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**THURSDAY, MAY 1**  
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**Invited Address**  
**How Remembering Historical Victimization Shapes**  
**Intergroup Behavior in the Present**  
**NYLA R. BRANSCOMBE**  
**University of Kansas**

*Thursday, 10:00-11:30* *Crystal Room*  
DANIEL MILLER, Indiana Purdue University Fort Wayne, Moderator

**Association for Psychological Science (APS)**  
**William James Distinguished Lecture**

**Early Identification and Intervention to**  
**Prevent Reading Difficulties**  
**LINDA SIEGEL**  
**University of British Columbia**

*Thursday, 11:00-12:30* *Wabash Parlor*  
CATHERINE HADEN, Lovola University, Moderator

### **Exhibitor Session**

*Thursday, 10:00-11:00* *PDR 5*  
Company Sponsor: PSYCHOLOGY SOFTWARE TOOLS  
Speakers: TERA STEWART and CINDY CARPER  
Title: Using E-Prime and Psychmate: Simplified Solutions for Research and Education  
Topics addressed include the use of PsychMate and the accompanying Exploring Research Methods in Psychology, using the PsychMate textbook in undergraduate psychology instruction and the use of E-Prime and associated products (e.g., eye-tracking, brain imaging) for computerized experiment generation.

*Thursday, 11:15-12:15* *PDR 5*  
Company Sponsor: BEDFORD, FREEMAN, AND WORTH

Speakers: TBA

Title: Products from Bedford, Freeman, and Worth

Representatives of Worth Publishers will discuss and demonstrate new textbooks and innovative new media offered by the company. The opportunity to ask questions will be afforded to the attendees.

## Self and Others

*Thursday, 10:00-12:00*

*Salon 8*

MARY INMAN, Hope College, Moderator

**10:00**

### **Where Do “You” End, and “I” Begin? Self-other Integration Between Potential Relationship Partners**

ERICA B. SLOTTER, Northwestern University; WENDI L. GARDNER, Northwestern University

e-slotter@northwestern.edu

Self-other integration is a common consequence of shared experience in romantic relationships. The current study demonstrates preemptive integration with merely desirable potential partners. Individuals incorporated novel attributes of a potential partner presented on a dating website into their own self-concepts, to the extent they wanted to date the individual.

**10:15**

### **Social Rejection Increases Discriminability of Duchenne and Pan-American Smiles**

MICHAEL BERNSTEIN, Miami University; CHRISTINA BROWN, Miami University; STEVEN YOUNG, Miami University; DONALD SACCO, Miami University; HEATHER CLAYPOOL, Miami University

bernstmj@muohio.edu

We examined the ability of rejection to alter social-perceptual skills. Individuals recalled something neutral, a time they were rejected, or accepted and then discriminated between real and fake smiles. Rejected individuals were better at discriminating than accepted and control participants, and threats to basic needs were correlated with increased discrimination.

**10:30**

### **Ostracism Goggles: How the Ostracized Perceive Social Information**

JAMES H. WIRTH, Purdue University; DONALD SACCO, Miami University; KURT HUGENBERG, Miami University; ZHANSHENG CHEN, Purdue University; KIPLING D. WILLIAMS, Purdue University

jwirth@psych.purdue.edu

Loss of the fundamental need belonging can increase activation of the social monitoring system. We investigated the effect of ostracism on the categorization of socially relevant information, happy and angry faces. Categorical perception

was stronger for ostracized than included participants. For the ostracized, the perceptual system becomes "tuned," aiding re-inclusion.

**10:45**

**Bending the Rules: Role Flexibility in Men and Women**

AMANDA M. JOHNSTON, Miami University; AMANDA B. DIEKMAN, Miami University; JASON R. LANTER, Miami University  
johnstam@muohio.edu

This study explored the relationship between perceptions of gender role flexibility and perceptions of external pressures that contribute to traditional social role alignment. Deviation from traditional roles was viewed more negatively for men than women; men were perceived as receiving greater external pressure to adhere to traditional roles.

**11:00**

**Power, Relationship Orientation & Sexual Harassment**

ANN E. HOOVER, Purdue University; STEPHANIE A. GOODWIN, Purdue University  
ahoover@psych.purdue.edu

Male participants, high or low in exchange orientation, were primed with power or powerlessness and subsequently completed acceptability ratings of sexually harassing behaviors. As predicted, high exchangers perceived sexual harassment as more acceptable than low exchangers when power was primed. Results suggest power activates different goals depending on relationship orientation.

**11:15**

**What Do You See in Him (or Her)? Predictors of Normative Beliefs**

NICHOLAS G. HOFFMAN, Southern Illinois University at Carbondale; PAUL E. ETCHEVERRY, Southern Illinois University at Carbondale; BENJAMIN LE, Haverford College  
nghoff@siu.edu

This research tested how a person's perceptions regarding a friend's romantic relationship influence approval for the romantic relationship. Perceptions of a friend's satisfaction, alternatives, and investments in a romantic relationship were hypothesized to predict approval for that relationship. Only perceptions of friends' satisfaction and alternatives predicted approval for that relationship.

**11:30 Invited Talk**

**Inferential and Associative Routes to the Acquisition of Trait Information About Informants: Recent Evidence**

JOHN J. SKOWRONSKI, Northern Illinois University  
TJ0JJS1@wpo.cso.niu.edu

Informants sometimes describe their own behaviors and sometimes describe others' behaviors. Both kinds of descriptions cause informants to become linked to traits implied by behaviors. Results of several studies will be described that

highlight the different cognitive processes that produce those linkages in self-descriptive and other-descriptive circumstances.

## **Stress and Coping in Clinical & Health Psychology**

*Thursday, 10:00-11:30*

*Salon 7*

REBECCA MERRITT, Purdue University, Moderator

### **10:00**

#### **Mindfulness Based Stress Reduction in Couples Battling Multiple Sclerosis**

VERED M. HANKIN, City University of New York  
veredstory@yahoo.com

Multiple Sclerosis (MS) is a chronic illness with an uncertain prognosis, leading to high anxiety. Research argues that interventions should target patient and partner. This study examined using Mindfulness Based Stress Reduction (MBSR), an eight-week intervention, to alleviate anxiety and uncertainty intolerance in 25 couples with a partner battling MS.

### **10:15**

#### **Adjustment Following a Sexual Assault: The Mediating Role of Self-Blame**

MICHELLE DUPREY, Ohio University; LINDSAY M. ORCHOWSKI, Ohio University; CHRISTINE A. GIDY CZ, Ohio University  
md620303@ohio.edu

The current study examined the role of characterological self-blame and behavioral self-blame in mediating the relationship between characteristics of a sexual assault (i.e. assault severity, self-efficacy, rape myth acceptance, alcohol use, clarity of memory, and dissociation) and psychological distress. Implications for clinicians will be presented.

### **10:30**

#### **Comparing Coping Strategies in an Interactional Context**

JOHN P. BAKER, University of Wisconsin Stevens Point; HOWARD BERENBAUM, University of Illinois Urbana-Champaign  
jobaker@uwsp.edu

Participants were assigned to engage in either a problem-focused or emotional approach coping workshop with a partner. A partner's unsupportive interactions moderated the relation between coping and mood. Emotional approach coping was more successful for individuals with supportive partners, whereas problem-focused coping was more effective for individuals with unsupportive partners.

### **10:45**

#### **Exercise Behavior of HIV-Positive Men in Chicago**

DAVID FINGERHUT, University of Illinois at Chicago  
dfingerhut@hotmail.com

Exercise is regularly prescribed by medical professionals for HIV symptom management. We examined exercise behavior over 12-months during a randomized clinical trial in a primary-care setting. Exercise rates were unexpectedly low suggesting that exercise interventions are necessary in managing HIV disease and symptoms.

**11:00**

**HIV Medication Status and Sexual Risk**

CHRISTINE M. HOLLAND, University of Illinois at Chicago and Howard Brown Health Center; DAVID J. MCKIRNAN, University of Illinois at Chicago and Howard Brown Health Center; DAVID FINGERHUT, University of Illinois at Chicago and Howard Brown Health Center; JASON BIRD, University of Chicago and Howard Brown Health Center; STEVE DU BOIS, University of Illinois at Chicago and Howard Brown Health Center

cholla1@uic.edu

We investigated whether partaking in Antiretroviral Therapy was associated with less sexual risk in 317 HIV+ MSM. Participants' medication status significantly predicted sexual risk. Men taking ART were less likely to report transmission risk or an STI. Clinical markers of viral load and CD4 were not associated with sexual risk.

**11:15**

**Community-Based Delinquency Prevention in a High-Stress Setting**

RUSSELL A. CARLETON, DePaul University; DESIRIE HOWARD, DePaul University; FARAHNAZ FARAHMAND, DePaul University; DAVID GROH, DePaul University; SHIRLEY WOODS, DePaul University

rcarleto@depaul.edu

Crossroads is a delinquency prevention program focusing on youth living in low-income public housing communities. The program makes use of group education sessions and case management services. Program evaluation data suggest that the program is effective in preventing entry into the juvenile justice system along with several other benefits.

## **Assessment in Clinical and Health Psychology**

*Thursday, 10:00-12:00*

*PDR 6*

ROBERT WEIS, Denison University, Moderator

**10:00**

**Diagnostic Prediction of Outcome in Juvenile Sex Offenders**

JAMIE RATHERT, Saint Mary's College; CATHERINE M. PITTMAN, Saint Mary's College

jrathert@comcast.net

Records from a residential treatment facility providing sex offense treatment were reviewed. The rate of unsuccessful discharge was significantly greater for

youths with the diagnosis of conduct disorder (CD). Notably, youths with childhood onset CD, rather than adolescent onset, had significantly greater improvement in GAF scores.

**10:15**

**Psychometric Evaluation of the Duke Health Profile**

KARL G. NELSON, Indiana University Northwest; DAN GOVERT, Indiana University Northwest; BRITTANY BARKER, Indiana University Northwest  
kagnelso@iun.edu

The range of information (e.g., Physical Health, Mental Health, General Health, Anxiety, and Depression) provided by the Duke Health Profile (DUKE) should give it high clinical utility. However, reliability and validity concerns make this a questionable health-related quality-of-life instrument for either clinical or research settings.

**10:30**

**Development of a Quantitative Measure of “Fat Talk” in College Women**

PAIGE MACDONALD, Kenyon College; SARAH K. MURNEN, Kenyon College  
macdonaldp@kenyon.edu

In this research we developed an internally consistent scale to measure the construct of "fat talk" which is the tendency for some women to engage in self-disparaging talk about weight and their bodies. Fat talk frequency scores were correlated with various measures in a theoretically-expected manner.

**10:45**

**PNS-Q-S and PNS-Q-I for the Assessment of Insight in Schizophrenia**

JAIME L. DEYLING, Cleveland State University  
j.l.deyling@csuohio.edu

The Positive and Negative Symptoms Questionnaire (PNS-Q) is a self-report measure for the assessment of schizophrenia symptoms. The present study extended this measure by assessing an informant version of this scale, the PNS-Q-I, along with the McEvoy vignettes. The results show a significant positive correlation between the measures.

**11:00**

**Differentiating Psychosis and Faith**

SHAWN O'CONNOR, University of Missouri - St Louis; BRIAN VANDENBERG, University Missouri-St Louis  
shawn\_o\_connor@hotmail.com

Problems with the definition of delusion render its identification difficult, especially when religious content is involved. This study assessed whether social norms influenced the differentiation of delusion and faith, as was found in a previous study of clinicians. Religious Fundamentalism and social norms powerfully predicted which beliefs were considered delusional.

**11:15**

**The Role of Shame in Cluster C Personality Disorders**

MICHELLE SCHOENLEBER, University of Illinois at Urbana-Champaign;  
HOWARD BERENBAUM, University of Illinois at Urbana-Champaign  
mschoen2@uiuc.edu

We examined the relations between Cluster C Personality Disorders and two facets of shame - shame-proneness (the tendency to experience shame) and shame aversion (the tendency to perceive shame as particularly painful and undesirable). Shame-proneness was associated with Dependent PD, whereas shame aversion was associated with Avoidant PD and Obsessive-Compulsive PD.

**11:30**

**Validating the Anxiety Sensitivity Index-X**

ALISON LEWIS, Northwestern University; RICHARD E. ZINBARG,  
Northwestern University; SUSAN MINEKA, Northwestern University;  
MICHELLE G. CRASKE, University of California Los Angeles  
alison-lewis@northwestern.edu

Anxiety sensitivity, or a fear of anxiety and its physical and psychological symptoms, is a known predictor of panic attacks, and is commonly measured using the Anxiety Sensitivity Index (ASI). This study evaluated the factor structure and concurrent validity of an expanded version of the ASI, known as the ASI-X.

**11:45**

**An Investigation of the ECST-R in Male Pretrial Patients: The Effects of Feigning**

MICHAEL J. VITACCO, Mendota Mental Health Institute; JASON GABEL,  
Federal Medical Center, Rochester MN  
vitacmj@dhfs.state.wi.us

Forensic clinicians have the option of employing well-validated structured interviews when conducting competency to stand trial evaluations. This study provides additional validation of the Evaluation of Competency to Stand Trial-Revised and its Atypical Presentation scales in a sample of 100 male defendants undergoing CST evaluations. Strategies for evaluating malingering will be discussed.

## **Attitudes**

*Thursday, 10:00-12:00*

*Salon 1*

KATHLEEN MCCULLOCH, University of Illinois at Urbana-Champaign,  
Moderator

**10:00 Invited Talk**

**Back Where it All Begins: The Consequences of Forming Valence Inconsistent Implicit and Explicit Evaluations**

ROBERT RYDELL, University of Missouri  
rydellr@missouri.edu

Social psychologists know little about how implicit versus explicit evaluations are formed and even less about the consequences of their formation. This research examines how discrepant implicit and explicit evaluations can be formed and the impact that this formation process has a subsequent behavior and information processing.

**10:30**

**Malleability of the IAT: The Effect of Perspective Accessibility**

H. ANNA HAN, The Ohio State University; RUSSELL H. FAZIO, The Ohio State University  
han.85@osu.edu

We explored how mindset priming can affect participants' performance on a traditional IAT. Adoption of a normative ("people like") or a personal ("I like") focus in the context of an initial unrelated task influenced subsequent IAT performance, apparently by affecting how people disambiguated the labels ("pleasant/unpleasant") used in the IAT.

**10:45**

**Conscious Effects on the Implicit Association Test**

AIMEE S. EDISON, The University of Alabama; JAMIE DECOSTER, University of Alabama; MARK KLINGER, University of Alabama  
ediso001@bama.ua.edu

In this study, we found that Caucasian participants higher in Motivation to Control Prejudiced Reactions showed increased negative association for African-American names under distraction conditions for a Caucasian/African-American IAT ( $F[1, 47] = 4.08, p < .05$ ), but not for a Caucasian/Arab-Muslim IAT, suggesting alternate influence on the IAT.

**11:00**

**Attitude Dissociation: The Interplay of Associative and Deliberative Attitude Processes**

MICHAEL J. MCCASLIN, Ohio State University; CHRIS LOERSCH, Ohio State University; RICHARD E. PETTY, Ohio State University  
mccaslin.15@osu.edu

Recent research has suggested that implicit and explicit attitude measures are uniquely sensitive to associative and deliberative processing, respectively. In contrast, the current research provides evidence for the view that responses on these measures can be influenced by either type of attitude process.

**11:15**

**Continuous Temporal Dynamics in Explicit Evaluations**

MICHAEL WOJNOWICZ, Cornell University; MELISSA FERGUSON, Cornell University; RICK DALE, University of Memphis; MICHAEL SPIVEY, Cornell University  
mtw28@cornell.edu

Theories of evaluation have posited dual representations, dual systems, and stage-based processes to explain dissociations on implicit vs. explicit attitude measures. The present research supports an interactive dynamic systems approach, documenting that an explicit attitude continuously evolves through competitive attractor dynamics between multiple partially active evaluative representations.

**11:30**

**Asymmetrical Attention Allocation to Similar and Dissimilar Attitudes**

LILE JIA, Indiana University Bloomington; RAMADHAR SINGH, National University of Singapore  
ljia@indiana.edu

This study showed that people process similar and dissimilar attitudes in qualitatively same ways as positive and negative social stimuli. From the perspective of the positive-negative asymmetry, thus, the similarity-dissimilarity asymmetry hypothesis is a more general description of the attitude similarity-attraction link. Study 3 demonstrated qualifying conditions to this generality.

**11:45**

**Constructivism in Attitudes: Recruitment of Context Specific Information in Automatic Evaluation**

DEBBIE S. MA, The University of Chicago; JOSHUA CORRELL, The University of Chicago; BERND WITTENBRINK, The University of Chicago  
debbie.s.ma@gmail.com

Theorists have debated about whether attitudes are stored units in memory or are momentarily constructed. The current investigation pit these models against one another while controlling for factors that have confounded past research. Data suggests that attitudes are momentarily constructed based on context-relevant information.

## **Memory**

*Thursday, 10:00-12:00*

*Salon 5*

MATTHEW KELLEY, Lake Forest College, Moderator

**10:00 Invited Talk**

**Event Segmentation and Memory**

JEFFREY M. ZACKS, Washington University

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People spontaneously segment ongoing activity into meaningful discrete events. Effective segmentation is associated with the updating of working memory and retrieval from long-term memory. These phenomena can be accounted for by a model in which the segmentation of events arises as a side-effect of the adaptive control of working memory.

**10:30**

**The Effects of Effort After Meaning on Recall**

FRANKLIN M. ZAROMB, Washington University in St. Louis; HENRY L. ROEDIGER, III, Washington University in St. Louis  
fmzaromb@artsci.wustl.edu

Three experiments examined the effects of effort after meaning on the recall of ambiguous sentences studied with or without disambiguating cues. Sentences were either studied without cues; with cues embedded; with pre-cues; or with cues following a delay. Effort after meaning enhanced recall in within-, but not in between-subjects designs.

**10:45**

**Sentence Importance Does Not Predict Situation-level Resource Demands in Concrete or Vague Texts**

FRANCES DANIEL, University of Illinois at Chicago; GARY E. RANEY, University of Illinois at Chicago; AMY NEWHEY, University of Illinois at Chicago  
fdanie2@uic.edu

Subjects read concrete and vague texts and answered comprehension questions while reading time was measured. Resource allocation for surface, textbase, and situation-level processing was evaluated. There was no relationship between situation-level comprehension and resource allocation. The difficulty of measuring situation-level processing will be discussed.

**11:00**

**Why Does Working Memory Span Predict Complex Cognition? Testing the Strategy-Affordance Hypothesis**

HEATHER R. ROTH, Kent State University; JOHN DUNLOSKY, Kent State University; MICHAEL J. KANE, University of North Carolina at Greensboro  
hroth@kent.edu

Previous research suggests that effective strategies do not account for WM span-cognition relationships. However, the present results confirmed the hypothesis that individual differences in strategy use will account for the relationship between performance on a span task and another cognitive task when the same strategies are afforded by both tasks.

**11:15**

**Retrieval-Induced Forgetting in Recognition Memory**

GINA A. GLANC, Case Western Reserve University; ROBERT L. GREENE, Case Western Reserve University  
gag5@cwru.edu

The retrieval-induced forgetting effect is found in tests of item recognition. It appears that this effect may be related to retrieval competition initiated by retrieval practice of a subset of target items. This may be the result of an active suppression mechanism which serves to benefit the memory retrieval process.

**11:30**

**A Mega-Recognition Memory Study of 3,000 Monosyllabic Words**

MICHAEL J. CORTESE, University of Nebraska - Omaha; MAYA M. KHANNA, Creighton University; KATHRYN LANG, Creighton University  
m.cortese@mail.unomaha.edu

Recognition memory performance for 3,000 monosyllabic words was examined. Participants viewed 30 study and test lists over two separate sessions. Significant predictors of performance (determined via multiple regression analyses) included objective word frequency, subjective word frequency, imageability, orthographic neighborhood size, phonological-orthographic neighborhood size, orthographic length, and age of acquisition (AoA).

**11:45**

**Recognition Memory for Proper versus Non-Proper Names**

JASON S. NOMI, Colorado State University; ANNE CLEARY, Colorado State University  
jason.nomi@colostate.edu

Abstract Proper names are generally more difficult to recall than other types of information. Two experiments examined whether they are also more difficult to recognize on tests of recognition memory. Results reported here indicate that proper names show poorer old-new discrimination on recognition memory tests than non-proper names.

## **Groups, Organizations and Work Environments**

*Thursday, 10:00-12:00*

*PDR 9*

CAREY RYAN, University of Nebraska at Omaha, Moderator

**10:00**

**E-learning in Organizations: Investigating Environmental Factors and Trainee Characteristics**

EYAL RONEN, Northeastern Illinois University; S. MACAIRE KELLY, Northeastern Illinois University; FARHEENA KHAN, Northeastern Illinois University; R. LAURA LEWISON, Northeastern Illinois University; GARGI SAWHNEY, Northeastern Illinois University; J. MICHAEL VALDEZ, Northeastern Illinois University  
eyal.ronen1@gmail.com

This survey study among employees of various organizations which use E-learning for training sought to identify key environmental factors and employee characteristics which relate to transfer of E-learning. Current prevalent E-learning practices are reviewed, theoretical contributions are presented, and practical recommendations for the successful implementation of E-learning are described.

**10:15**

**The Impact of Allowing Protégés to Select Their Own Mentors**

DANA L. KENDALL, Andrews University; KIMBERLY A. SMITH-JENTSCH, University of Central Florida  
dkendall@andrews.edu

This study experimentally manipulated whether protégés could choose their own mentors for an online formal peer mentoring program implemented in a university setting. Results revealed that protégés who selected a mentor felt more similar to him/her, were relatively more proactive in the mentorship, and received more academic-related advice and coaching.

**10:30**

**Relation of Personality Characteristics to Job Burnout**

TERESA M. HECKERT, Truman State University; ADAM H. KABINS, Truman State University; CHRISTOPHER R. HONTS, Truman State University; JOSEPH G. GOEDDE, Truman State University; MARGARET R. TERRANOVA, Truman State University  
theckert@truman.edu

Our purpose was to investigate the relationship between the Big-Five personality traits and job burnout, using a sample of 100 full-time workers in a variety of occupations. Although personality was related to the burnout dimension of professional efficacy, only emotional stability was related significantly to emotional exhaustion and cynicism.

**10:45**

**Gender Differences in Workplace Self-Presentation: Does Combining Modesty and Self-Promotion Make Women More Promotable?**

CASSIE A. ENO, University of Alabama; BRADLEY M. OKDIE, University of Alabama; ROSANNA E. GUADAGNO, University of Alabama  
cahull@ua.edu

Self-presentation research indicates men and women vary in the extent that they utilize different self-presentation tactics. Men engage in more self-promotion and women engage in more modesty (Guadagno & Cialdini, 2007). The present study found women utilizing a hybrid strategy (self-promotion then modesty) were promotable while maintaining likeability and warmth.

**11:00**

**Relation of Geographic Locale to Organizational Commitment**

TERESA M. HECKERT, Truman State University; ADAM H. KABINS,  
Truman State University  
theckert@truman.edu

We examined the relation of geographic locale (rural n = 122, urban n = 105) to organizational commitment. Job type and locale interacted significantly on continuance and normative commitment, but not on affective commitment. Urban police officers and rural secretaries were significantly more committed than their counterparts.

**11:15**

**Impact of Ethical Standards on Job Satisfaction**

ROBERT W. SOPO, Baker College  
rsopo@rwsgroup.com

The relationship of employee ethical orientation and of perceived company ethical standards to employee job satisfaction was examined in a sample of 107 respondents (57.0 % males, 43.0% females). Job satisfaction was significantly higher (ANOVAs,  $p < .05$ ) with company's high ethical standards but was unrelated to employees own ethical orientation.

**11:30**

**Antecedents and Learning Consequences of Psychological Safety in Organizational Teams**

JAMIE G. MCMINN, Westminster College; LAURA D. PIENKOWSKI,  
Westminster College  
mcminnjg@westminster.edu

The relationship among psychological safety, antecedent conditions (e.g., trust, commitment, managerial behaviors), and team learning behaviors (e.g., innovation) were explored in a hospital nursing sample. Psychological safety mediated the relationship between commitment and team learning behaviors. Trust mediated the relationship between psychological safety and learning.

**11:45**

**Idiosyncratic Working Arrangements and Their Relationship to Organizational Attitudes/behaviors**

JAMIE G. MCMINN, Westminster College; BRETT M. TURK, Westminster College  
mcminnjg@westminster.edu

Two studies examined idiosyncratic work arrangements (i-deals) with other organizational constructs. Forty college students categorized seven proposed types of i-deals into two clusters. Among a separate sample of 100 employees, i-deals were positively related to psychological contract fulfillment, organizational justice, job satisfaction, and organizational citizenship behavior.

### **Psi Chi Distinguished Speaker**

**“I Felt Less Because I Was Different... Now I’m Proud For Being Brown”: Embracing Cultural Diversity in Therapy**  
**JOSÉ RUBÉN PARRA-CARDONA, Michigan State University**

*Thursday, 12:30-1:30*

*Wabash Parlor*

**BETSY MORGAN, University of Wisconsin-LaCrosse, Moderator**

### **Invited Address**

**Sex and Hormonal Influences in Drug Abuse:  
Preclinical and Clinical Findings**  
**MARILYN CARROLL, University of Minnesota**

*Thursday, 1:30-3:00*

*Crystal Room*

**MICHAEL BARDO, University of Kentucky, Moderator**

## **Exhibitor Session**

*Thursday, 12:30*

*PDR 5*

Company Sponsor: THE ADLER SCHOOL OF PROFESSIONAL  
PSYCHOLOGY

Speaker: TBA

Representatives of The Adler School of Professional Psychology will speak about their institution and its programs in psychology. An open forum will allow attendees to ask questions during the symposium.

*Thursday, 1:45*

*PDR 5*

Company Sponsor: LAFAYETTE INSTRUMENTS CO, INC.

Speaker: GARY G. BERNTSON, Ohio State University

Heart rate variability will be described. Its use as a tool in psychology and a window on the mind will be discussed. Methods and instrumentation for acquiring, analyzing and interpreting heart rate variability will be considered and its utility for addressing and illuminating psychological and psychobiological issues will be explored.

## **Group Cognition and Performance**

*Thursday, 12:30-2:30*

*Salon 6*

**L. ROWELL HUESMANN, University of Michigan, Moderator**

### **12:30 Invited Talk**

**How Minorities Influence Creativity in Dyads**

CHRISTINE M. SMITH, Grand Valley State University  
SmithC@GVSU.edu

Three studies supporting the notion that exposure to minority influence enhances group level divergent thinking/creativity will be presented. All data were collected within the context of dyads “role-playing” the campaign managers of a student senate candidate. Attitude change, brainstorming and interaction process data will be presented

**1:00**

**Exploring Individual Differences in Perceptions About Groups**

ERNEST S. PARK, Cleveland State University; STUART DAMAN, Cleveland State University; ROBERT GOODMAN, Cleveland State University;  
AMANDA HAMMILL, Cleveland State University  
park.ernest@gmail.com

Results indicate avoidance motivation relates negatively to efficacy beliefs about task groups. Ironically, avoidance was positively correlated with group membership and participation. We tested if and when approach/avoidance predicts various beliefs and attitudes about groups. Through exploring this relationship, we might better understand the different reasons people participate in groups.

**1:15**

**Effects of Strength and Immediacy on Self-Organization of Dyads**

MELINDA J. BULLOCK, Saint Louis University; HELEN C. HARTON,  
University of Northern Iowa  
melindabullock@gmail.com

Participants discussed issues using an online chat program. One participant in each dyad received information about her chat partner suggesting that she was low/high in physical attractiveness, average or overweight, and from her or another school. Clustering and consolidation increased after discussion; these effects were moderated by strength and immediacy.

**1:30**

**False Memory for Associated Word Lists in Individuals and Collaborating Groups**

ARNE WEIGOLD, Texas Tech University; RUTH H. MAKI, Texas Tech University; ABBIGAIL ARELLANO, Indiana University-Purdue University Indianapolis  
arne.weigold@ttu.edu

We investigated recall of presented and non-presented associated words by collaborating groups, nominal groups, and individuals in a DRM paradigm. Nominal groups produced more presented and non-presented associated words than collaborating groups, which, in turn, recalled more presented words, but not more non-presented words, than individuals.

**1:45**

**Turn That Frown Upside Down: Suppressing Negative Emotions Hurts Performance**

ERIC E. JONES, Purdue University; JANICE R. KELLY, Purdue University  
ejones@psych.purdue.edu

Past research shows that affect regulation by individuals is cognitively depleting. Dyads received instructions to suppress or exaggerate emotional expressions while completing a task involving emotionally-evocative images. Dyads performed worse when suppressing negative rather than positive emotional expressions, perhaps because of contagion processes and the value of negative information.

**2:00**

**Effects of Conceptualizing Conflict on Intensity, Frequency, Efficacy, and Style**

JOHN P. STEELE, Kansas State University  
jpsteele@ksu.edu

This experiment examined effects of conflict definition on perceptions of conflict frequency, intensity, efficacy, style, and target. Participants (N = 400) were randomly assigned an experimental condition (i.e., definition, k = 8). Definitions did not produce significant mean differences; however, definitions did affect reliability, factor structures, and correlations.

**2:15**

**The Effects of Coalitions on Identification of Race and Sex**

JILL E. LYBARGER, Purdue University; L. OMAR RIVERA, University of Texas at El Paso; MICHAEL ZARATE, University of Texas at El Paso  
jlybarge@psych.purdue.edu

Research examined the relation between coalition membership, familiarity, and the ability to identify race and sex. A reaction time task was employed. Results yielded significant effects with participants showing quicker identification of black targets with which they were not familiar; and participants showing a quicker identification of non-coalition males.

**Basic Social Cognitive Processes and Forensics:  
Connecting the Dots**

*Thursday, 12:30-2:15*

*PDR 9*

WILLIAM G. GRAZIANO, Purdue University, Moderator

**12:30 Invited Talk**

**Understanding the Negative Effects of Legal Education on Law Students:  
Longitudinal Tests of Self-Determination Theory**

KENNON SHELDON, University of Missouri-Columbia  
SheldonK@missouri.edu

Longitudinal studies suggest that law school has a corrosive effect upon students. We used Self-determination theory to explain this pattern, conducting a three year study of two different law schools. Students at both schools suffered, but one school was more controlling than the other, predicting greater difficulties for its students.

**1:00**

**Biased Juror Perceptions of Female Defendants**

WIND GOODFRIEND, Buena Vista University; JERICA WILD, Buena Vista University; SARAH MASLONKA, Buena Vista University; HEATHER CASPERS, Buena Vista University  
goodfriend@bvu.edu

101 undergraduate students tested biases that jurors may have on female defendants. Results show that masculine-looking defendants are judged more harshly, especially by female participants. Further research is currently exploring additional biases (e.g., implications about sexuality) and the implications these biases have for potential jurors.

**1:15**

**Learning and Decisions Under Uncertainty in a Choice Task**

NICOLETTE J. SULLIVAN, University of Chicago; HOWARD C. NUSBAUM, University of Chicago  
nicolette@uchicago.edu

In the Iowa Gambling Task, vmPFC-damaged individuals make risky decisions, despite incurring losses. However, normal participants avoid risky options. Our study indicates that when risk profiles are displayed explicitly, normal participants cannot differentiate between the risky and safe options as clearly as they do in the Iowa Gambling Task.

**1:30**

**The Effects of Context on Facial Affect Recognition**

MELISSA E. MILANAK, University of Illinois at Urbana-Champaign; HOWARD BERENBAUM, University of Illinois at Urbana-Champaign; JESSE SPENCER-SMITH, University of Illinois at Urbana-Champaign  
mmilanak@gmail.com

University students viewed facial expressions (e.g., neutral, happy, fear) superimposed upon emotionally valenced (e.g., happy, sad, disgust) and neutral images, and judged which emotion was exhibited. Both accuracy and reaction time were influenced by context, though the effect of context varied by the emotion being exhibited on the face.

**1:45**

**Development and Validation of the Decision Making Styles Inventory**

REBECCA WHITE, University of Chicago; THOMAS NYGREN, The Ohio State University; MICHAEL EDWARDS, The Ohio State University  
Rebecca.White@chicagogsb.edu

Theoretical and applied distinctions between the use of intuitive, analytical and regret-driven decision styles have gained prominence in recent years. A reliable self-report measure, the Decision Making Styles Inventory (DMI) consists of three subscales, representing "analytical," "intuitive" and "regret-avoidant" decision styles. We present the development and validation of this scale.

**2:00**

**Does Cognitive Load Promote Destructive Conflict Tactics?**

JESSICA L. WILLIAMSON, Purdue University; WILLIAM G. GRAZIANO, Purdue University  
jessicaw@purdue.edu

This study investigated whether agreeable individuals will evaluate destructive conflict resolution strategies as more effective than constructive strategies during cognitively taxing situations. Results are discussed in terms of processes underlying consistency in behavior across situations.

## **Learning and Development**

*Thursday, 12:30-2:00*

*Salon 7*

CATHERINE HADEN, Loyola University, Moderator

**12:30 Invited Talk**

**Pretend Play and Development in Cultural Perspective**

SUZANNE GASKINS, Northeastern Illinois University  
s-gaskins@neiu.edu

Pretend play is often interpreted as being intrinsically motivated activity reflecting individual motives. Increasingly, research on play in other cultures demonstrates that in fact, play is a culturally constructed activity that reflects basic values and economic and social organization. Evidence from research on Yucatec Maya children in Mexico will illustrate how play can have a more limited role in children's activity, and thereby, in their development.

**1:00**

**Children's Learning-Related Skills and Academic Trajectories Across Middle Childhood**

KELLY B. HAAS, Loyola University Chicago; CHRISTINE P. LI-GRINING, Loyola University Chicago; ELIZABETH VOTRUBA-DRZAL, University of Pittsburgh; CAROLINA MALDONADO, University of Pittsburgh  
khaas1@luc.edu

This study examined the association between children's learning-related skills (LRS) and trajectories of reading and math achievement from kindergarten to fifth grade (n = 11,374). Children's LRS at kindergarten entry were positively

linked to greater growth in reading and math. LRS were especially beneficial for children at risk.

**1:15**

**Increasing Females' Pursuit of Science and Technology Careers: Long-term Outcomes**

KRISTINA G. GORBATENKO-ROTH, University of Wisconsin- Stout;  
RICHARD TAFALLA, University of Wisconsin-Stout; MIKI NOMURA,  
University of Wisconsin-Stout  
gorbatenkok@uwstout.edu

Women are underrepresented in science, technology, engineering and math (STEM) fields. A one-week camp for 7th grade girls was started in 1997 to address this deficit. At a six-year follow-up, campers, as compared to non-camper controls, were more likely to pursue STEM careers. Full results and implications to be discussed.

**1:30 Invited Talk**

**Understanding Age Differences in Strategic Skill Acquisition**

DAYNA R. TOURON, University of North Carolina at Greensboro  
D\_TOURON@uncg.edu

Older adults' slower shift from rule-based to retrieval-based processing during skill acquisition is typically explained as learning deficits. However, recent research indicates that metacognitive factors impact strategy selection. Possible determinants of "retrieval reluctance" in older adults will be examined, including performance monitoring, motivation, and the mental task model.

## **Animal 1**

*Thursday, 12:30-2:15*

*Salon 4*

MARIANNE ENGLE, Muskingum College, Moderator

**12:30 Invited Talk**

**Behavioral Mechanisms of Antipsychotic Drugs: Lessons from Animal Studies**

MING LI; University of Nebraska-Lincoln  
mli2@unlnotes.unl.edu

Antipsychotic drugs are effective in the treatment of psychosis, but how they work psychologically is not clear. Our preclinical work suggests that antipsychotics attenuate the reinforcing property of stimuli, and produce interoceptive drug states that allow the reinforcement attenuation to be maintained over time. These two effects may be relevant in understanding the therapeutic effects of antipsychotics.

**1:00**

**The Psychostimulant Modafinil (Provigil) Produces Age-Specific Enhancement of Selective, but not Sustained, Attention in Rats**

AMANDA J. QUISENBERRY, Western Illinois University; JULIE M. CAMPBELL, Western Illinois University; RUSSELL E. MORGAN, Western Illinois University

AJ-Quisenberry@wiu.edu

This study examined visual sustained and selective attention in young (6 mo.) and aged (20 mo.) rats after administration (64mg/kg) of the psychostimulant modafinil. Although modafinil did not influence sustained attention, selective attention was enhanced in aged animals. These age-specific effects were not the result of "ceiling-effects" in younger rats.

**1:15**

**Effects of mGluR5 and mGluR7 Agonists and Antagonists on CTA**

JENNIFER WALKER, University of Missouri; ASHLEY RAMSEY, University of Missouri; PETER SERFOZO, University of Missouri; AGNES SIMONYI, University of Missouri; TODD R. SCHACHTMAN, University of Missouri  
schachtmant@missouri.edu

Metabotropic glutamate receptors (mGluRs) impact learning and memory. Systemic injections and local infusion of mGluR agonists and antagonists influence conditioned taste aversion (CTA) learning, specifically those affecting mGluR5 and mGluR7. The present results show that microinfusion of a mGluR5 antagonist influences CTA in the basolateral amygdala and insular cortex.

**1:30 Invited Talk**

**Observations from a Rodent Model of Psychosis**

RUSSELL W. BROWN, East Tennessee State University  
BROWN1@mail.etsu.edu

Our laboratory has shown that ontogenetic administration of quinpirole (a dopamine D2/D3 agonist) to rats produces an increase in D2-like receptor sensitivity throughout the animal's lifetime, consistent with several psychological disorders. This presentation will focus on age and sex differences in psychostimulant sensitization and underlying using this model.

## **Cognition Across Media**

*Thursday, 12:30-2:30*

*Salon 5*

MICHAEL SERRA, Columbia University, Moderator

**12:30 Invited Talk**

**Event Cognition: Mental Updating**

G.A. RADVANSKY, University of Notre Dame  
Radvansky.1@nd.edu

People encounter events in different forms, including life experiences, interactive virtual reality, film, and narrative texts. I review recent advances we have made using virtual reality and text, and the relation between them. I will place this work within the larger context of research in event cognition more broadly conceived.

**1:00**

**Learning Facts from Far-Fetched Sources**

DANIEL G. SLATEN, Northwestern University; WILLIAM "SID" HORTON, Northwestern University; DAVID N. RAPP, Northwestern University  
danslaten@gmail.com

Research demonstrates that readers rely upon fictional stories as sources of information. We investigated whether highly unrealistic stories might reduce this effect. Despite the obviously fantastic contexts, readers continued to encode the information provided in these stories, and most problematically, failed to accurately identify the source of the acquired information.

**1:15**

**Moving Through Doorways Causes Forgetting: Updating or Context Change**

ANDREA TAMPLIN, University of Notre Dame  
atamplin@nd.edu

The forgetting that occurs following walking through doorways can be accounted for by encoding specificity or mental model updating. These theories were compared using a virtual reality environment in which people interacted with and moved objects. Results supported the mental model updating, but not a context change account.

**1:30**

**Diagrams Increase the Retention and Understanding of Science Text via Different Mechanisms**

MICHAEL J. SERRA, Columbia University  
ms3439@columbia.edu

Adding diagrams to science text typically increases the retention and understanding of the materials relative to text alone. Although these two effects might be caused by the same mechanism, dissociations in recall and transfer (i.e., understanding) performance in the present study suggest that they stem from different mechanisms.

**1:45**

**Discriminating Between Real and Simulated Autobiographical Events**

IAN M. MCDONOUGH, University of Chicago; DAVID A. GALLO, University of Chicago  
imcdono@uchicago.edu

We investigated how people use memorial expectations to discriminate between real and simulated autobiographical events in memory. Subjects rated encoding tasks (autobiographical retrieval, future simulation, and a semantic control) on four dimensions followed by source memory tests. The results are explained in terms of the source monitoring framework.

**2:00**

**The Consequences of Introductions on Learning from Text**

MICHAEL C. MENSINK, University of Minnesota; PANAYIOTA KENDEOU, McGill University; DAVID N. RAPP, Northwestern University  
mens0058@umn.edu

Authors can use introductions to present topics, outline text content, and engage readers. What types of introductions are most effective at enhancing readers' processing of scientific texts? Participants read brief texts that contained either narrative or expository introductions. Introductions did not differentially influence recall of science information, but did influence overall reading times and non-essential text.

**2:15**

**Do Unusual Causes Foster Careful Updating of Memory?**

ANNIE PESHKAM, School of Education and Social Policy; PANAYIOTA KENDEOU, McGill University; DAVID N. RAPP, Northwestern University  
a-peshkam@northwestern.edu

Readers may encounter inaccurate information in the texts they read. Problematically, they also appear to rely on that information even after reading retractions. In the current experiment, we examined whether retractions that provided typical or atypical alternatives to prior text information might be differentially effective at encouraging updating.

## **Stereotyping & Prejudice**

*Thursday, 12:30-2:30*

*Salon 8*

STEPHANIE GOODWIN, Purdue University, Moderator

**12:30 Invited Talk**

**Do People's Reactions to Racial Inequality Depend on Who's Talking and How They're Saying It?**

LINH NGUYEN LITTLEFORD, Ball State University  
lnlittleford@bsu.edu

To optimize the effectiveness of diversity training, instructors should explore whether instructors' ethnicity and racial inequality framing influence students' reactions to the message content, perceptions of the instructors, and racial attitudes and behavioral intentions. This talk will integrate the literature on inequality framing, confrontation, collective guilt, and source credibility.

**1:00**

**Competence as Ability Vs. Intelligence: Applying the Stereotype Content Model to Positive Subgroups of Blacks**

AMY S. WALZER, University of Toledo; ALEXANDER M. CZOPP,  
University of Toledo  
awalzer@utnet.utoledo.edu

The stereotype content model (SCM) suggests warmth and competence are central when perceiving outgroups. We extended the SCM to positively stereotyped Black subgroups and examined perceptions of competence when framed as ability versus intelligence. Black subgroups were rated low on intelligence-related competence, high on ability-related competence, and low on warmth.

**1:15**

**Context Effects and Evaluations of Counterstereotypic Exemplars**

LAURA SCHERER, Washington University; ALAN LAMBERT, Washington  
University  
lness@wustl.edu

Implicit attitude measures were used to probe participants' impressions of a counterstereotypic group member (i.e. a highly successful Black businessman). Findings revealed that such exemplars contain both positive and negative associations and that either can be activated depending on the context in which that person is considered.

**1:30**

**Social Categorization and Face Recognition for Same-race and Cross-race Targets**

STEVEN G. YOUNG, Miami University; MICHAEL J. BERNSTEIN, Miami  
University; EDWIN SHRIVER, Miami University; KURT HUGENBERG,  
Miami University; JASON LANTER, Miami University  
youngsg@muohio.edu

Past research has found that social-categorization (in-group vs. out-group) can influence recognition of same-race faces by decreasing out-group recognition. The current study integrates these findings with classic Cross-Race effect work by manipulating both target race and social group membership. We find that social-categorization effects influence only same-race recognition

**1:45**

**The Prejudiced Dog and Its Stereotypical Tail: Stereotypes as a Consequence of Prejudice**

DAVID B. MIELE, Northwestern University; ANDREW R. TODD,  
Northwestern University; JENNIFER A. RICHESON, Northwestern University  
d-miele@northwestern.edu

Using an evaluative conditioning paradigm and a semantic priming task, we found that people are particularly likely to associate fear-relevant stereotypes

with members of a novel outgroup whom they have been subliminally conditioned to fear, suggesting that stereotyping may actually be a consequence of prejudice.

**2:00**

**Danger Stereotypes Predict Racially Biased Attentional Allocation**

NICOLE C. DONDERS, University of Chicago; JOSHUA CORRELL, University of Chicago; BERND WITTENBRINK, University of Chicago  
nicoled@uchicago.edu

Danger stereotypes may have specific implications for attention. We measured different associations toward Blacks. Black-danger stereotypes predicted the extent to which Black faces captured attention faster, and marginally predicted the extent to which Black faces held attention longer than White faces, controlling for the effects of non-danger stereotypes and prejudice.

**2:15**

**Weapon Categorization in the Weapon Misidentification Procedure**

CHRISTOPHER R. JONES, The Ohio State University; RUSSELL H. FAZIO, The Ohio State University  
jones.2333@osu.edu

Typically, individuals more easily categorize weapons than tools following Black primes relative to White primes. We used multiply categorizable primes and manipulated whether participants were encouraged to categorize by race or age. The standard weapons misidentification effect was eliminated when participants categorized by age instead of race.

## **Political Psychology**

*Thursday, 12:30-2:30*

*Salon 1*

VICTOR OTTATI, Loyola University Chicago, Moderator

**12:30**

**The Influence of National Identity on Attitudes Toward Ethnic Groups**

SHANETTE C. PORTER, Cornell University; MELISSA J. FERGUSON, Cornell University  
scp39@cornell.edu

We investigated whether a reminder of American identity would influence attitudes toward non-Whites. Results showed that, compared with a control condition, both explicit (Studies 1 & 2) and implicit (Study 3) attitudes toward Blacks were more negative following exposure to a subliminal, but not a supraliminal, flag prime (Study 2).

**12:45**

**Sunk-Cost Processing and Attitudes Towards the Iraq War**

ALAN J. LAMBERT, Washington University ; J.P. SCHOTT, Washington University; LAURA SCHERER, Washington University  
alambert@wustl.edu

Our research explored the conditions under which people process information about troop losses as a sunk-cost, leading to greater support for the war. Experimental induction of "sunk-cost processing" in combination with salience of losses interactively determined war support, but only among participants whose pre-existing attitudes towards the war were moderate.

**1:00**

**When Conservatives Let People Off the Hook and Liberals Leave Them Hanging**

G. SCOTT MORGAN, University of Illinois at Chicago; ELIZABETH MULLEN, Stanford; LINDA SKITKA, University of Illinois at Chicago  
gmorga2@uic.edu

When explaining social problems, conservatives typically make dispositional attributions for behavior (blaming individuals) and liberals typically make situational attributions (emphasizing environmental factors). The current research examined contexts in which value conflicts motivate conservatives to make situational rather than dispositional attributions.

**1:15**

**A Multidimensional Representation of Political Ideology**

INGRID R. JOHNSEN, Ohio State University; WILLIAM A. CUNNINGHAM, Ohio State University; JOHN B. NEZLEK, College of William & Mary (Sponsor: RUSSELL H. FAZIO)  
johnsen.15@osu.edu

Political ideology has been conceptualized as a bipolar construct, but research suggests that a multidimensional representation of ideology may be more useful. Participants completed a series of ideology measures and factor analysis provided support for a multidimensional structure. This structure is shown to better predict policy attitudes and voting behavior.

**1:30**

**Implicit Ideology and the Pursuit of Power and Status: The Case of American Nationalism**

TRAVIS J. CARTER, Cornell University; MELISSA J. FERGUSON, Cornell University  
tjc38@cornell.edu

Can nationalism operate outside of awareness? We found that nationalist ideological knowledge of power and status was activated when subtly primed with the American flag, influencing subsequent desire for power and status. The direction of this influence, however, depended on the source of ideological knowledge, such as political news exposure.

**1:45**

**Subtle Religious Linguistic Cues: Effects in Political Communication**

NATHANIEL D. KRUMDICK, Loyola University Chicago; VICTOR C. OTTATI, Loyola University Chicago  
nkrumdi@luc.edu

The current research explores the effects of indirect religious referents in political discourse. Results suggest politicians using subtly religious language are evaluated less favorably than those using secular language. This effect is moderated by voter political-religious orientation, suggesting that linguistic style primarily affects voters who oppose mixing religion with politics.

**2:00**

**Moral Conviction Predicts Distrust in Authority**

BRAD L. LYTLE, University of Illinois at Chicago; DANIEL C. WISNESKI, University of Illinois at Chicago; LINDA J. SKITKA, University of Illinois at Chicago

blytle1@uic.edu

People with a strong rather than weak moral investment in a policy trusted authorities' less to make policy decisions, and revealed less evidence of conflict between a desire to cooperate with authorities and to trust them to achieve preferred policy outcomes.

**2:15**

**Attributional Stereotypes and the Legitimizing Ideology of Deservingness**

CHRISTINE E. REYNA, DePaul University

creyna@depaul.edu

One of the most powerful legitimizing ideologies is beliefs about deservingness. However, perceptions of deservingness can be influenced by stereotypes. In a series of studies examining a variety of group-based policies, data reveal that stereotypes implying deservingness are some of the strongest determinants of policy opposition.

## **I/O and Interpersonal Relationships Posters**

*Thursday, 12:30-2:30*

*Upper Exhibit Hall*

AMANDA DYKEMA-ENGBLADE, Northeastern Illinois University,  
Moderator

**1**

**The Effect of Decision-Making Training on Verdict Choice and Consideration of Evidence**

REBECCA L. STARKEL, Loyola University Chicago; R. SCOTT TINDALE, Loyola University Chicago; LINDA HEATH, Loyola University Chicago  
rstarke@luc.edu

Participants acted as jurors. Trained participants were no more likely than their untrained counterparts to choose an appropriate verdict, but they were more likely to attend to certain points of evidence. Groups were more likely to choose appropriate verdicts compared to individuals and to attend to certain points of evidence.

**2**

### **Temporal Comparisons of Gender Inequality and Support for Collective Action**

JENNIFER R. SPOOR, Butler University; MICHAELA WARNSLEY, Butler University  
jspoor@butler.edu

Participants read about gender inequality framed in terms of the past (gender inequality has decreased) or present (gender inequality persists). Framing affected perceived sexism and support for feminism, and women who strongly identified with their gender group differed from women with low group identification. Implications for reducing inequality are discussed.

**3**

### **A Role Congruity Perspective on Sport Fan Behavior**

JASON R. LANTER, Miami University; BETH DIETZ-UHLER, Miami University  
lanterjr@muohio.edu

Perceptions of sport fan behavior varied as a function of participant sex, target sex, game type (men's vs. women's), and identification as a sport fan. Discussion will focus on role congruity in sport fans and sanctions for violating perceived social norms for gendered behavior.

**4**

### **Effect of Social Modeling on Food Choices**

JERALEE M. BRIGGS, Carroll College; TARA J. SCHMIDT, Carroll College  
jbriggs@cc.edu

The effect of social modeling on food choice was investigated. Participants were asked to help themselves to a snack while participating. The experimenter either had a healthy snack, unhealthy snack, or no snack. Participants' snack choices reflected those of the experimenter.

**5**

### **Predicting Prosocial Behavior: Assessing and Validating the Moral Q-Sort**

JESSICA A. JIMENEZ, University of Notre Dame; LAURA NAWROCKI, University of Notre Dame; PATRICK L. HILL, University of Notre Dame; DANIEL K. LAPSLEY, University of Notre Dame  
Irodts01@saintmarys.edu

The Moral Q-Sort is a new technique that aims to assess one's moral personality. Participants sort moral and amoral words with respect to how well the words

describe them. Results promote the use of the Q-Sort as a measure of moral personality, based on its convergent and discriminant validity.

**6**

**Developing a Measure of the Expression of Gratitude**

ADAM H. DEHOEK, Loyola University; FRED B. BRYANT, Loyola University Chicago  
adehoek@luc.edu

Philosophical literature has conceived of gratitude as both an experience and an expression. The current study examines the latter. Participants (n = 495) completed a battery of measures to investigate the components and correlates of gratitude expression. Confirmatory factor analyses suggested a five-factor model of the expression of gratitude.

**7**

**The Impact of Observer Personality Characteristics on Attributions Made for Another's Organizational Citizenship Behavior**

SARA K. FARRELL, Coe College; EMILIE ORTH, Coe College; ROBERT SYNOVEC, Coe College; ELIZABETH H. COOK, Georgia Southern University  
sfarrell@coe.edu

This study investigated whether certain individual difference variables (careerism, self-monitoring, and Machiavellianism) predict attributions observers will make for an employee's organizational citizenship behavior. Results indicated that observers scoring high on careerism were more likely to make impression management attributions for the observed behaviors. Implications and future research directions are discussed.

**8**

**The Cognitive Underpinnings of Moral Decision Making**

BRIAN B. DRWECKI, University of Wisconsin, Madison; KATHERINE V. KORTENKAMP, University of Wisconsin, Madison; COLLEEN F. MOORE, University of Wisconsin, Madison  
drwecki@wisc.edu

Research on moral decisions indicates that there are situations where individuals use "moral math" and there are situations where individuals respond in accordance with moral rules. Our research uses mathematical and lexical decision tasks to examine the cognitive foundations of such diverse decision making patterns.

**9**

**Cooperation in a Give-Some Social Dilemma with Noise**

CHRISTOPHER R. CHARTIER, Miami University (Sponsor: EDWARD R. HIRT)  
charticr@muohio.edu

Research has shown that individuals increase cooperative behavior over time when met with a reciprocal counterpart (Roberts and Renwick 2003). Similarly, consistent exploitation leads to a decline in cooperation (VanDenBergh & DeWitte 2005). Effects of interacting with an unpredictable counterpart under conditions of imperfect environmental information are explored.

## 10

### **Validating a Psychology as a Helping Profession Scale**

AMY H. GERVASIO, University of Wisconsin--Stevens Point; CRAIG A. WENDORF, University of Wisconsin--Stevens Point; NATALIE F. YODER, University of Wisconsin--Stevens Point; MICHELLE M. SMITH, University of Wisconsin--Stevens Point; CASSANDRA VANBERKEL, University of Wisconsin--Stevens Point  
agervasi@uwsp.edu

We developed a Psychology as a Helping Profession (PHP) scale. Two major factors were personal growth/helping skills and helping society; these were only mildly correlated with Friedrich's (1996) Psychology as Science scale. Psychology majors were more likely to endorse psychology as a helping profession and as a science than non-majors.

## 11

### **Perceived Restraints on Outgroup's Biased Evaluation May Diminish Stereotype Threat**

LLOYD SLOAN, Howard University; GRADY WILBURN, Howard University; DEBORAH VAN CAMP, Howard University; TERRINA PRICE, Howard University; JAMES BARDEN, Howard University  
lsloan@howard.edu

Black HBCU students took SAT tests under ability diagnostic/ nondiagnostic conditions. Solo White experimenter's produced stereotype threat performance decrements. Black experimenters didn't, even when White experimenters were continuously merely inactively present or acted as co-experimenters, suggesting that stereotype threat failure/evaluation concerns may require outgroup presence and perceived potentially biased evaluation.

## 12

### **Stereotype Threat, African American Academic Performance and Cognitive Strategies**

JOEL T. NADLER, Southern Illinois University Carbondale; NICOLE L. CUNDIFF, Southern Illinois University Carbondale  
jnadler@siu.edu

Abstract: African American test performance was compared to European Americans. Relationships between stereotype threat and in-group/out-group comparison as well as ethnic de-identification and cognitive strategies were examined. There was a significant interaction between race and stereotype threat

on performance and between race and in-group condition on use of cognitive strategies.

**13**

**Math Gender Based Stereotype Threat: The Effects of Homogenous Testing**

JOEL T. NADLER, Southern Illinois University Carbondale; KRISTIN N. PANKEY, Southern Illinois University Carbondale

jnadler@siu.edu

Stereotypical math underperformance by women was examined using stereotype threat and out-group manipulations. Women were told whether a math test was non-gender biased or not and tested in gender heterogeneous or homogenous conditions. Significant differences were found between genders on math performance, and women's attitudes towards math between out-group conditions.

**14**

**Effects of Priming Danger on Information Disclosure on Social Networking Sites**

ANDIE F. LUECK, University Wisconsin - Stout; MAYIA CORCORAN, University of Wisconsin - Stout; MAUREEN CASEY, University of Wisconsin - Stout; SARAH WOOD, University of Wisconsin - Stout; ROSS AUNA, University of Wisconsin - Eau Claire

luecka@uwstout.edu

This study examined the effect of priming participants to associate danger and personal information disclosure. Results suggest that priming danger via a warning or anecdotal story has no effect on rates of information disclosure on social networking sites. This indicates current warnings may be ineffective in preserving user safety.

**15**

**Adolescent Sociability, School Friendships, and Self-Concept**

VYTENIS B. DAMUSIS, Purdue University Calumet; ANTONIO L. CORTES, Purdue University Calumet; ROBBIE N. HANER, Purdue University Calumet; LINDSEY R. RICHARDS, Purdue University Calumet

damusis@calumet.purdue.edu

In a survey sample of 495 high school students of both sexes, self-concept was related to self-defined popularity indexed by estimated number of fellow classmates counted among the survey participant's friends. In addition, socially alienated males were more likely to report a greater willingness to take risk than those more socially involved in school social life. Responses to a numerical rating scale of commonly felt depression and a risk inventory were negatively related to their perceived popularity as well.

16

**Testing the Dimensionality of Social Dominance Orientation and Right-Wing Authoritarianism**

RUSSELL J. WEBSTER, Kansas State University; DONALD A. SAUCIER, Kansas State University  
webster@ksu.edu

Social dominance orientation (SDO) and right-wing authoritarianism (RWA) have faced considerable measurement problems. Thus, we tested the fit of competing SDO and RWA measurement models using confirmatory factor analysis. With the addition of method factors, a two-factor solution fit best for SDO, while a three-factor solution fit best for RWA.

17

**Individual Differences in Right-Wing Authoritarianism: Handedness and Cognitive Rigidity**

STEPHEN D. CHRISTMAN, University of Toledo  
stephen.christman@utoledo.edu

Recent studies report that strong handedness (using the same hand for most manual activities) is associated with increased cognitive rigidity arising from decreased interhemispheric interaction. In the current study, strong handedness was associated with higher scores on the Right-Wing Authoritarianism scale, providing further evidence for increased cognitive rigidity in strong-handers.

18

**Exhibition of Aggression in Shy and Bullied Individuals**

REBECCA J. KENO, Cardinal Stritch University; RAYMOND M. CORN, Cardinal Stritch University (Sponsor: TERRANCE L. STEELE)  
rjkeno@stritch.edu

Our study examined the hypothesis that shy high school students exhibit more overt aggression when bullied than non-shy students. Although bullied individuals were likely to exhibit overt and covert aggression, aggression in shy students was not related to bullying. However, shy people reported more covert aggression than less shy people.

19

**An Examination of Violence and Social Influence in Romantic Relationships**

WANDA C. MCCARTHY, University of Cincinnati - Clermont College;  
PETER J. GREEN, Barton College  
wanda.mccarthy@uc.edu

The purpose of this research was to develop a scale to measure the use of social influence tactics in romantic relationships. Five subscales reliably measuring requesting, personal reward, legitimacy, negative emotions, and personal coercion in romantic relationships were identified. Implications for future use of the scale will be discussed.

**20**

**Psychological and Physiological Responses to Violent versus Non-Violent Videogame Exposure**

SUSAN R. BURNS, Morningside College; DEAN STEVENS, Morningside College

burns@morningside.edu

This study examined effects of violent and non-violent videogames on psychological factors and physiological measures. Sixty participants played either a violent or nonviolent videogame while physiological measures were recorded. Results suggest that there are no clear effects of playing violent versus nonviolent videogames on both psychological and physiological measures.

**21**

**Beliefs about Mate Preferences and Actual Mate Preferences: No Convergence**

APRIL L. BLESKE-RECHEK, University of Wisconsin-Eau Claire; LINDSAY K. MATTESON, University of Wisconsin-Eau Claire

bleskeal@uwec.edu

We conducted a two-part investigation of beliefs about change in college students' mate preferences and actual variation in students' mate preferences as a function of age. Although men and women believe that college students become more "mature" in their mating desires, college students' mating desires did not vary with age.

**22**

**The Good and Bad of Friendship**

APRIL L. BLESKE-RECHEK, University of Wisconsin-Eau Claire; CIERRA MICKE, University of Wisconsin-Eau Claire; ERIN HIRSCH, University of Wisconsin-Eau Claire

bleskeal@uwec.edu

This study investigated adults' perceptions of the good and bad of friendship, and adults' perceptions of which traits are most desirable in a friend, as a function of their age group (young adult or approaching middle-age), sex, and type of friendship (same-sex or cross-sex).

**23**

**Attraction in Young Adults' and Middle-Aged Adults' Cross-Sex Friendships**

APRIL L. BLESKE-RECHEK, University of Wisconsin-Eau Claire; ERIN HIRSCH, University of Wisconsin-Eau Claire; CIERRA MICKE, University of Wisconsin-Eau Claire

bleskeal@uwec.edu

We investigated young adult and middle-aged adult men's and women's reports of their attraction to a cross-sex friend and their perceptions of flirtation,

attraction, and mate value affirmation as factors that facilitate the maintenance of the friendship. Men's responses varied with age, but women's did not.

**24**

**Trolley Problem Decisions Follow the Laws of Inclusive Fitness**

APRIL L. BLESKE-RECHEK, University of Wisconsin-Eau Claire;  
JONATHAN P. BAKER, University of Wisconsin-Eau Claire; LYNDASAY A. NELSON, University of Wisconsin-Eau Claire; KIMBERLY A. MELBY, University of Wisconsin-Eau Claire; MARK W. REMIKER, Washington State University-Pullman  
bleskeal@uwec.edu

We investigated people's moral decisions through a thought experiment known as the Trolley Problem, in which participants must choose between saving one person or five people. As expected on the basis of Inclusive Fitness Theory, participants' decisions favored the well-being of those who were both reproductively viable and genetically related.

**25**

**Can You Match These Friends? Testing Genetic Similarity Theory**

APRIL L. BLESKE-RECHEK, University of Wisconsin-Eau Claire; KATRINA M. SANDAGER, University of Wisconsin-Eau Claire; STEPHANIE R. A. MAVES, University of Wisconsin-Eau Claire  
bleskeal@uwec.edu

In a novel test of Genetic Similarity Theory (Rushton, 1989), we asked outside raters to match pairs of same-sex friends on the basis of their physical appearance. Men and women matched both female friends' faces and female friends' full-body shots more easily than they matched male friends' pictures.

**26**

**The Role of Aesthetic Similarity in Attraction**

DUANE E. LUNDY, Indiana University East; BARRY BARKER, Indiana University East; ARIKA GLENN, Indiana University East  
lundyd@indiana.edu

The impact of aesthetic similarity on attraction was investigated. In Study 1, 54 couples indicated their aesthetic tastes and completed the Desire for Aesthetics Scale. Higher perceived relationship quality was positively linked to higher aesthetic similarity. Study 2 manipulated the level of aesthetic similarity shared with a bogus stranger.

**27**

**Asian Women in the US: Body Dissatisfaction and Disordered Eating**

ALICIA M. HELION, Lakeland College; ASHLEY ENGLAND, Lakeland College; STEPHANIE CALLOWAY, University of Wisconsin-Milwaukee; DIANE M. REDDY, University of Wisconsin-Milwaukee  
heliona@lakeland.edu

The relationship between body dissatisfaction and disordered eating in Asian women living in the United States was assessed. A strong correlation was found. However, the relationship between body dissatisfaction and disordered eating was not significant for women whose parents were born in an Asian country.

## 28

### **Basking in Reflected Glory and Group Identification**

NICOLE L. MUSCANELL, University of Alabama; CASSIE ENO, University of Alabama; BRADLEY OKDIE, University of Alabama; ROSANNA GUADAGNO, University of Alabama  
nlmuscanell@ua.bama.edu

Research suggests that individuals associate with successful others and disassociate from unsuccessful others (Guadagno, 2007). In the present study college students were more likely to Bask in Reflected Glory after a team win. After a loss, they demonstrated an interesting form of Cutting off Reflected Failure, blaming the coach, not the team.

## 29

### **The Influence of Sexual Harassment on Adolescents' Future Outcomes**

KAREN L. SEARS, Western Illinois University; TAMMY LEHMKUHL, Western Illinois University  
K-Sears@wiu.edu

The purpose of the current study was to examine the consequences of sexual harassment directed at female adolescents. Two hundred and sixty-two undergraduate women completed surveys assessing experience with harassment at their first place of employment. Results indicated that internally attributing the harassment led to increased levels of problem-focused coping.

## 30

### **Sexual Risk Behavior and the Role of Coercion**

CRYSTAL L. HENDRICK, University of Wisconsin-Milwaukee; DIANE M. REDDY, University of Wisconsin-Milwaukee; SABRINA D. NETTLES, University of Wisconsin-Milwaukee  
cllarson@uwm.edu

Sexual histories and sexual self-esteem scores of 626 women were collected. By examining the context of sexual risk it was found that women are often coerced into sexual risk, and that women who have a history of coerced sexual risk behavior have lower sexual self-esteem.

## 31

### **Relationships Between Emotional Abuse, Sexual Risk Behavior and Sexual Self-Esteem**

CRYSTAL L. HENDRICK, University of Wisconsin-Milwaukee; DIANE M. REDDY, University of Wisconsin-Milwaukee; JENNIFER L. PERSZYK, University of Wisconsin-Milwaukee

cclarson@uwm.edu

Heterosexual women (n=257) who had experienced emotional abuse were studied to examine the relationships between emotional abuse, sexual risk behavior, and sexual self-esteem. Among the correlates identified, abuse occurring during adolescence was associated with riskier sex and lower sexual self-esteem. Lower sexual self-esteem was also associated with riskier sex.

**32**

**Novelty Seeking, Cooperativeness and Gender Predict Addictive Behaviors and Substance Abuse**

VANCE V. MACLAREN, Thompson Rivers University  
vancemaclaren@gmail.com

Undergraduates completed the Temperament and Character Inventory (TCI; Cloninger et al., 1994) and the Shorter PROMIS Questionnaire (SPQ; Christo et al., 2003). Factor analysis of the SPQ replicated 3 of the factors identified by Haylett et al. (2004) in a clinical sample. The factors were regressed on personality and gender.

**33**

**Effects of Social Information Processing on Probability Estimation**

SCOTT TINDALE, Loyola University Chicago; REBECCA STARKEL, Loyola University Chicago; ELIZABETH JACOBS, Loyola University Chicago  
rtindal@luc.edu

Participants estimated probabilities for the conjunction of two events and either did or did not receive information from two other people. Information participants received was either correct or incorrect and did or did not include justification. Receiving information was helpful if correct, but led mainly to conformity rather than learning.

**34**

**Development of the Affect Regulation Motives Scale**

TIRZA E. SHULMAN, University of Wisconsin Marinette; SCOTT H. HEMENOVER, Western Illinois University  
tirza.shulman@uwc.edu

A new scale was developed to assess affect regulation motives. Participants completed the scale and measures of personality and affect regulation traits. Results reveal two broad motives: Enhancement and attenuation of affect, and these motives were related to personality and affect regulation traits in expected ways.

**35**

**Dispositional Emotional Intelligence and Affect Repair: An Event Sampling Methodology Study**

SCOTT HEMENOVER, Western Illinois University; SCOTT ROESCH, San Diego State University; TIRZA SHULMAN, University of Wisconsin Marinette

SH-Hemenover@wiu.edu

Participants completed measures of dispositional emotional intelligence (perception, understanding, regulation) and Big-5 traits, and then reported current affect and affect repair efforts for four days using hand-held computers. Results reveal that dispositional emotional intelligence predicted repair efforts, even after controlling for the Big-5 personality traits.

**36**

**Active Procrastination and Defensive Pessimism: Adaptive Strategies for Goal Attainment**

RYAN M. BASTLE, University of Minnesota Duluth; RANDALL A. GORDON, University of Minnesota Duluth  
bast0086@d.umn.edu

The structure of and relationships between adaptive forms of procrastination and pessimism were investigated. As expected, active procrastination (Chu & Choi, 2005) and defensive pessimism (Norem, 2001) were found to be positively correlated with each other and with academic performance. The implications of these findings for student achievement are discussed.

**37**

**Weight Discrimination In Employment: A Comparison of the Experimental and Archival Literature**

RANDALL A. GORDON, University of Minnesota, Duluth; ADAM J. VANHOVE, University of Minnesota, Duluth  
rgordon1@d.umn.edu

Experimental and archival assessments of weight discrimination were reviewed. Evidence for negative treatment of overweight and obese applicants/workers was found in the experimental literature, but the mean effect size for the archival research was small. Categorical assessments of gender revealed significantly more negative evaluations of overweight and obese female workers.

**American Psychological Association (APA)  
Distinguished Scientist Lecturer**

**The Critical Role of Learning in Retrieval:  
From the Lab to the Classroom**

**HENRY L. ROEDIGER, III,  
Washington University in St. Louis**

*Thursday, 3:00-5:00*

*Wabash Parlor*

R. SCOTT TINDALE, Lovola University, Moderator

**APA Academic Career Workshop  
Entering the Academic Marketplace:  
Advice from Experts**

*Thursday, 3:00-4:30*

*Crystal Room*

Welcome

AMY TEST, APA Science Directorate, Chair

**What is the “right” academic job, and what does it take to land it? This workshop is designed for aspiring academics who are currently graduate students and postdocs. Five questions and others regarding the professoriate will be discussed. Expert panelists will share their insights, with plenty of opportunity for discussion.**

Panelists:

ELAINE BLAKEMORE, Indiana Purdue University Fort Wayne

NICHOLAS EPLEY, University of Chicago

PAT PUCCIO, College of DuPage

LINDA RUECKERT, Northeastern Illinois University

DENISE SEKAQUAPTEWA, University of Michigan

ELIZABETH SWENSON, John Carroll University

**Invited Symposium**  
**Out of the Loop: Some Consequences of**  
**Information Exclusion**

*Thursday, 3:00-5:00*

*PDR 9*

JANICE R. KELLY, Purdue University, Organizer  
KIPLING D. WILLIAMS, Purdue University, Organizer

**I'm Out of the Loop: An Examination of Information Exclusion in Groups**

JANICE R. KELLY, ERIC JONES, ADRIENNE CARTER-SOWELL, & KIPLING WILLIAMS, Purdue University

**Being Ignored in Group Discussion: A New Method for Studying Social Ostracism**

GWEN M. WITTENBAUM, Michigan State University

**Partial Ostracism: The Velvet Hammer**

KIPLING D. WILLIAMS & ZHANSHENG CHEN, Purdue University

**Information Exclusion During Group Socialization?**

RICHARD L. MORELAND, University of Pittsburgh

**Invited Symposium**

**Theoretical and Philosophical Underpinnings of Psychology**

*Thursday, 3:00-5:00*

*Salon 4*

GARY GREENBERG, Wichita State University, Organizer

**Of Epistemology and Ontology in Psychology and All Them Abstract Things**

LUCIANO L'ABATE, Georgia State University

**Reinforcement Redefined in Terms of Stimulus Salience and Response-Eliciting Properties: The Foundation of Emergents**

DUANE M. RUMBAUGH, Great Ape Trust of Iowa, JAMES E. KING, University of Arizona

**Psychology as a Natural Science: J.R. Kantor and Interbehaviorism**

GARY GREENBERG, Wichita State University

**Symposium**  
**Parenting Across Cultural Contexts:**  
**Parenting Behavior and Children's Outcomes in**  
**African-American, Latino, and White Families**

*Thursday, 3:00-5:00*

*Salon 7*

ROBERT WEIS, Denison University, Organizer

**Links to Positive Parenting Among African American and Hispanic American Low-Income Mothers**

LAURA D. PITTMAN, Northern Illinois University

**Ethnicity and Socioeconomic Status in the Prediction of Parenting Behavior**

ROBERT WEIS, Denison University; ERIN E. TOOLIS, Denison University

**Ethnicity Themes in Parental Management of Adolescents' Friendships: A Qualitative and Quantitative Investigation**

HYUN-SOO KIM, Northern Illinois University; JENNIFER KARRE, Northern Illinois University; SUSAN DONNA WILSON, Northern Illinois University; NINA S. MOUNTS, Northern Illinois University

**Ethnic Differences in the Relationship Between Disciplinary Approaches and Conduct Disorders in Adolescence**

LORNA HERNANDEZ JARVIS, Hope College; PATRICIA V. ROEHLING, Hope College; KIMBERLY BOELKINS, Hope College; MEGAN KLEINHEKSEL, Hope College; KRISTA MEHARI, Hope College

**Exhibitor Session**

*Thursday, 3:00*

*PDR 5*

Company Sponsor: LAURA RIZZARDINI, INC.

Speaker: LAURA RIZZARDINI

Why Consult with a Sociologist?

Social research is an affordable way to quickly identify your successful programs and services. It offers opportunities for best practices articles, teaching materials, and grants. Social research is also known for prompting changes in public and professional policy.

## **Stereotyping and Stereotype Threat**

*Thursday, 3:00-5:00*

*Salon 6*

RALPH ERBER, DePaul University, Moderator

### **3:00 Invited Talk**

#### **Information Processing in Group Settings**

TRACI Y. CRAIG, University of Idaho

teraig@uidaho.edu

Computer-mediated decision making groups and juries were examined for evidence of congruence with and departure from individual level information processing models. Cognitive load and stereotype availability are manipulated and resulting decisions measured for stability, and resistance. Information processing is also evaluated for heuristic use and bias.

### **3:30**

#### **"Too Pretty to do Math": The Effect of Negative, Positive, and Neutral Bumper Stickers on Math Performance in Women**

SARA M. HOUSE, Loyola University Chicago (Sponsor: R. SCOTT

TINDALE)

shouse1@luc.edu

The present study tested whether stereotypical bumper stickers could elicit poor math performance in college women. Participants received one of three lists of bumper sticker, took a math test, listed the slogans they remembered, and completed an affect measure. Women receiving the negative list scored significantly lower on the math test.

### **3:45**

#### **Exploring the Moderating Effects of Self-Efficacy on Stereotype Threat**

ANNA WOODCOCK, Purdue University; P. WESLEY SCHULTZ, California

State University, San Marcos

awoodcoc@psych.purdue.edu

How is stereotype threat moderated by domain self-efficacy? Mathematically talented females completed a difficult math test in either a threatening or neutral situation. Math self-efficacy moderated the number of mistakes made and the perception of question difficulty, but there was no evidence that self-efficacy moderated overall test performance under threat.

### **4:00**

#### **The Role of Stereotype Threat and Social Class on Cognitive Performance**

JAMIE L. O'MALLY, University of Alabama; JAMIE DECOSTER, University of Alabama

jamieomally@yahoo.com

This study explored whether SES could form a basis for stereotype threat. No overall effect of SES stereotype threat was found, but the effect of SES

stereotype threat varied by gender. Women performed worse on an IQ test under SES stereotype threat while men performed better under SES stereotype threat.

**4:15**

**Self-Affirmation and Sexual Prejudice: Not All Affirmations are Created Equal**

JUSTIN J. LEHMILLER, Purdue University; ALVIN T. LAW, Purdue University; TECETA THOMAS TORMALA, Stanford University  
justin@psych.purdue.edu

We examined the effect of a self-affirmation treatment on attitudes toward gays and lesbians. Results indicated that the type of value to which participants affirmed moderated the effect of self-affirmation on prejudice. Specifically, those affirming sense of humor became less biased; those affirming familial relationships appeared to maintain their biases.

**4:30**

**Does the Opportunity to Self-Handicap Increase the Tendency to Self-Affirm?**

CHARLES E. KIMBLE, University of Dayton; CATHERINE WITTENBERG, University of Dayton; ASHLYN RAY, University of Dayton; JOSEPH SCHWAB, University of Dayton  
kimble@udayton.edu

Does external handicap opportunity increase self-affirmation? Before an intellectual test, individuals were assigned to one of three conditions: 1) no handicap; 2) implicit handicap; or 3) explicit handicap. Next, they were allowed to self-affirm by writing about any of 12 validation sources. Participants ranked validation sources. Handicap presence increased affirmation.

**4:45**

**Hillary versus Hillary: Deserving To Alleviate Women's Mathematics Stereotype Threat?**

CHERYL A. TAYLOR, Texas Christian University; RUSTY B. MCINTYRE, Wayne State University; TIFFANY J. LITTLETON, Texas Christian University; CHARLES G. LORD, Texas Christian University  
cheryl.taylor@tcu.edu

Previous research showed that being reminded of other successful women alleviates women's mathematics stereotype threat and improves test performance. The present research showed that being reminded of Hillary Clinton improves math test performance better for women who think she deserves her success. Deserving role models best alleviate stereotype threat.

## **Attitudes and Persuasion**

*Thursday, 3:00-4:45*

DUANE WEGENER, Purdue University, Moderator

*Salon 8*

**3:00**

**Perceptions of Source Efficacy and the Processing of Persuasive Messages**

JASON K. CLARK, Indiana University; DUANE T. WEGENER, Purdue University

clarkjk@indiana.edu

Source efficacy can be construed as the extent to which communicators are perceived as able to bring about the outcomes or changes they propose. The current research suggests that source efficacy can either increase or decrease message processing depending on whether the position of the message is proattitudinal or counterattitudinal.

**3:15**

**The Effects of Chronic versus Primed Regulatory Focus on Persuasion**

LORA M. HARDING, Northwestern University; ANGELA Y. LEE, Northwestern University; MONIKA LISJAK, Northwestern University  
l-harding@kellogg.northwestern.edu

This research examines how chronic and temporarily-enhanced regulatory foci interact to influence persuasion. Whereas people are more persuaded by appeals that fit their primed focus under low involvement, they are more persuaded by chronic-consistent (chronic-inconsistent) appeals when primed with a non-chronic (chronic) focus under high involvement.

**3:30**

**The Effects of Gender and Power on Persuasion**

ASIA A. EATON, University of Chicago; PENNY S. VISSER, University of Chicago

asia@uchicago.edu

The current line of research shows that there are clear descriptive and prescriptive norms for those in high-power social roles to be resistant to attitude change. In the present study, we used a nationally-representative sample to examine men and women's persuasibility as a function of actual and experimentally-manipulated power.

**3:45**

**Preference for Proattitudinal Information is More Likely when Attitudes are Strong**

MICHAEL J. TAGLER, Ball State University; LAURA A. BRANNON, Kansas State University; ALICE H. EAGLY, Northwestern University  
mjtagler@bsu.edu

This research examines the moderating role of attitude strength on selective exposure across five different social issues. As expected, selective exposure was only demonstrated for social issues in which participants tended to hold strong attitudes.

**4:00**

**Lost in Transmission? Exploring the Communication of Attitude Certainty**

DAVID DUBOIS, Northwestern University; DEREK D. RUCKER, Northwestern University; ZAKARY L. TORMALA, Stanford University  
duboisd@northwestern.edu

In three experiments, we test the hypothesis that there is an asymmetry in the transmission of attitudes and certainty in interpersonal communications (Experiments 1 and 2). Further, underlying mechanisms of this "loss of certainty" phenomenon are investigated (Experiment 3). Implications for information transmission, persuasion, and behavior are discussed.

**4:15**

**The Role of Attitudes in Thought Suppression: Weaker Is Easier to Ignore**

VALERIE E. JEFFERIS, Ohio State University; RUSSELL H. FAZIO, Ohio State University  
jefferis.6@osu.edu

Abstract: Evaluative conditioning was used to weaken attitudes toward a category of objects about which thoughts were later suppressed. Persistence on a subsequent task was then assessed and was found to be less impaired by the thought suppression task when attitudes had been counter-conditioned.

**4:30**

**Ecologically Valid Priming: On Goal Contagion and its Pervasiveness**

CHRIS LOERSCH, Ohio State University; HENK AARTS, Utrecht University; B. KEITH PAYNE, University of North Carolina at Chapel Hill; VALERIE E. JEFFERIS, Ohio State University  
loersch.1@osu.edu

Research has demonstrated that participants reading about the goal-directed behavior of another person often "catch" this goal. Here we show that goal contagion also occurs when participants view the videotaped behavior of others. We also demonstrate that this only occurs when participants view the goal-directed behavior of in-group members.

**\*\*\*SOCIAL HOUR\*\*\***

*Thursday, 5:00- 7:00*

*Empire Room*