, constructing the self: How relationships between multiple identities influences resilience and well-being</td>
<td>☀ S105 Intergroup helping: A focus on the positive side</td>
<td>☀ S106 Intergroup helping: Conditions of oxytocin effects on social experience and behavior</td>
<td>☀ S107 Toward a differentiated social endocrinology: How status, stereotypes, and control affect intergroup processes</td>
<td>☀ S108 When the past is difficult: Counterfactuals, regrets, and justifications</td>
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<td>19:30</td>
<td>Farewell Dinner Grand Hotel Krasnapolski</td>
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<td>☑ S86 The negative side of positive emotions</td>
<td>☑ S87 Current research on ostracism and social exclusion</td>
<td>☑ S88 Social distance, social bonding, and the body</td>
<td>☑ T42 Dual and multiple identities</td>
<td>☑ T43 Ingroup cohesiveness</td>
<td>☑ T44 Self- and other-perception</td>
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**Coffee break**

| S93 The social power of the past: Nostalgia as a resource for interpersonal and group harmony | S94 Puttin... | S95 The global village: The impact of cultural mobility on personality, identity, and well-being. | S96 The social side of language: How linguistic cues guide social inferences | T48 Affect and cognition |

**Lunch**

**Poster Session P6 Atrium**

*Presentation of the new journal of EASP and SASP: Comprehensive Results in Social Psychology. Convenor: Kai Jonas. Aula*

| ☑ S102 Achievement goals: New proposals for future research | ☑ S103 What would you do under threat? Current and future directions in terror management theory | ☑ T50 Social neuroscience: novel applications | ☑ T51 Justice | ☑ T52 Prosocial and antisocial behaviour | ☑ T53 Emotional processes and everyday behaviour |
| ☑ S109 Does moral disgust really respond to harm and unfairness? Perspectives and resolutions. | ☑ T55 Motivation and goal pursuit | ☑ T56 Embodiment and physical actions | ☑ T57 Power and status | ☑ T58 The role of emotion in everyday life | ☑ T59 Maintenance processes in social relationships |

**Farewell Dinner Grand Hotel Krasnapolski**