Bar-Ilan University
אוניברסיטת בר-אילן

Faculty of Social Sciences
Department of Psychology

הפקולטה למדעי החברה
המחלקה לפסיכולוגיה

The Fifth Annual Meeting of the Young Social Psychologists

Schedule

9:30 Gathering (February 10th, Tuesday, Bar Ilan, room 301 - Psychology building 902)

9:55 Opening remarks by Prof. Gil Diesendruck, Chairman of the department

10:00 (2 sessions, 25 min each + 10 min break)

The slow death of post decision dissonance: A cautionary tale on theory and artifacts

Baruch Eitam, University of Haifa

Post decision dissonance is one of the poster children (well, middle aged men) of psychology. The task that generates the empirical phenomenon -- the Free Choice Paradigm (FCP) has recently come under severe methodological criticism. In an attempt to address many of these concerns we created an alternative task; I will focus on our initial solution, its crucial problem and our alternative and discuss what is left of this flagship phenomenon and the implications for the study of human choice.

The Role of Psychological Distance in Coping with Self-Threat

Elena Stephan & Daniella Shidlovski, Bar Ilan University

The motivation to view the self in a positive light (i.e., to maintain a favorable self-concept) can be manifested in various forms (e.g., strategic construal, selective encoding and retrieval, self-aggrandizing beliefs) and rises when an individual is exposed to psychological threat to the self. Responses to threat may either be self-defensive (e.g., attributing failure to external transient causes) or self-affirmative (e.g., reflecting on personal strengths in unrelated areas). The present research examines *regularities in coping responses as a function of psychological distance from self-threat* in terms of time, space, social distance. We propose that motivated to maintain a favorable self-concept, individuals will use differential coping strategies depending on psychological distance. In particular, we hypothesize that psychological proximity to a threat will result in inducing self-defensive strategies, whereas distance will promote self-affirmative coping strategies. Five studies addressing the effect of distance in

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terms of various dimensions support the prediction that coping with self-threat is dependent on psychological distance. Theoretical and practical implications of these findings at the individual, interpersonal and inter-group levels of functioning will be discussed.

11:00 (2 sessions, 25 min each + 10 min break)

Millionaires in agony: Affective vocalization to winning the lottery

Hillel Aviezer, Hebrew University

The basic distinction between expressions of positive and negative emotion is fundamental in emotion models. Despite these assumed distinctions, we recently found that real-life intense facial reactions to highly positive (e.g., sports victory, orgasm etc) or negative (sports defeat, nipple piercing) situations could not be discriminated by perceivers. In the current study, we turn to vocal emotions and examine the intonation in the initial voice reactions of lottery winners while being informed by phone of their prize. These unique recordings are optimal for testing vocal responses to intense situations because the valence of the event is a parameter with increasing degrees of positivity (ranging from 50K NIS to 1500K NIS). The results confirm that the affect of vocal reactions shifts from positive to negative as the prize becomes higher. These findings are in good accordance with our data on intense faces and together they challenge standard models of emotion expression.

Arid land images reduce the motivation for change

Idit Shalev, Ben Gurion University of the Negev

Environmental psychology research has consistently demonstrated that an indoor versus an outdoor environment affects perceived energy. However, little is known of the possible effects of different outdoor environments on the motivation for change. Based on the embodied cognition view, we conducted three studies to examine how pictorial or mental images of arid land affect the motivation for changing a maladaptive habit. In Study 1, pictorial images of a desert (versus land with water and versus control) reduced the confidence of participants in changing a maladaptive habit. The relations between the type of environment and the motivation for change were mediated by subjective vitality. In Study 2, mental imagery of a desert versus land with water reduced participants' decisiveness with respect to performing a change and increased their physical thirst. Finally, in Study 3, participants preferred taking vacation in an environment of land with water than in a desert or

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urban environments, as a means to replenish the energy required for a change of maladaptive habit. Overall, our findings demonstrate that pictorial and mental images of arid land reduce perceived energy and motivation for change.

12:00 (2 sessions, 25 min each)

What Can Values Teach us about Perceptions of Morality among Religious and non-Religious Groups?

Noga Sverdlik[1], Eyal Rechter[2], Sonia Rocass[3], Lilach Sagiv[4]

[1]Ben-Gurion University of the Negev

[2]Ono Academic College

[3] The Open University of Israel

[4] The Hebrew University of Jerusalem

A growing body of research indicates that what is judged to be morally reprehensible in one culture may be judged as irrelevant to morality in another culture. This work applies a personal values perspective (Schwartz, 1992, 2005) to study how religious and nonreligious (Jewish) cultural groups differ in their interpretation of the concept of morality. In Study 1 we show that the value of being moral is positively related to benevolence values and negatively related to power values among both religious and nonreligious cultural-groups of Jewish people. However, while in the nonreligious group the value of being moral is positively related to universalism values and negatively related to security values, in the religious group the value of being moral is positively related to tradition and security values and negatively related to universalism and stimulation values. In Study 2 we show that hypothetical portraits of individuals that emphasize tradition and security values are judged to be more moral by religious in comparison to nonreligious participants. Conversely, portraits of individuals emphasizing universalism and stimulation values are judged to be more moral by nonreligious than by religious participants. Finally, in Study 3 we show that group religiosity (i.e. ultraorthodox vs. nonreligious) moderates some of the relationships between values and moral disengagement strategies. Specifically, while in both groups hedonism is positively and benevolence is negatively related to moral disengagement strategies, tradition values are negatively related to moral disengagement only for the religious group. In an additional analysis that focuses on the specific strategy of dehumanization we show that security is negatively related to dehumanization only for the religious group. Together, these findings

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show that values may serve as a useful tool to deepen our understanding of cultural differences in what is valued as moral.

The self-reduction effect: Neurotics' response to the mere thought of being in social presence

Liad Uziel, Bar-Ilan University

Neuroticism is a broad personality trait that reflects a person's experience of the world as threatening, problematic and distressing. Neurotic individuals often experience emotional distress, feel inadequate, and are prone to a range of psychological problems. Although neurotics have a strong need for social acceptance, they seem to find it especially difficult to get along with other people and to bring about their "best self" in social contexts. The goal of the present research was to offer a closer look on the experience of neurotics in social contexts. A series of studies have explored neurotics' self-perception, interpersonal approach, and cognitive proficiency following either a social mindset or a private mindset prime. Across studies, results revealed that merely thinking about themselves in a social context makes neurotics experience "self-reduction". After a social (vs. private) prime neurotics experienced their self as (physically) smaller and less complex. They have also experienced their social power as weaker and their social exploration need was diminished. In addition, the social prime reduced neurotics' ability to adopt a rational approach to problem solving. Taken together, the results elucidate some of the sources for neurotics' social skills deficits, and highlight the duality that neurotics experience vis-à-vis their social world.

12:50 lunch break
13:40 (2 sessions, 25 min each + 10 min break)

Help to keep traditional gender roles: Benevolent sexism increases engagement in dependency-oriented cross-gender helping

Nurit Shnabel, Tel-Aviv University

Our research examined the relation between benevolent sexism and helping. In cross-gender interactions, the endorsement of benevolent sexism increased (a) men's preference to provide women with dependency-oriented help (i.e., direct assistance) rather than tools for autonomous-coping, and (b) women's preference to seek dependency-oriented help rather than tools for autonomous-coping. Benevolent sexism did not affect same-gender helping

interactions. Examining helping behaviors on the institutional level, we also found that benevolent sexism predicted stronger support for non-empowering as compared to empowering policies, i.e., legislation and programs that increase women's political power. Thus, benevolent sexism seems to encourage helping relations that reinforce traditional gender roles.

Heralding the Authoritarian? Orientation towards Authority and Convention in Early Childhood

Michal Reifen Tagar, IDC Hertzlia

Traditional accounts of authoritarianism – a tendency for deference to authority and convention – suggest that individual differences in this tendency crystallize in early adulthood along with other sociopolitical orientations. Departing from this perspective, we argue that authoritarian tendencies exist well before then, and that among young children, these individual differences are expressed as greater responsiveness to cues of status and of deviance when determining whom to learn from. Looking at a sample of 3- to 4-year-olds and their parents, we found that that children of parents high (vs. low) in authoritarian values (a) were more discriminating in trusting (i.e., choosing to learn from) adults who had previously demonstrated conventional word labeling versus adults who had used nonconventional word labels and (b) gave greater weight to a status-based "adults are to be trusted" heuristic in trusting an ambiguously conventional adult. Given the established association between parents' and their adult children's levels of authoritarianism, we suggest that these results reveal emerging manifestations of authoritarianism at an early age.

14:40 (2 sessions, 15 min each)

'Putting gender on the table': Understanding reactions to women who talk about gender inequality

Moran Anisman-Razin, Tamar Saguy & Ronit Kark, IDC Hertzlia

Gender inequality remains one of the greatest challenges of our time. While much progress had been made in the last century, there still exist significant gaps between men and women in various life domains, such as representation in leadership positions or salaries earned for similar work. While raising awareness to inequality may be critical for instigating social change, many women, including those in high-ranks in society, refrain from publicly

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addressing gender inequality, or 'putting it on the table'. One possible reason for this is that talking about gender inequality may come at a personal cost, a question that remains unanswered In the current research we examine the reactions to powerful women who raise attention to gender inequality. In two studies, we test the hypothesis that a powerful woman, who raises attention to gender inequality, will be perceived more negatively compared to a woman who does not address the issue or argues that there is no such problem. Participants read an interview with a female junior manager, published in a newsletter of a bank in Israel, distributed to the bank's employees. We manipulated the type of gender-related message presented by the manager and examined the perceptions of men and women to the manager. We found that women evaluated the manager equally positively across conditions, while men were significantly more negative toward the manager when she discussed gender inequality, the need to fight it and her personal commitment to the matter, compared to when she argued that it is no longer a problem, or when no reference to gender issues were made.

Differential Effects of Winning the Victim Status on Groups' Conciliatory Attitudes and Perceived Efficacy to Change the Status Quo

Ilanit SimanTov-Nachlieli, Tel-Aviv University

Members of conflicting groups often engage in "competitive victimhood", i.e., they are motivated to gain acknowledgment that their ingroup is the conflict's "true" victim. What happens when group members actually win this competition? The present research provides preliminary answers to this question, focusing on two divergent contexts: the relations between Israelis and Palestinians (Study 1) and gender relations (Study 2). Study 1 found that compared to a control group, Israeli Jews *and* Palestinians reassured that their ingroup had won the victim status showed increased willingness to reconcile with the outgroup and held less pessimistic, fatalistic views of the conflict. Moreover, for members of the stronger party – Israeli Jews (but not Palestinians), winning the victim status led to increased group efficacy and consequent readiness to take action towards resolution. Study 2 found, however, that assigning women – members of the disadvantaged group, to a condition that reassured their ingroup had won the victim status (compared to a control group) made them angrier and even more competitive. Winning the victim status also led to women's reduced group efficacy to change the status quo. These findings extend previous theorizing about the importance in addressing group members' need for acknowledgement of their ingroup victimization and point to differential effects of such acknowledgement on groups involved in direct vs. structural violence.

15:10 open discussion

Advances in Experimental Social Psychology: An Open Discussion about Recent Developments in Research Norms

Debate Moderator: Yoav Bar-Anan, Ben-Gurion University of the Negev

In recent years, there is increased awareness to the possibility that questionable research practices are sometimes the norm in social psychology. As a result, our scientific community is changing. Knowledge about research practices is more accessible, and so are tools for improving these practices. Journals are changing their policies, and reviewers, editors and the general public are often skeptic and suspicious of findings. We will share experiences, perceptions, and opinions pertaining to these changes, and discuss strategies to harness these advances for the service of our research goals.

The conference will take place in the psychology building (#902) in room 301 (3rd floor). The building is located in the northern part of the campus adjacent to the Gonda Brain Center and Education Building. The two closest gates are gate 5, Anna and Max Webb st. and gate 25, Hertzog st.

Link to campus map http://www.biu.ac.il/Tour/campus-map.pdf

Link to the Bar-Ilan Psychology Department: http://www1.biu.ac.il/