Society of Australasian Social Psychologists

36th Annual Conference, April 2007
Brisbane, Australia

WELCOME

The annual conference of the Society of Australasian Social Psychologists (SASP) has a long history dating back over 30 years, in recent years attracting between 130 and 170 delegates. It is the most popular avenue for the dissemination of current social psychological research within Australasia, and attracts pre-eminent national and international researchers. The conference is also characterised by a strong postgraduate student representation.   Presentations and posters cover a diverse range of social psychological research topics (ranging from intra-psychic process, interpersonal processes, intra-group process, and intergroup processes) and methodologies (experimental, quasi-experimental, survey, qualitative, and discourse). Our research is concerned both with basic psychological processes and areas of applied social psychological research, such as psychology and the law, health, relationships, and organisational psychology.   In 2007 the conference is being co-hosted by the University of Queensland, Queensland University of Technology, and Griffith University.

ORGANISING COMMITTEE

General enquiries and IT: Blake McKimmie
Academic program: Matthew Hornsey & Winnifred Louis
Finance: Barbara Masser
Social program: Katherine White & Stefano Occhipinti
Postgraduate workshops: Joanne Smith & Kelly Fielding

ACKNOWLEDGEMENTS

We would like to acknowledge the kind and generous support of the following sponsors.

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USING THIS CONFERENCE PROGRAM

To help you find the presentation you are most interested in, you can either search for specific speakers in the Index at the end of the program, or by checking the program overview, which is presented on a day-by-day basis over the next couple of pages. This overview also includes the titles of symposia. For more detailed information, you can read the full abstracts of each presentation and symposium in the pages that follow the overview. These are presented in chronological order. On any given two-page spread, you can check which four presentations will be on.

THURSDAY APRIL 12

	Postgraduate Workshop 1 *(Queensland University of Technology, Gardens Point Campus, Z Block, Room 1064)*
9:00 am	The morning workshop will centre on publishing and grant writing. Speakers with expertise and success in publishing and obtaining grants will provide advice to students on how to enhance their research careers. This workshop will include important information on how to write research articles, how to respond to reviewers' comments, and key differences in writing for journals versus granting agencies. The speakers in this workshop are Dr. Matthew Hornsey (University of Queensland), Prof. Jolanda Jetten (University of Exeter), Professor Debbie Terry (University of Queensland) and Prof. Bill von Hippel (University of Queensland)
12:00 pm	Workshop Lunch
	Postgraduate Workshop 2 *(Queensland University of Technology, Gardens Point Campus, Z Block, Room 1064)*
1:00 pm	The afternoon workshop will focus on careers for graduate students outside of academia. A panel of speakers will come from a range of backgrounds, including organisational consultancy firms, government and non-profit sectors. Speakers will draw on their own experience both inside and outside of academia to highlight some key issues: the types of careers open to PhD graduates, the types of skills and experiences that are transferable and valuable to non-academic sectors, and strategies to increase their chances of being employed outside of academia. Speakers in this workshop include Dr. Rachael Eggins (ANU / Workplace Research Associates), Dr. Michelle Riedlinger (Econnect Communication), Peta Ashworth (CSIRO), and Damon Cavalchini (Australian Red Cross Blood Service).
4:00 pm	Workshops Close
6:00 pm	Welcome drinks and conference registration *(Pool Deck Pergola, Level 3, Sofitel)*
7:30 pm	Close

We are pleased to acknowledge the sponsorship of these workshops by the Australian Red Cross Blood Service.

FRIDAY APRIL 13

Stream	Stream A	Stream B	Stream C	Stream D
Room	St Germain	Bastille 1	Bastille 2	Concorde
8:30 am	Registration			
9:00 am	Legitimizing and challenging deviant behaviour Haslam, A.	Cheng	Psychology and law Conduit	Duckitt
9:20 am	Restubog	Sutton	McKimmie	Sibley
9:40 am	Loh	Platow	Newcombe	Bizumic
10:00 am	Hornsey	Duck	Masser	Paolini
10:20 am	Coffee Break and Registration			
10:40 am	Pennekamp	Readiness to perceive social and person categories Page	Strub	Augoustinos
11:00 am	Jetten	Quee	Rijnbout	Harre
11:20 am	Morton	Skorich	Mow-Lowry	Fielding
11:40 am	Lee	Mavor	Lubek	Healy
12:00 pm	Lunch			
1:20 pm	Adolescent adjustment Heaven	Humanness and dehumanisation Haslam, N.	Social influence in action Douglas	Evolution and psychology Spink
1:40 pm	Ciarrochi	Wilson, S.	Smith	Lewis
2:00 pm	Supavadeeprasit	Loughnan	Louis	Fiddick
2:20 pm	Coffee Break			
2:40 pm	Nielsen	[no presentation]	Chan	Ronay
3:00 pm	Beatson	Haig	Crane	Surbey
3:20 pm	Brown	Braun	Hamilton	Barisic
3:40 pm	McIntyre	White	Robinson	Whitty
4:00 pm	Professor Tom Tyler: Keynote Address (Ballroom Le Grand 1)			
5:00 pm	Catered Poster Session (Anne Street Lobby, Sofitel)			
6:30 pm	Close			
7:30 pm	Postgraduate Dinner (Amici's at Southbank)			

SATURDAY APRIL 14 (details from page 62 onwards)

Stream / Room	Stream A / St Germain	Stream B / Bastille 1	Stream C / Bastille 2	Stream D / Concorde
8:30 am	Registration			
9:00 am	*Responses to injustice* Okimoto	Lynd-Stevenson	*The many faces of Australian social cognition* Von Hippel, C.	Lim
9:20 am	Cameron	Innes	Wood	Krebeck
9:40 am	Feather	Small	Chang	Strelan
10:00 am	Barlow	Corcoran	Locke	Hynd, D.
10:20 am	Coffee Break and Registration			
10:40 am	Slocum	Riggs	Von Hippel, W.	Obst
11:00 am	Ristovski	Charters	Case	Wright
11:20 am	Philpot	Rockloff	*A Leximancer approach to health research* Gallois	Halloran
11:40 am	Wenzel	[no presentation]	Cretchley	Tanti
12:00 pm	Lunch			
1:20 pm	Overall	Ariyanto	Watson, B.	Amiot
1:40 pm	Karantzas	Musgrove	Baker	Occhipinti
2:00 pm	Fitness	Blackwood	Watson, M.	Dane
2:20 pm	Coffee Break			
2:40 pm	Planitz	Marques	Griffiths	Nesic
3:00 pm	Wilson, M.	Hastie	Scherman	Grace
3:20 pm	Round table 1 (see p. 20) *Is truth knowable?*	Round table 2 (see p. 20) *Social change*	Round table 3 (see p. 20) *How has research changed?*	[no presentation]
4:00 pm	SASP Annual General Meeting (*Bastille 1 & 2*)			
5:00 pm	Psychology and Evolution Interest Group meeting (*St Germain*)			
6:30 pm	Pre-dinner drinks			
7:30 pm	Conference dinner (*Pool deck, Level 3, Sofitel*)			

SUNDAY APRIL 15 (details from page 88 onwards)

Stream	Stream A	Stream B	Stream C	Stream D
Room	*St Germain*	*Bastille 1*	*Bastille 2*	*Concorde*
9:00 am	Alvarado-Albertorio	Flick	[no presentation]	[no presentation]
9:20 am	Walsh	Bore	Hyde	[no presentation]
9:40 am	Hynd, A.	Purcell	O'Connor	Blink
10:00 am	Brown	Hitchens	Bryson	Thomas
10:20 am	[no presentation]	O'Brien	Hewett	Esposo
10:40 am	Coffee			
11:00 am	Professor Alexander Haslam: Presidential Address (*Ballroom Le Grand 1*)			
12:00 pm	Lunch			
1:00 pm	Conference close			

SYMPOSIUM DETAILS

LEGITIMIZING AND CHALLENGING DEVIANT BEHAVIOUR	**STREAM** **A**

Symposium title: Who cares? Legitimizing and challenging deviant behaviour

Convenors: JETTEN, J. (University of Exeter), & HORNSEY, MJ. (University of Queensland)
j.jetten@exeter.ac.uk

We aim to expand our understanding of the way ingroup deviance is perceived, interpreted and responded to. The first 2 speakers examine how deviance within groups emerges. Haslam argues that deviance should be understood in the light of individual agency, as influenced by social identity processes. Restubog provides an example of this by examining how revenge seeking can lead to workplace deviance. The target and ingroup's perspective come to the fore in the next 2 talks. Loh discusses individual differences that affect responses to bullying. Hornsey discusses impostorism. Pennekamp examines the role of emotions in responding to outgroups that deny ingroups their right to identity expression. The last 2 talks deal with how ingroup members legitimize deviance. Jetten discusses how taking the moral high-ground can blind groups to the wrong-doings of deviant members. Morton shows that, by making the human category salient, ingroup atrocities are more likely to be forgiven.

Presentations

A closer look at the dynamics of tyranny: How deviance becomes normative
HASLAM, SA. (University of Exeter), & REICHER, SD. (St Andrews University)

An eye for an eye, a tooth for a tooth! Investigating the roles of revenge and personality in psychological contract breach - workplace deviance relationship
RESTUBOG, SLD. (University of Queensland), & BORDIA, P. (University of South Australia)

Consequences of workplace bullying on employee identification and satisfaction: A cross-cultural perspective
LOH, J., & RESTUBOG, SLD. (University of Queensland)

Not being what you claim to be: Why impostors arouse resentment
HORNSEY, MJ. (University of Queensland), & JETTEN, J. (University of Exeter)

Don't say we can't: The emotional reactions of minority group members to messages about identity expression
PENNEKAMP, SF., DOOSJE, B., ZEBEL, S. (University of Amsterdam), & ALARCON HENRIQUEZ, A. (Université Libre de Bruxelles)

Forgiving the unforgivable: How claiming the moral high ground leads to denial of the implications of ingroup deviance
JETTEN, J., IYER, A., & HASLAM, SA. (University of Exeter)

What does it mean to be human? Shared humanity, human nature, and responses to intergroup harm
MORTON, TA., & POSTMES, T. (University of Exeter)

PSYCHOLOGY AND LAW: DOES EVIDENCE MATTER?	STREAM C

Symposium title: Psychology and Law: Does evidence matter?

Convenors: STRUB, T., MCKIMMIE, BM., & MASSER, BM. (University of Queensland)
t.strub@psy.uq.edu.au

The papers within this symposium draw on social psychological concepts and theories to investigate jurors' beliefs and perceptions surrounding trial participants and trial procedures. This symposium considers two related themes in psychology and law. The first considers the way in which perceivers rely on cues beyond the content of the actual testimony in forming legally relevant perceptions. These papers focus on cues drawn from the testimony and witnesses and how these influence evaluations. The second theme considers the impact of trial processes on the consideration of evidence by mock jurors, with a view to reducing any adverse impact of extra-legal factors. Through their use of social psychological concepts as a means of investigating jurors' perceptions, the papers in this symposium seek to contribute to psychological understanding of individuals' decisional processes and outcomes within a judicial context.

Presentations

How a demonstrated testimonial inaccuracy affects the credibility of other testimonial elements
CONDUIT, T., & BREWER, N. (Flinders University)

The influence of language complexity and gender stereotypicality on the persuasiveness of expert testimony: Mode of processing or stereotype?
MCKIMMIE, BM. (University of Queensland), NEWTON, SA. (Queensland University of Technology), SCHULLER, RA. (York University), & TERRY, DJ. (University of Queensland)

Juror's perceptions of child witnesses: Influences on their decisions
NEWCOMBE, PA., SUMNER-ARMSTRONG, C., & ANTROBUS, E. (University of Queensland)

'Bad victim' but 'good woman': Assessing the influence of benevolent sexism, gender stereotypes & victim stereotypes on victim blame in sexual assault cases
MASSER, BM., HARPER, K., & MCKIMMIE, BM. (University of Queensland)

Note taking distracts jurors from thinking about criminal trial evidence
STRUB, T., & MCKIMMIE, BM. (University of Queensland)

Group-member dissent in jury decision making
RIJNBOUT, J., & MCKIMMIE, BM. (University of Queensland)

The impact of interactive visual evidence on jury decision-making
MOW-LOWRY, AA. (University of Canberra)

READINESS TO PERCEIVE SOCIAL AND PERSON CATEGORIES	STREAM B

Symposium title: Exploring the interaction of perceiver readiness and stimuli fit in the perception and memory of group and person targets

Convenors: MAVOR, KI. (Australian National University)
ken.mavor@anu.edu.au

Theories of social category use tend to emphasise either static qualities of category memory or the dynamic nature of category fit. Categories are often assumed to represent a loss of information and to apply only to group-level information, whereas person level information is assumed to be specific and accurate. We argue that meaningful category use relies upon the interaction of pre-existing knowledge and expectations with stimuli fit factors for both persons and groups. The studies presented in this symposium explore how several perceiver readiness factors interact with fit-based factors to produce outcomes based on categorical perception at both group and person levels.

Presentations

How ready are you? An expansion on current understandings of perceiver readiness
PAGE, RL., & MAVOR, KI. (Australian National University)

Is Jennifer nurturing when she is being a mother? Using category salience to construct meaning in person impression formation
QUEE, MY., & MAVOR, KI. (Australian National University)

Perceiver readiness and cognitive load in person and social stereotyping
SKORICH, DP., & MAVOR, KI. (Australian National University)

The entitativity of persons and groups: Fundamental postulate or methodological artefact?
MAVOR, KI., PAGE, RL. (Australian National University), LOUIS, WR. (University of Queensland), & SKORICH, DP. (Australian National University)

ADOLESCENT ADJUSTMENT

Symposium title: The social psychology of adolescent adjustment

Convenors: HEAVEN, PCL. (University of Wollongong)
pheaven@uow.edu.au

This symposium reports data from the Wollongong Youth Study, a longitudinal study of the social, emotional, behavioural, and academic development of over 850 students in Wollongong and Sydney. Students were first surveyed in Year 7 in 2003 and have been followed up each year. Not only have students provided self-reported data, but we have also collected observer's reports of students (teacher and peer assessments). The first presentation examines the effects of self-reported friendship groups on students' later well-being and scholastic achievement. The second paper assesses gender differences in the factors associated with popularity ('likeableness'). The final paper examines the links between experiential avoidance and reports of social support.

Presentations

The impact of self-nominated friendship groups in early adolescence on later adjustment and school achievement
HEAVEN, PCL., CIARROCHI, J., & VIALLE, W. (University of Wollongong)

Are boys more shallow than girls? A longitudinal examination of the characteristics that make boys and girls likeable.
CIARROCHI, J., & HEAVEN, PCL. (University of Wollongong)

Emotional avoidance leads to a shrinking social world: a longitudinal study of adolescents.
SUPAVADEEPRASIT, S., CIARROCHI, J., & HEAVEN, PCL. (University of Wollongong)

HUMANNESS AND DEHUMANISATION	STREAM **B**

Symposium title: Attributing and denying humanness to self and others

Convenors: HASLAM, N. (University of Melbourne)
nhaslam@unimelb.edu.au

This symposium presents recent work on the attribution and denial of humanness to others. The papers build on a new model of dehumanisation that proposes two senses of humanness, the denial of which involves the likening of people to particular kinds of nonhuman, and explore it from diverse substantive and methodological angles. In a study of social perception, Haslam and Koval show that the failings people attribute to themselves tend to be seen as parts of human nature, whereas the failings of others are ascribed lesser humanness. Wilson and Haslam clarify people's lay theories of humanness, demonstrating the different composition of its two proposed senses, and show how they are opposed to distinct kinds of nonhuman (animals vs. automata). Loughnan and Haslam use implicit social cognition methods to demonstrate that humanness is associated more strongly with ingroups than outgroups.

Presentations

Human frailties: Acknowledging the failings of self and others
HASLAM, N., & KOVAL, P. (University of Melbourne)

Conceptual beliefs about human behaviour: Some implications for lay concepts of human nature and agent causation
WILSON, S., & HASLAM, N. (University of Melbourne)

Implicit dehumanisation of social outgroups
LOUGHNAN, S., & HASLAM, N. (University of Melbourne)

SOCIAL INFLUENCE IN ACTION	STREAM C

Symposium title: Social influence in action

Convenors: LOUIS, WR., & SMITH, JR. (University of Queensland)
w.louis@psy.uq.edu.au

The study of social influence is a central and enduring theme in social psychological research. In the present symposium, one paper explores social influence via conspiracy theories (Douglas), focusing in on the controversy surrounding the death of Princess Diana. Two papers examine social influence and norm conflict from the experimental social identity tradition, focusing on the power and social norms for discrimination (Smith), and ingroup and outgroup norms for conflict (Louis). Two papers look at norm change via deviance (Chan) and voicing dissent (Crane). Finally, two papers explore social influence in decision-making, relating the planned behaviour model and identity to blood donation (Robinson and colleagues) and exercising (Hamilton and colleagues). The way in which social influence shapes attitudes and behaviour is thus explored by seven researchers, employing a diverse range of theoretical approaches and methodologies.

Presentations

The persuasive power of conspiracy theories: Perceived and actual influence of theories surrounding the death of Princess Diana
DOUGLAS, KM., & SUTTON, RM. (University of Kent)

Power and social norms
SMITH, JR., STASKIEWICZ, JA., & ROSS, RT. (University of Queensland)

Costs and benefits for self and group of conformity to ingroup and outgroup norms in conflict
LOUIS, WR. (University of Queensland)

Norm change, deviant reintegration and the social identity perspective
CHAN, MKH., & LOUIS, WR. (University of Queensland)

Exploring the antecedents to voicing discontent within the group
CRANE, MF., & EGGINS, RA. (Australian National University)

Extending the theory of planned behaviour: The role of self and social influences in predicting adolescent physical activity
HAMILTON, K., & WHITE, KM. (Queensland University of Technology)

Blood donation in Australia: The role of attitudes, norms, perceived behavioural control, and self-identity
ROBINSON, NG., MASSER, BM. (University of Queensland), WHITE, KM. (Queensland University of Technology), TERRY, DJ. (University of Queensland), & CAVALCHINI, DA. (Australian Red Cross Blood Service)

EVOLUTION AND PSYCHOLOGY	**STREAM** **D**

Symposium title: Evolution and Psychology: social cognition, mate selection and attachment

Convenors: LEWIS, A. (University of Ballarat)
a.lewis@ballarat.edu.au

Evolutionary theory provides an integrative framework to bridge the cognitive and biological sciences. The modern synthesis of evolutionary and genetic theory suggests that natural selection drives evolutionary change by selecting the phenotypic traits of different DNA sequences which prove to be most adaptive. This constitutes a unique set of research questions and associated methodologies concerned with the adaptive function of behaviors, cognitions and motivations in their interaction with the selective pressures which have operated in their favour. These papers can be divided into two broad categories: firstly, the investigations of systems of social affiliation such as mate selection and attachment behaviours and secondly the application of evolutionary theories to social cognition and information processing.

Presentations

Homo Sapiens: Evolved Working Memory and Information Behaviour
SPINK, A. (Queensland University of Technology), & COLE, C. (McGill University)

Insecure maternal attachment and child related stress reactivity: an evolutionary perspective on maltreating parents.
LEWIS, A. (University of Ballarat), ANDERSON, G. (Ballarat Child and Family Services), & LAUFER, T. (University of Ballarat)

Dimensions of Infidelity
FIDDICK, L. (James Cook University)

Sex, power, testosterone and the risk-taking male.
RONAY, R. (University of New South Wales), & VON HIPPEL, W. (University of Queensland)

Enhancement of self-perceived mate value precedes a shift in men's preferred mating strategy.
SURBEY, M., & BRICE, G. (James Cook University)

Human mating preferences across the lifespan: a comparison of Social Role and Evolutionary Theories.
BARISIC, L., & TOOLEY, G. (Deakin University)

**STREAM
A**

Symposium title: Responses to Injustice: Retribution, Restoration, Reconciliation

Convenors: WENZEL, M., & OKIMOTO, T G. (Flinders University)
Michael.Wenzel@flinders.edu.au

The experience of being victimized, whether as an individual or as a member of a social group, is often highly disturbing, affecting one's personal and/or social identity. As well, the experience of being purportedly the offender responsible for the transgression may also be accompanied by strong implications for self and identity. This symposium will address responses to transgressions from the perspectives of victim and offender. We will investigate the meaning of punishment and the functions it serves, the variety of emotional reactions to deservingness violations and a collective sense of guilt in particular, a more differentiated understanding of apologies and other conciliatory gestures, as well as the conditions and consequences of acts of forgiveness. Bringing together current social psychological research on key issues surrounding responses to transgressions and victimisation, the symposium will showcase the progress made in this exciting and important domain of research.

Presentations

Punishment and the Maintenance of Group Value Consensus Following a Transgression

OKIMOTO, T G., & WENZEL, M. (Flinders University)

The role of punishment in addressing the psychological concerns of victims: A comparison of retributive and restorative justice processes
CAMERON, K., WENZEL, M., & OKIMOTO, T G. (Flinders University)

Deservingness and Emotions
FEATHER, N T. (Flinders University)

Guilt Edges: How collective guilt can further separate members of oppositional groups
BARLOW, F K., LOUIS, W R., & TERRY, D J. (University of Queensland)

The difference between apology and true sorriness from an offended individual's perspective
SLOCUM, D., ALLAN, A., & ALLAN, M. (Edith Cowan University)

The influence of compensation source, offender remorse, and victim trait empathy on victims' forgiveness of an offender.
RISTOVSKI, A., WERTHEIM, E., & HALLORAN, M. (La Trobe University)

Intergroup apologies and forgiveness after intergroup injustice
PHILPOT, C R., & HORNSEY, M J. (University of Queensland)

Does forgiveness sacrifice justice? Addressing status/power and value concerns following transgressions
WENZEL, M., & OKIMOTO, T G. (Flinders University)

THE MANY FACES OF AUSTRALIAN SOCIAL COGNITION	STREAM C

Symposium title: The many faces of Australian social cognition

Convenors: VON HIPPEL, W. (University of Queensland)
billvh@psy.uq.edu.au

Social cognition in Australia continues to be a diverse enterprise, with a variety of approaches adopted in different laboratories. This symposium highlights this diversity in Australian social cognition. Two of the talks examine stereotyping, and although both of them take the processing orientation that is the hallmark of social cognition, one is lab-based with traditional reaction-time measures and the other is field-based and self-report. A third talk examines implicit attitudes via the Implicit Association Test, again with a reliance on traditional reaction-time measures. A fourth talk examines ostracism with an eye toward understanding mechanism from both a social cognitive and an evolutionary framework. Finally, the last talk examines the effect of age-related changes in the brain on cognitive processes, which in turn have an impact on social/clinical outcomes. As can be seen in this symposium, social cognition is thriving down under.

Presentations

Women @ work: antecedents and consequences of stereotype threat
VON HIPPEL, C. (University of Queensland)

Associative strength: the link between prejudice and stereotyping?
WOOD, CW., & LOCKE, V. (University of Western Australia)

Separating salience asymmetries from evaluative associations: a method for decontaminating the Implicit Association Test
CHANG, B., & MITCHELL, CJ. (University of New South Wales)

Ostracism and biological fitness
LOCKE, V., SHER, T., VUJIC, T. (University of Western Australia), & WILLIAMS, K. (Purdue University)

Executive functioning and problem gambling among older adults

VON HIPPEL, W. (University of Queensland), NG, L., & HUCKER, J. (University of New South Wales)

A LEXIMANCER APPROACH TO HEALTH RESEARCH	STREAM C

Symposium title: Leximancer: Providing a Birds Eye View on Qualitative Health Communication Research

Convenors: BAKER, SC. (University of Queensland)
susanb@psy.uq.edu.au

Researchers in health communication recognize the importance of positive, interactive relationships involving health care providers or patients to health outcomes. Indepth interviews and transcripts are important sources of information concerning the provider-patient relationship. While these qualitative methods provide effective descriptions and interpretations, they are labour-intensive. This panel presents a novel approach to the analysis of texts, using Leximancer, and its application within the health communication context. The first paper explains the approach and analysis. Then, four empirical studies in health contexts are presented to explore this approach: a study exploring the experience with schizophrenic patients from the care-giver's perspective; an examination of communication accommodation strategies in medical consultations; a comparison of doctors' and patients' experience of musculoskeletal disorders; and an analysis of medical students' communication skills.

Presentations

An introduction to Leximancer
GALLOIS, C. (University of Queensland)

Living with schizophrenia day-to-day: Concepts from the carer's perspective
CRETCHLEY, JC. (University of Queensland)

Managing consultations between health professionals and patients: An investigation into the communication needs of patients
WATSON, BM. (University of Queensland)

Approaches to managing musculoskeletal disorders: Doctor versus patient perspectives
BAKER, SC., GALLOIS, C. (University of Queensland), DRIEDGER, M. (University of Manitoba), & SANTESSO, N. (University of Ottawa)

Verbal communication assessment using Leximancer
WATSON, MO., & SMITH, AE. (University of Queensland)

ROUND TABLE DISCUSSIONS

Rationale

Typically, there is somewhat limited opportunity for discussion during paper sessions, and this form of discussion tends to focus on specific areas of research. This year we wished to provide greater opportunity to discuss more general issues that affect the whole of social psychology. To facilitate this, the program includes a double session devoted to "round table" discussions on three topics that will be facilitated by a range of academics. Audience participant is strongly encouraged.

ROUND TABLE DISCUSSION 1	STREAM A

Is truth knowable?

Facilitated by: AUGOUSTINOS, M. (University of Adelaide) & JETTEN, J. (University of Exeter)

Is it possible to uncover psychological truths through the research methods adopted by social psychologists? What do our research methods tell us, and how should we interpret the results of our research?

ROUND TABLE DISCUSSION 2	STREAM B

Social change

Facilitated by: MAVOR, K. (Australian National University) & HORNSEY, M. (University of Queensland)

Social psychologists investigate a range of phenomena that impact on how society functions. Should researchers attempt to use the knowledge gained via research to make changes to society? What are the costs and benefits of doing so? How might we go about this? What are some of the problems that might be encountered?

ROUND TABLE DISCUSSION 3	STREAM C

How has research changed in the last 100 years?

Facilitated by: INNES, JM. (University of Adelaide) & VON HIPPEL, W. (University of Queensland)

Psychological research has experience a number of dramatic changes over the last 100 years. These changes have included the social and financial context in which research is conducted, the purpose of research, and the methods adopted. How have these changes impacted on the questions we ask? Have these changes been for the good? Where do we go from here?

PRESENTATION DETAILS

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM **A**

A closer look at the dynamics of tyranny: How deviance becomes normative

HASLAM, SA. (University of Exeter), & REICHER, SD. (St Andrews University)

a.haslam@exeter.ac.uk

Building on a broad examination of issues related to the banality of evil, we use the BBC Prison Study to explore the relationship between the individual and the group in the dynamics of tyranny. Specifically, we examine the process whereby authoritarians who are initially regarded as deviant can subsequently come to define a group position. Consistent with recent work in which SCT has been used as a basis for understanding the nature of individuality, 3 points emerge. First, there are individual differences in the degree to which people embrace authoritarian ideologies but these are, in part, a product of social context. Second, individual authoritarians can only create an authoritarian world when they are representative of a broader group rather than isolated extremists. Third, non-authoritarian people are more likely to embrace extreme social systems when their own collective projects fail and where authoritarian leadership seems to offer a solution to powerlessness and disorder.

PAPER	STREAM **B**

Is the procedure fair and satisfying? The role of social identity and social comparison on procedural judgments

CHENG, GHL., FIELDING, KS., & DEBORAH, DJ. (University of Queensland)

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The study examines the role of social identity and social comparison on procedural judgments. Participants are randomly allocated to conditions in a 2 (Social Identity of Leader: Ingroup vs. Outgroup) X 2 (Social Identity of Comparison Other: Ingroup vs. Outgroup) X 2 (Relative Treatment: Favoring Self vs. Favoring Other) between-subjects design. It is predicted that across the 8 conditions, participants will judge the procedure they are involved in to be fair and satisfying only when they are favored over an outgroup comparison other by the ingroup leader. Moreover, it is predicted that the variation of leadership endorsement will be consistent with the expected variation of perceived procedural fairness. In particular, perceived procedural fairness will mediate leadership endorsement. Results support these predictions and reveal that procedural judgments that involve social comparison are qualified by the social identities of the parties involved.

SYMPOSIUM: PSYCHOLOGY AND LAW	STREAM **C**

How a demonstrated testimonial inaccuracy affects the credibility of other testimonial elements

CONDUIT, T., & BREWER, N. (Flinders University)

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Witnesses to crimes are often shown to be wrong about some detail of testimony. Research has not examined how such a demonstrated inaccuracy affects overall testimonial credibility. Although theory suggests that a single demonstrated inaccuracy may lead to the entire testimony being judged as unreliable, inaccuracy in one area of a witness's testimony is not a strong predictor of inaccuracy in other areas. Study 1 examined this discrepancy. Participants read crime scenarios under one of three testimonial inaccuracy conditions: one highlighted central detail inaccuracy, one peripheral inaccuracy, or no inaccuracy. Compared to the no inaccuracy condition, overall testimonial reliability was rated lower when either type of inaccuracy is highlighted. This effect extended perceived reliability of all testimonial elements. Study 2 involved a replication and extension of Study 1 in order to resolve several methodological issues. Theoretical mechanisms underpinning such effects are discussed.

PAPER	STREAM **D**

RWA, SDO and the dimensions of generalized prejudice

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Research has shown moderate to strong positive correlations between prejudiced attitudes against varied groups, suggesting a single broad dimension of generalized prejudice versus tolerance. A dual process model of prejudice, however, proposes that Right Wing Authoritarianism (RWA) and Social Dominance Orientation (SDO) express different motives for prejudice, and may therefore correlate with prejudice against different groups. This suggests there should be different dimensions of generalized prejudice that correlate differently with RWA and SDO. This was supported by an exploratory factor analysis of attitudes to 26 stigmatised groups (N = 212 students) that revealed three different outgroup negativity dimensions. One dimension (negativity to ÏdangerousÓ groups) was correlated with RWA, a second (negativity to ÏinferiorÓ groups) with SDO, and a third (negativity to ÏdissidentÓ groups) with both RWA and SDO. These findings have implications for explaining and reducing prejudice.

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM A

An eye for an eye, a tooth for a tooth! Investigating the roles of revenge and personality in psychological contract breach - workplace deviance relationship

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Workplace deviance is voluntary behavior that violates organizational norms and threatens the well-being of the organization. We examine the role of revenge and personality in the relationship between psychological contract breach and workplace deviance. Based on the model of workplace deviance and thermodynamic model of revenge, we propose that psychological contract breach (a cognitive appraisal) and feelings of violation (an emotional response) provide the impetus for revenge seeking. This in turn motivates employees to 'even the score' by engaging in deviance. We tested the hypothesized relationships in four studies. All four studies supported our predictions. We found that self-control moderated the relationship between revenge cognitions and deviant acts; the relationship was weaker for people high in self-control. In addition, trait anger influenced the relationship between revenge cognitions and deviant acts; the relationship was stronger for people high in trait anger.

PAPER	STREAM B

Why there is more justice on Mars than on Venus: How just-world beliefs depend on whose 'world' we're talking about.

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Studies have shown that people think the world is more just to themselves than to others. Such findings are consistent with the theory that just-world beliefs are motivated, ultimately self-protective delusions (Lerner, 1980). However, the present studies show that beliefs about groups, and especially intergroup contexts, are more likely to account for the self-other difference. For example, British undergraduates believe the world to be more just to themselves than to others generally, but not their fellow British undergraduates specifically. Going further, people do not necssarily inflate the justness of life to their own group. For example, both genders agree that the world is more just to men than to women. Indeed female participants believe the world is less just to women than male participants do, because they think the status gap between genders is larger and less fair. Implications for theories of just-world beliefs and system justification are discussed.

SYMPOSIUM: PSYCHOLOGY AND LAW	STREAM **C**

The influence of language complexity and gender stereotypicality on the persuasiveness of expert testimony: Mode of processing or stereotype?

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Research has suggested that mock jurors rely on a variety of heuristics and stereotypes about expert witnesses when evaluating their testimony. Consistent with the elaboration likelihood model and the heuristic systematic model, research indicates that these extra-legal cues have their largest impact when expert testimony is complex and so processed in a less effortful manner. Some unexpected trends in the data of this previous work suggest that language complexity function not only as a determinant of mode of information processing, but also as a heuristic itself. This study tested the hypothesis that complex language would be seen as stereotypically associated with male experts and simple language would be associated with female experts. Further, we predicted that when an expert used language congruent with stereotypic expectations for their gender, they would be more persuasive. Results supported these predictions.

PAPER	STREAM **D**

The personality bases of Social Dominance Orientation and Right-Wing Authoritarianism: A one-year longitudinal study

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The longitudinal effects of the Big-Five personality dimensions on Social Dominance Orientation (SDO) and Right-Wing Authoritarianism (RWA) were examined over a one-year period (N = 112). Consistent with Duckitt's (2001) Dual Process Cognitive-Motivational Model of ideology and prejudice, SDO and RWA exhibited markedly different personality bases. Changes in the motivational goal for group-based dominance and superiority indexed by SDO were predicted by low levels of Agreeableness, and unexpectedly also by high levels of Extraversion. Changes in the motivational goal for social cohesion and collective security indexed by RWA, in contrast, were predicted by low levels of Openness to Experience. Neuroticism and Conscientiousness did not predict changes in SDO or RWA. These findings extend previous research that has modelled the associations between personality and SDO and RWA using concurrent (correlational) data, and clearly indicate that key dimensions of personality (in particular Agreeableness and Openness to Experience) form an important causal antecedent of the group-based motivational goals underlying individual differences in prejudice.

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM A

Consequences of workplace bullying on employee identification and satisfaction: A cross-cultural perspective

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We examine the relationship between workplace bullying and workgroup identification and job satisfaction. In addition, we investigated the role of self-construal (conceptualised in terms of interdependent and independent self-construal) in moderating these relationships. Data were collected from full-time Singaporean and Australians employees working in diverse organizations. Results revealed that workplace bullying was negatively related to both workgroup identification and job satisfaction. In addition, independent self-construal moderated the relationship between workplace bullying and workgroup identification. In particular, workplace bullying had stronger negative effects on workgroup identification for individuals with high levels of independent self-construal compared to those with low levels of independent construal. Theoretical and practical implications as well as future research directions are provided.

PAPER	STREAM B

Authorities' knowledge of shared group membership and its effects on the respect-informing properties of procedural fairness

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We observe that the voice-leads-to-respect process underlying relational models of procedural justice is assumed to obtain primarily if not solely from an in-group authority. Moreover, if the voice recipients believe that the authority is unaware of this shared group membership, then the provision of voice actually says nothing about their standing as group members; the respect-providing information as valued in-group members is absent because the recipients know that the authority does not know of their shared group membership. We tested these assumptions in a three-way design manipulating the group membership of the authority, the nature of voice and the nature of group membership knowledge. A significant three-way interaction obtained, as predicted, on respect and fairness ratings. These data provide clear experimental support for an unstated, and yet untested, assumption of relational models of procedural justice.

SYMPOSIUM: PSYCHOLOGY AND LAW	STREAM C

Juror's perceptions of child witnesses: Influences on their decisions

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Research has revealed that perceptions of a child witness's credibility depends on features of the case and jurors' stereotypical attitudes about child witnesses. In Study 1, potential jurors read an excerpt of a sexual abuse trial that varied the age (6 vs. 12 years) and the gender of the child witness. Perceptions of the child's honesty, but not cognitive ability, were found to be a significant predictor of the likelihood of the defendant committing the abuse. In Study 2, mock jurors read a robbery trial in which the sole witness was a young child. Half read an education package containing a summary of research relating to child witnesses while the other half did not. The jurors in the education condition were more accurate overall in their perceptions of the child witness, and made significantly more correct verdict determinations, than did those not receiving the education. The results of these studies are important as we consider legal reforms aimed at child witnesses.

PAPER	STREAM D

The three faces of right-wing authoritarianism: Authoritarianism, conservatism, and traditionalism

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Right wing authoritarianism (RWA) is widely seen as a unitary and unidimensional construct. This, however, may be a methodological artefact because the RWA scale by Altemeyer (1981) has several important conceptual and psychometric problems. To overcome these limitations, we developed a new Authoritarianism-Conservatism-Traditionalism (ACT) Scale. The present study tested the final 36-item version of the scale among 404 Serbian and 326 New Zealand participants. In both countries, the three-factor model of RWA was supported. In addition, multigroup analyses confirmed the measurement invariance of the scale and a latent mean analysis showed that Serbs were higher than New Zealanders on authoritarianism and traditionalism, but that New Zealanders were higher on conservatism. The findings give strong support to the view that RWA is not a unitary construct, but consists of three distinct ideological dimensions: authoritarianism, conservatism, and traditionalism.

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM **A**

Not being what you claim to be: Why impostors arouse resentment

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On occasions, the desire to project an image of the self might lead people to lay claim to a group membership to which they do not really belong. For example, if it suits their social needs, people might project an image of being a vegetarian even if they regularly eat meat, or they might project an image of being socialist even if they privately hold conservative values. Indeed, any group membership based on one's ideology, behavior, or past can be faked. For identities such as these, group membership might not so much be about what people are as what people claim to be. We define an impostor as a person who publicly lays claim to an identity while simultaneously disguising their failure to fulfill key criteria for group membership. In three experiments we explore the conditions under which people are more or less hostile to impostors, and examine the psychological underpinnings of why people resent impostors. Implications for theory and research on deviance are discussed.

PAPER	STREAM **B**

Who thinks it's fair?: predicting support for diversity initiatives

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Although institutional support for diversity initiatives is well entrenched, employees are often quite critical of such initiatives and of the target groups who benefit from them. We hypothesise that negative employee attitudes do not simply reflect enduring prejudices such as sexism and racism. They also reflect inter- and intra-group beliefs made salient by the diversity initiativeóspecifically, status threat associated with beliefs about the legitimacy and stability of the relevant intergroup context and beliefs about normative support for the initiative. Further, negative attitudes towards diversity initiatives are rationalised by counter appeals to principles of justice. Results from a research program that examined these predictions in the context of attitudes towards gender equity initiatives are reported.

SYMPOSIUM: PSYCHOLOGY AND LAW	STREAM C

'Bad victim' but 'good woman': Assessing the influence of benevolent sexism, gender stereotypes & victim stereotypes on victim blame in sexual assault cases

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In cases of sexual assault, acquaintance rape victims are consistently blamed more for their assault than stranger rape victims. This effect has been differentially accounted for in terms of victim stereotype violation and gender stereotype violation - 'true' victims and 'nice' women don't invite men in for coffee. The current study aimed to disentangle the relative impact of victim and gender stereotype violation by independently manipulating the two types of violation. Benevolent sexism, as a measure of belief in traditional gender roles, was assessed. It was hypothesised that the heightened blame of acquaintance rape victims typically demonstrated by those who endorse traditional gender stereotypes would be attenuated when the victim was portrayed as behaving in an otherwise gender stereotypical manner. The results supported the hypothesis and suggest that the perceived violation of gender stereotypes may play a key role in the evaluation of acquaintance rape victims.

PAPER	STREAM D

Testing direct and indirect intergroup friendship effects experimentally and longitudinally: A close-up on category salience and intergroup anxiety

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Research on intergroup friendship can partly resolve traditional (interpersonal-intergroup) and emerging (affect-cognition) dialectic tensions in the contact literature (Paolini, Hewstone, Cairns, & Voci, 2004). Wright et al.'s (1997) procedure is adapted to provide a combined, experimental, and longitudinal test of the effects of direct and indirect intergroup friendships on outgroup prejudice and assess the involvement of cognitive and affective mediators. A pair of male and a pair of female friends (N = 68 students) meet for 3-2hr sessions over a 3-week period. Among those engaged in intimacy-building exercises with an opposite-gender participant (direct condition), prejudice reductions are explained by increases in episodic and decreases in chronic category salience. Among those who only heard about such exercises from their same-gender friend (indirect condition), prejudice reductions are explained by decreases in episodic, but not chronic intergroup anxiety.

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM A

Don't say we can't: The emotional reactions of minority group members to messages about identity expression

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We investigate how members of minority groups react emotionally to ingroup and outgroup members who argue for the ingroup to either express or suppress their social identity. Study 1 (N = 128 homosexuals) shows that outgroup sources (heterosexuals) are most threatening to the ingroup when they want ingroup members to suppress their identity. The experience of threat in turn mediates the experience of anger towards the outgroup source. Study 2 replicated these patterns (N = 88 language-based minority members): Outgroup members who want the ingroup to suppress their identity are again seen as most threatening and elicit most anger. In addition, feelings of anger partially mediate minority members' intentions to change the opinion of this outgroup source. These studies show that emotions play an important role in reactions to sources that discuss important and defining dimensions of the ingroup.

SYMPOSIUM: READINESS TO PERCEIVE SOCIAL AND PERSON CATEGORIES	STREAM B

How ready are you? An expansion on current understandings of perceiver readiness

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Perceiver readiness effects impression formation. However, how readiness functions as it interacts in a dynamic relationship with contextual aspects is less understood. The current research aimed to investigate readiness, functioning within this dynamic relationship, by combining recall and recognition tasks, which highlight different elements of the impression formation process. Using a source confusion paradigm stimuli were presented to fit with two categories and a no fit control. Participants (N=78) then engaged, in counterbalanced order, in a source confusion task and a free recall task. Results revealed that when participants completed the source confusion task first, the effects of the fit and encoding on impression formation were enhanced, whereas prior expectations had an enhanced effect on the nature of impressions when the recall task was completed first. Findings are discussed in relation to an enhanced model of readiness with greater focus on the effects of encoding.

	STREAM
SYMPOSIUM: PSYCHOLOGY AND LAW	**C**

Note taking distracts jurors from thinking about criminal trial evidence
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Previous research has suggested that note-takers are better at recalling information but worse at evaluating information. Research on civil trials has argued that note taking assists jury decision-making. Due to task differences, this may not necessarily apply to criminal trials. This study investigated the influence of notes on how jurors' think about criminal trial evidence. Strength of the evidence and note-taking were manipulated, and jurors' verdicts and recall of the case were assessed. Results revealed the verdict rendered by non-note taking jurors was significantly more likely to reflect the strength of the evidence brought against the defendant than was that rendered by note taking jurors. The number of defence statements recalled by non-note takers was also found to predict final verdicts. There was no such relationship for note takers. Such findings suggest that note-takers did not elaborate on the evidence they recalled to the same extent as non note-takers.

	STREAM
PAPER	**D**

Constructions of racism and refugee advocacy in the Australian Parliament
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The proliferation of the subtle and slippery nature of the new racism has made it increasingly difficult to define racism and to develop an effective antiracist rhetoric with which to challenge it. To explore the implications of the new racism for antiracist discourse, this paper uses discourse analysis to examine the parliamentary speeches of politicians opposing Australia's asylum seeking laws for what these refugee advocates make accountable as racist. Using a corpus of 2001 Australian Hansard speeches as data we identify four ways in which the government's representation of asylum seekers was constructed as racist. These included: the use of categorical generalisations in talk about asylum seekers, the unequal treatment of asylum seekers compared to other categories of 'illegal' immigrants, talk about the nation and cultural-difference-talk. We demonstrate how articulating these constructions of racism is a socially delicate conversational act that is carefully managed.

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM **A**

Forgiving the unforgivable: How claiming the moral high ground leads to denial of the implications of ingroup deviance

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We examine how a group's claim to moral superiority influences evaluations of ingroup deviance. Responses to soldiers abusing Iraqi prisoners showed that ingroup members' responses to rule-breaking vary from condemnation to forgiveness, whereas outgroup members' responses are consistently critical (Study 1). Belief about ingroup moral superiority was manipulated among vegetarians (Study 2), researchers (Study 4), and UK citizens (Study 5), after which participants were presented with ingroup rule-breakers: a vegetarian eating meat, a researcher violating ethical rules, and British soldiers abusing Iraqi prisoners, respectively. When the group took the moral high ground, high identifiers were less likely to believe that the rule-breaking threatened the group and, as a result, were more forgiving of the rule-breakers than were low identifiers. I discuss how perceptions of moral superiority can lead highly identified group members to downplay the negative implications of ingroup deviance.

SYMPOSIUM: READINESS TO PERCEIVE SOCIAL AND PERSON CATEGORIES	STREAM **B**

Is Jennifer nurturing when she is being a mother? Using category salience to construct meaning in person impression formation

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Perceiver readiness and fit are important predictors of category salience in perceiving group targets. We argue that perceivers use the same mechanism in person perception. Using a category confusion paradigm, this study simultaneously explores the effects of comparative fit, normative fit and perceiver readiness. Since social identity and personal identity are interdependent and opposed, perceivers are presented with multiple categories and individuating information during an impression formation task. When making sense of intra-individual behavioural variability, accentuation and assimilation effects translate from social categorical perception to person perception. The most systematic judgments occur where perceiver readiness, comparative and normative fit are highest. Two perceiver readiness factors (stored stereotypes and implicit theories) both moderate category salience differently. Findings suggest a single category-based system underlies both group and person perception.

	STREAM
SYMPOSIUM: PSYCHOLOGY AND LAW	**C**

Group-member dissent in jury decision making

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Jury decision-making literature has shown that groups required to make unanimous decisions are forced to consider the opinions of deviant members and discuss information more fully. The presence of dissent in group decision making tasks is investigated to determine whether deviants can improve decision outcome. The current study, in which groups were asked to deliberate over a mock murder trial, examined the effect of perceived disagreement during deliberation on decision outcome. Decision outcome was defined as the extent to which the final decision is influenced by gender stereotypes. Preliminary analyses found that decision outcome was influenced by perceived disagreement and that this relationship was mediated by participants' openness to new ideas. Specifically, as disagreement increased, openness to new ideas decreased, and decision outcome improved. Possible theoretical underpinnings and implications for jury decision schemes and general group decision-making are discussed.

	STREAM
PAPER	**D**

Why we flew to Brisbane despite believing in climate change

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While many people accept that climate change is real and we need to do something about it, few have substantially changed their personal practices in line with these beliefs. For example, air travel to and from New Zealand has not reduced, despite a great deal of media coverage and discussion about the carbon emissions generated by flying. This talk will explore a number of social psychological phenomena that help us understand why it is difficult for people to act on this issue. These include: the low priority of global issues when balancing competing moral concerns, diffusion of responsibility, current social norms, a paucity of appealing role models, discourses about economic growth, and the inertia of social systems. The talk will also suggest ways in which people could be motivated to do more, such as through inducing cognitive dissonance and encouraging identities that are invested in being environmentally sustainable.

SYMPOSIUM: LEGITIMIZING AND CHALLENGING DEVIANCE	STREAM A

What does it mean to be human? Shared humanity, human nature, and responses to intergroup harm

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We explore how perceptions of human nature moderate the effects of categorising groups in terms of shared humanity. In Study 1, British participants contemplated the torture of Iraqi prisoners by British soldiers. Participants felt less guilt about their group member's actions and saw these as more justifiable when categorised at the human level and when human nature was presented as negative. The reverse effects of human categorisation were evident when human nature was presented as positive. In Study 2, British participants contemplated acts of terrorism against their group. Participants were more understanding of, and gave more external attributions for, terrorist actions when categorised at the human level and when human nature was presented as negative. However, under the same conditions, participants also endorsed the use of extreme force by the ingroup more strongly. Implications for re-categorisation approaches to conflict reduction are discussed.

SYMPOSIUM: READINESS TO PERCEIVE SOCIAL AND PERSON CATEGORIES	STREAM B

Perceiver readiness and cognitive load in person and social stereotyping

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When a person is under cognitive load they are often found to perceive a target person based on a social stereotype such as race or gender. We argue that studies exploring this effect have confounded category type (social/person) and category familiarity (familiar/unfamiliar), such that participants tend to perceive the situation in terms of the more familiar (social) category. Instead of cognitive load leading to inaccurate group stereotyping, it may interfere with perceptions of fit between stimuli and categories at any given level of abstraction. In a preliminary investigation, we provided participants with equal information about a group and person target, and primed the person or group target, either under load or not. No bias to use the social category was found under load. There was a trend for target ratings to be affected by target prime. Results are discussed in terms of social and person stereotyping and the continuum model of impression formation (Fiske et al., 1999).

	STREAM
SYMPOSIUM: PSYCHOLOGY AND LAW	**C**

The impact of interactive visual evidence on jury decision-making

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This paper outlines part of a current research project measuring the impact of interactive visual evidence on jury decision-making. The first stage focuses on the development of a valid questionnaire and credible scenarios. The second stage is an individual level juror experiment, utilising two of the scenarios developed in stage one and the questionnaire. The third and final stage of the project will be a series of mock trials held in the NSW Supreme Court with mock juries. At the conclusion of the project we aim to have developed guidelines about ways of introducing interactive visual evidence that eliminate possible prejudicial effect of such evidence. For instance, judicial instructions and the introduction of a defence expert witness who utilises the same technology to provide a different interpretation of the evidence. This paper will outline the research design of stage two, including; choice of scenarios, scripting, film making and the individual juror experiment.

	STREAM
PAPER	**D**

Identity and sustainable behaviour: The case of green consumerism and environmental protest

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The present study used a revised theory of planned behaviour (TPB) model as a framework for identifying predictors of engaging in public and private-sphere pro-environmental behaviours. University students (N = 81) and participants of the 2006 Students of Sustainability (SoS) conference completed a questionnaire assessing TPB variables, measures of participants' similarity to an environmentalist identity and intentions to engage in green consumerism and environmental activism. As expected, the TPB variables predicted behavioural intentions for both pro-environmental behaviours and intentions predicted subsequent self-reported behaviour. Further, greater dissimilarity to the radical aspects of the environmentalist identity was associated with lower intentions to engage in green consumerism and environmental activism. Overall, the results show support for the TPB and also indicate that some pro-environmental behaviours may have negative identity consequences that act as a barrier to engaging in these actions.

PAPER	STREAM **A**

Status and tolerance of social rule violations - a study on hospital doctors and nurses

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A total of 204 doctors and 293 nurses are surveyed in a series of three studies. Doctors are consistently rated by both doctors and nurses as the most powerful and high status group. Doctors have a higher tolerance of rule violations (unreasonable and demanding behaviour) enacted by ingroup members at a higher organisational level (superiors) than by ingroup peers; and higher tolerance for public criticism by superiors than by patients. Nurses have a higher tolerance of rule violations by patients than by superiors or by doctors. Nurses have a higher tolerance for public criticism by patients or peers than by superiors or doctors. Both doctors and nurses tolerate patients shedding responsibility more than staff doing the same thing. Doctors show lowest tolerance of shedding responsibility by superiors. These results indicate that tolerance of specific social rule violations is influenced by relative status and power, as well as role expectations in the work context.

SYMPOSIUM: READINESS TO PERCEIVE SOCIAL AND PERSON CATEGORIES	STREAM **B**

The entitativity of persons and groups: Fundamental postulate or methodological artefact?

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Hamilton and Sherman (1996) argue that a central principle of memory organization for persons and groups is their perceived entitativity (Cambell, 1958). They also propose a fundamental postulate that persons are more entitative than groups, based on the findings of McConnell et al., (1997), in which both target type and expected entitativity were manipulated. We argue that the findings in this influential study that support the fundamental postulate suffer from a simple methodological artefact - the descriptions of person targets imply coherence and the descriptions of group targets imply fragmentation. In three studies (N=66, 52 and 104) we crossed target type and form of target description (holistic versus piecemeal) in a 2 x 2 design to eliminate this bias. The results support the view that the target description may well act as a confound in McConnell's study, but only partially accounts for the higher perceived entitativity of persons over groups in some conditions.

PAPER	STREAM **C**

From social data to advocacy, activism and corporate and government policy change: New lessons concerning women's and children's health in Cambodia (2000-2007)

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Data from social psychology, feminist theory, critical/community health psychology, and Participatory Action Research together shape a longitudinal community health project in Cambodia. Relations among gender discrimination, illiteracy, HIV/AIDS and alcohol risk inform activist campaigns for policy changes of international brewers and government legislation. Beer servers in Cambodia are at risk for HIV/AIDS (20% HIV+, 1995-2003), alcohol abuse, workplace violence and harassment. "Secondary prevention" activities involve training workshops for risk groups, and outreach using "peer health-educators" (N=4164 community contacts, 2006). Brewers seem recalcitrant about proactive health/security promotion, so a "primary-prevention" project, launched Nov., 2006, and partnered with 3 Hotels, provides beer-sellers with safer, long-term career possibilities. Breathalyzer and survey data inform workshops for local behaviour change and government/industry policy changes.

PAPER	STREAM **D**

Environmental attitudes and multiple levels of identity.

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Different levels of identity and the associated norms may predict attitudes, intentions and behaviours in different ways. In the current study (N = 216), identification and perceived norms at the neighbourhood, state, and national level are related to environmental attitudes and behaviours. Australian identity and neighbourhood norms are associated with positive environmental attitudes and reported behaviours. Neighbourhood norms also predict more positive intentions regarding personal behaviours. However, there seems to be no link between identity or norms and more politically orientated behaviours. Political intentions may be more related to political efficacy. These results have relevance for environmental protection and place identity as well as general conceptions of social identities.

SYMPOSIUM: ADOLESCENT ADJUSTMENT	STREAM A

The impact of self-nominated friendship groups in early adolescence on later adjustment and school achievement

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We assessed the extent to which self-nominated friendship groups among teenagers in the first year of high school predicted their scholastic, behavioural, and emotional problems two years later. Unlike previous studies, we controlled for the effects of scholastic ability and students' conscientiousness, hope, and self-esteem as assessed at Time 1. Friendship groups were found to differ at Time 1 on numerical ability, conscientiousness, and hope. Self-nominated friendship groups were also found to have significant multivariate effects on school grades and teachers' ratings of emotional and behavioral problems. 'Rebels' had significantly lower school grades than most other groups and significantly poorer teacher ratings. Many of the significant group differences held even after controlling for students' initial verbal and numerical ability and personality. These findings are discussed with reference to the importance of social networks on the individual functioning of young people.

SYMPOSIUM: HUMANNESS AND DEHUMANISATION	STREAM B

Human frailties: Acknowledging the failings of self and others

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People are disinclined to recognize failings in themselves, but see them readily in others. Which weaknesses are we most likely to acknowledge in ourselves, and which are we more likely to ascribe to others? A student sample chose 15 undesirable traits that best described either themselves or an ingroup (psychology students) from a set of 60. They then rated themselves on the 60 traits and rated these traits on several items (e.g., the extent to which the traits were desirable and aspects of human nature). Consistent with hypothesis, the most powerful predictor of self-ratings was the extent to which traits were seen as central to human nature. Traits attributed more to the self than to the ingroup did not differ in desirability, but they were higher in human nature, a finding that was mediated by the attribution of more essentialized traits to the self than to the ingroup. By implication, one's own failings reveal one's deep humanity; other people's failings are just failings.

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION	STREAM C

The persuasive power of conspiracy theories: Perceived and actual influence of theories surrounding the death of Princess Diana

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The present research examines the perceived and actual impact of exposure to conspiracy theories that arose as explanations for the death of Princess Diana. Undergraduate students rated their agreement with statements about Diana's death, in addition rating to what they perceived classmates' attitudes to be. From the same population, a second group read material containing popular conspiracy theories about Diana's death. They then rated their own and their classmates' agreement with the same statements, as well as perceived retrospective attitudes (i.e., attitudes before reading the material). Results revealed that while estimates of others' attitude change were accurate, participants underestimated the extent to which their own attitudes were influenced. Conspiracy theories therefore appear to have a hidden impact on people's attitudes. Understanding why people are often unaware of their own attitude change, in this and other domains, presents a challenge for future research.

SYMPOSIUM: EVOLUTION AND PSYCHOLOGY	STREAM D

Homo Sapiens: Evolved Working Memory and Information Behavior

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Wynn and Coolidge (2003, 2004) propose that a relatively simple evolutionary development in human cognition led to a mutation that distinguished Homo sapiens from Neanderthals, and enabled Homo sapiens to develop managed foraging systems and ultimately agriculture. This increase in Homo sapien working memory capacity resulted in the enhancement of specific cognitive abilities, including integrated action across time and space, response inhibition and preparation, and the ability to hold a variety of information in active attention. Spink and Cole (forthcoming) have identified human information behavior as an important socio-cognitive ability. We examine how the increase in Homo sapien working memory capacity has led to the development of information behaviors and information behavior as an important socio-cognitive ability via an integrative model.

SYMPOSIUM: ADOLESCENT ADJUSTMENT	STREAM A

Are boys more shallow than girls? A longitudinal examination of the characteristics that make boys and girls likeable.

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What characteristics make an adolescent likeable to other students? 747 adolescents (375 male; 372 female) completed a comprehensive set of individual difference measures in Yrs 7 through 10, and peer ratings of likeability in Yrs 9 and 10. Measures included positive, constructive thinking (e.g., trait hope), extraversion and neuroticism, pro-social tendencies (e.g. agreeableness), and academic ability. Correlational analyses indicated that girls rated girls and boys as more likeable if the adolescents being rated were high in positive thinking, prosocial tendencies, and ability. A similar pattern was found for boys' ratings of other boys. However, boys' ratings of girls were not based on positive traits. The only variable that related to boys' ratings of girls was girls' levels of extraversion. We discuss the implications of these findings for understanding the development of intimate, opposite-sex relationships.

SYMPOSIUM: HUMANNESS AND DEHUMANISATION	STREAM B

Conceptual beliefs about human behaviour: Some implications for lay concepts of human nature and agent causation

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Lay theories of human nature remain largely unexplored. Recent psychological research suggests that aspects of traditional Western theories of human nature persevere in lay concepts of Human Nature and Human Uniqueness. In this study, we investigated whether these two senses of humanness were reflected in conceptual beliefs about behaviour, what these beliefs suggest about the causes of behaviour, and what these beliefs suggest about the continuities between humans and nonhumans. The results demonstrated that different behaviours were rated highly on the two senses of humanness, that behaviours that reflected Human Nature and Human Uniqueness were associated with different generating factors. People ascribe to animals the capacity to perform behaviours that reflect Human Nature, but not behaviours that reflect Human Uniqueness, and people ascribe to robots the capacity to perform uniquely human behaviours, but not behaviours that reflect Human Nature.

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION

STREAM C

Power and social norms

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In recent years, there has been increased interest in understanding the dynamics of group power. The results of two studies that examine the interplay among power, beliefs, social norms, and behaviour will be reported. In Study 1, 200 people complete a survey on beliefs about power. Results reveal consensus in beliefs about group power, but differences in the emotions elicited and concealed by low power and high power groups. In Study 2, the effects of power (low vs. high) and social norm (anti-discrimination, no-norm, pro-discrimination) on ingroup bias are tested in the laboratory (N = 125). Results show that members of high power groups display greater levels of ingroup bias than members of low power groups. Exposure to an anti-discrimination social norm leads to less ingroup bias than exposure to a pro-discrimination social norm. Power and social norms do not interact to influence displays of ingroup bias. Implications for theories of power and social influence will be discussed.

SYMPOSIUM: EVOLUTION AND PSYCHOLOGY

STREAM D

Insecure maternal attachment and child related stress reactivity: an evolutionary perspective on maltreating parents.

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Bowlby's conceptualisation of attachment theory has proven to be a valuable integrative model showing how evolutionary theory can guide the development and testing of psychological theory. Populations of maltreated children show that failure to provide average expectble environmental conditions leads to high risk of abnormal development. In particular, disorganised attachment patterns have been found in up to 80% of maltreated children. The dominant theory of how disorganised attachment occurs is that an infant's attachment behaviour system fails to form a coherent attachment strategy with respect to a caregiver perceived as frightened or frightening. In a test of this theory we present results from a study of families referred as a result of child protective concerns which show higher rates of insecure maternal attachment styles as predictive of poor affective regulation implied in higher child related stress reactivity.

SYMPOSIUM: ADOLESCENT ADJUSTMENT	STREAM **A**

Emotional avoidance leads to a shrinking social world: a longitudinal study of adolescents.

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The present study is one of the first to assess experiential avoidance in an adolescent population, and is the first to evaluate the developmental trajectory of these variables. We examined whether this construct can be measured reliably, is distinctive from related measures, and predicts the quality and quantity of social support in adolescents. Three instruments were used to measure experiential avoidance. Time 1 experiential avoidance was used to predict changes in social support from Time 1 to Time 2. The results indicated that experiential avoidance predicts satisfaction with social support and the number of people adolescents' feel they can rely on. Additional analyses revealed that the measures were reliable across time, and were distinctive from other constructs such as self-esteem and trait hope. We discuss the implications of these findings for the development of acceptance and the potential importance of interventions during adolescence.

SYMPOSIUM: HUMANNESS AND DEHUMANISATION	STREAM **B**

Implicit dehumanisation of social outgroups

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Recent research shows that denying humanness to others occurs subtly in group perception. Two senses of humanness are involved: uniquely human attributes and essentially human attributes (human nature). Denying these to others may implicitly liken them to non-humans (i.e., animals & automata). Two studies investigated implicit dehumanisation. Study 1 used a Go No-go Association Task and Lexical Decision Task to assess implicit associations between generalised intergroup designators (Us/Them) and traits representing both senses of humanness. There was a general denial of human nature to the outgroup and some evidence for denial of human uniqueness. Study 2 investigated the relationship between denials of humanness and likeness to non-humans. Results indicated that explicit dehumanisation can influence implicit dehumanisation in both the same (e.g., humanness) and accompanying (e.g., non-humanness) dimensions. Implicit dehumanisation appears to be both general and malleable.

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION	STREAM C

Costs and benefits for self and group of conformity to ingroup and outgroup norms in conflict

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Two experiments are presented assessing cost-benefit analyses and intentions to endorse behavioural options in intergroup conflict as a function of ingroup and outgroup norms and manipulated group power (N=113) or group norms, power and identity salience (N=224). In both studies, participants are shown to conform to both ingroup and outgroup norms. Conformity is mediated by perceived benefits to the ingroup, which is partially mediated by perceived benefits to the self. In both studies, conformity to ingroup norms is seen as more beneficial by high identifiers, and the impact of ingroup norms is strengthened by outgroup disapproval. In Experiment 1, power has no impact; in Experiment 2, high power strengthens the impact of ingroup norms and does not weaken the impact of outgroup norms. In Experiment 2, high identity salience strengthens the impact of outgroup norms, consistent with a model of agentic normative influence. Implications for decision-making models are discussed.

SYMPOSIUM: EVOLUTION AND PSYCHOLOGY	STREAM D

Dimensions of Infidelity

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In the evolutionary literature on jealousy, a distinction is typically made between sexual and emotional infidelity. Evolutionists have claimed that males and females will be differentially upset by their partner's sexual vs. emotional infidelity. This proposal has sparked a lively debate. Advocates of the double-shot hypothesis suggest the strength of one's upset will be determined by the degree to which one believes an act of sexual or emotional infidelity signals that one's partner is also emotionally or sexually unfaithful. The evolutionary hypothesis suggests that people perceive sexual and emotional infidelity to be distinct types of behaviour, whereas the double-shot hypothesis suggests that this is less likely to be so. The results of our study suggest that both males and females distinguish between acts of sexual and emotional infidelity, yet they view their likelihood to be highly correlated.

PAPER	STREAM A

Who died? Same crash, different reaction - Death in TV news, Social Identity, & Terror Management

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Applying Social Identity Theory (SIT) to Terror Management Theory (TMT), the role of viewer-victim similarity is explored in two studies. Participants viewed video footage of the aftermath of a multiple fatality bus crash. Perceived similarity was manipulated with participants led to believe that those who died were either Australians or foreigners (Study 1) or University students or elderly people (Study 2). The proposed TMT buffers of rational thinking and self-esteem were measured. Consistent with SIT, results across a number of common TMT dependent measures showed that similarity of the victim led to TMT effects typically associated with an own death focus. In addition, there was some evidence that heightened rational thinking attenuated effects. Qualitative analyses revealed that perceived similarity to those who died led participants to spontaneously reflect on their own mortality. Results will be discussed in light of SIT, TMT and directions for future research outlined.

NO PRESENTATION	STREAM B

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION	STREAM C

Norm change, deviant reintegration and the social identity perspective

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First-year psychology students' (N=124) reactions to vignettes about Galileo were examined as a function of manipulated group norms and treatment of the deviant. For Catholic (n=69) and non-Catholic (n=55) participants, norm change was manipulated with vignettes describing the Roman Catholic church as accepting that the Earth rotated around the sun or not. Reintegration of the deviant was manipulated with scripts describing Galileo receiving a Catholic burial or not. For ingroup members, identification covaried with positive stereotypes of Catholics and reduced support for defying the church. Ingroup members were more motivated to challenge the deviant when told the norm had changed and the deviant was reintegrated. For outgroup members, stereotypes of Catholics were more negative when told norm change and reintegration had not occurred, but evaluations of the deviant were unchanged. Implications for theories of norm change will be discussed.

SYMPOSIUM: EVOLUTION AND PSYCHOLOGY	STREAM D

Sex, power, testosterone and the risk-taking male.

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Inherent to risk-taking is the potential of a decision to incur either benefits or costs. While a rational model of decision making under risk posits the individual as the ultimate recipient of said consequences, often casting individuals as irrational agents, an evolutionary model allows for a re-evaluation. In the landscape of our evolutionary history mate access and the power to protect and provide for one's mate(s) and progeny would have been high-stakes commodities. In this research we explore shifts in self-reported and actual risk-taking behaviour of young males after (1) presenting them with pictures of attractive females and (2) priming subjective power. We further explore how different behaviours emerge from high and low testosterone males when presented with the same situational cues.

PAPER	STREAM **A**

Pets are people too: The effects of creatureliness primes and mortality salience on attitudes toward pets.

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Previous research shows that among lower self esteem participants mortality salience (MS) can lead to relatively negative evaluations of animals following a human-creatureliness prime. This research would suggest that following a human-creatureliness prime, MS would also lead to less anthropomorphism of animals among lower self esteem participants. However, because pets are considered to be family members, friends, and extensions of the self, we expected that the above predictions would not hold for companion animals. Participants completed an online survey in which mortality salience, and human-creatureliness conditions were manipulated in a between factors design. Preliminary results suggest that under MS, people emphasize shared traits and hence, their closeness with pets. In contrast, distinctiveness is emphasized under control conditions. Thus, results suggest a need for research to clearly delineate between different classes of non-human others.

PAPER	STREAM **B**

The case for idiographic social psychology

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Contemporary psychology, including social psychology, is predominantly a nomothetic science in which aggregate measures of populations are sought. Idiographic science, which focuses on time-dependent variation within a single individual,is a minority practice. Appeals to logic, mathematics, and empirical science support the conclusion that idiographic science should be the majority practice in psychology. These appeals challenge the widely held assumption that the nomothetic study of differences between individuals (IED)applies to the idiographic study of intraindividual differences (IAD). First, assuming IED implies IAD commits the logical fallacy of division (arguing that a property of the whole is distrubuted to every part of the whole). Second, the assumption mistakenly holds that the mathematical charactaristics of ergodicity obtain(i.e., where the structure of IED and IAD are asymptotically equivalent). Third, empirical research shows that there are major discrepancies between IED and IAD findings in different domains. It follows that idiographic research must generally be undertaken in its own right. The methodological implications of pursuing idiographic research in social psychology are briefly considered.

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION	STREAM C

Exploring the antecedents to voicing discontent within the group

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Two studies examined the antecedents of voicing discontent. Study 1 examined the relationship between the extent of perceived expectation violation, group support for expectation violating behaviour and similarity to other group members on voicing discontent within an existing group setting. Results demonstrated a three-way interaction: When there was little group support for expectation violating behaviour, the degree of expectation discrepancy was associated with an increase in voicing discontent, and when group support was present, voicing discontent only increased with expectation discrepancy when perceived similarity was high. Study 2 examined the causal role of these variables using experimental groups. As predicted, voicing discontent occurred more frequently when there was group support and when there was perceived similarity between self and other group members, particularly when behaviour violated expectations of group behaviour. Implications of these results are discussed.

SYMPOSIUM: EVOLUTION AND PSYCHOLOGY	STREAM D

Enhancement of self-perceived mate value precedes a shift in men's preferred mating strategy.

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Seventy-three participants completed questionnaires concerning their self-perceived mate value (SPMV) and preferred mating strategy in two separate sessions, with baseline measures collected during the first stage. At the commencement of the second testing session, participants were provided with a fictitious positive assessment of their worth as a mate in an attempt to manipulate their SPMV upward. It was hypothesized that higher SPMV and the endorsement or pursuit of casual sexual activity would be positively related in men and that raising men's SPMV would increase the bias toward this mating strategy. As predicted, high baseline levels of SPMV were positively related with the endorsement of casual sexual activity in men, and an elevation in men's SPMV following the manipulation was associated with the increased choice of this mating strategy.

PAPER	STREAM A

TMT and terrorism: attitudes towards terrorists in response to mortality salience and real or imagined terrorism threats.

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Recent Terror Management Theory research conducted in the USA has found that reminders of the threat of terrorism show similar effects to making personal mortality salient. This study aimed to test these findings with an Australian sample, and to extend them by investigating the effects of real-past and imaginary-future terrorist events on support for aggressive or conciliatory approaches to addressing the threat of terrorism. Results from this study showed that mortality salience increased Australian participants' endorsement of extreme action and reduced endorsement of conciliatory measures to address terrorism. However, there was little effect of the terrorism threats (real or imagined) on people's attitude toward terrorism. Conservative political orientation and strong national identification were also associated with greater endorsement of extreme action. The findings and implications of the results are discussed in the light of TMT and contemporary events in Australia and abroad.

PAPER	STREAM B

Risky contexts and vulnerable individuals: key informant accounts of sexual coercion among gay and bisexual men

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Prevalence studies report that 14-51% of gay/bisexual men experience some form of sexual coercion. However, the issue is often omitted from sex and health research, practice, and policy, and a wider (and gay) community silence around sexual coercion remains. This paper reports one aspect of a multi-phase examination of this topic: the views and perspectives of 23 key informants, located primarily in New Zealand, but also in Australia and the UK. Participants took part in semi-structured interviews to give their professional/expert views on the issue. Data were analysed thematically. Participants employ both social-level and individual-level explanations for how and why sexual coercion occurs. Two broad themes are illustrated and discussed: talk of social/community 'contexts of risk', and talk of a particular 'vulnerable individual'. The notion of an 'ethic of care and mutual responsibility' is raised as an alternative framing for sexual activity.

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION

STREAM C

Extending the theory of planned behaviour: The role of self and social influences in predicting adolescent physical activity

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The present study surveyed 423 grade nine students to test the utility of the theory of planned behaviour (TPB; Ajzen, 1991), incorporating self identity and the social influence constructs of group norms, family social support, friends' social support, and social provisions. Participants completed questionnaires assessing the extended TPB predictors and reported their physical activity 1 week later. The standard TPB variables, self-identity and group norms, but not social support, predicted intentions, with both intentions and self-identity predicting behaviour. The findings provide evidence for an extended TPB predicting physical activity that incorporates self-identity and those social influences linked explicitly to membership of a behaviourally-relevant reference group.

SYMPOSIUM: EVOLUTION AND PSYCHOLOGY

STREAM D

Human mating preferences across the lifespan: a comparison of Social Role and Evolutionary Theories.

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Evolutionary psychology and social role theory make relatively similar predictions of human mate selection in young adult groups. Both perspectives agree that men place greater emphasis on the physical appearance and women place a greater emphasis on resources, and resource potential, when searching for potential partners. However, evolutionary theorists identify selective pressures operating around reproductive value as the crucial factor, while social role theorists claim that social roles, arising from the traditional gender based division of labour drive gender differences in mate selection preferences. To test the relative strengths of the competing theories the mate preferences of 785 respondents (371 men, 414 women) were surveyed. Across all four measurement techniques used, the lifespan preferences of men and women offered stronger support for the evolutionary framework.

	STREAM
PAPER	**A**

Exploring the effects of exemplar retrieval fluency on group stereotyping: 'A case of the less the merrier?'

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Research on stereotype reduction suggests that information about individual members of a social group who disconfirm the stereotype can affect judgment of the group (Johnstone & Hewstone, 1992). The goal of the present research is to extend social psychological investigations on stereotype reduction to the cognitive research on retrieval fluency. Research on retrieval fluency suggests that judgements of a target will reflect both the retrieved information and the subjective experience of retrieval (Schwarz, et al., 1991). In two experiments participants listed active elderly people before judging the elderly in general. The retrieval process was manipulated by varying the number of recalled exemplars. In Study 2 the informational value of the retrieval process was manipulated by providing cues about the task. Results are discussed in terms of the need to unveil the interplay between meta-cognitions and stereotyping and of their implications for new methods of stereotype reduction.

	STREAM
PAPER	**B**

Applying an extended theory of planned behaviour model to the prediction of breast self-examination

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Breast self-examination is the primary method for early detection of breast cancer in women under 50 years of age. The present study tested an extended theory of planned behaviour (TPB; Ajzen, 1991) in predicting breast self-examination in women (N = 253) aged 17-50 years. Participants completed a questionnaire measuring TPB variables (attitude, subjective norm, perceived behavioural control), as well as additional social influence variables of self-identity, group norms and exposure to and liking of a breast cancer-affected celebrity. Self reported breast self-examination behaviour was assessed 1 month later. The TPB variables and group norms predicted intention, and intention, perceived behavioural control and group norm predicted behaviour. Self-identity and celebrity influences were non-significant. The present study supports the TPB model incorporating group norms and can inform strategies to increase breast self-examination in younger women.

SYMPOSIUM: SOCIAL INFLUENCE IN ACTION	STREAM **C**

Blood donation in Australia: The role of attitudes, norms, perceived behavioural control, and self-identity

ROBINSON, NG., MASSER, BM. (University of Queensland), WHITE, KM. (Queensland University of Technology), TERRY, DJ. (University of Queensland), & CAVALCHINI, DA. (Australian Red Cross Blood Service)

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Within Australia there is immense pressure to maintain a safe and sufficient supply of blood products. However, only a very small proportion of eligible Australians currently donate blood. The current research examines attitudes, norms, perceived control, self-identity, and intention in relation to blood donation in Australia by adopting an extended Theory of Planned Behaviour (TPB) perspective (Ajzen, 1991). Surveys measuring key TPB predictor variables on blood donation intentions and behaviour were completed by 820 participants from metropolitan and regional communities in Queensland. Results provide strong support for the extended TPB, in the prediction of intentions and donation behaviour with regional differences observed for the role of norms. The findings of the study illustrate the complexities of blood donor decision making and recruitment in Australia.

PAPER	STREAM **D**

Where do people lie more?: An examination of self-serving and other-oriented lies told across different media

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Recently psychologists have been interested in examining which media are more conducive to lying (e.g., Whitty, 2002; Hancock, Thom-Santelli, & Ritchie, 2004). In this study we were interested in two types of lies: self-serving lies and other oriented lies, told over the phone, email and face-to-face. One hundred and fifty participants rated how likely they would tell a lie. Participants were more likely to tell self-serving lies to people not well-known to them. They were more likely to tell self- serving lies in email, followed by phone and finally face-to-face. Participants were more likely to tell other-oriented lies to individuals they felt close to and this did not vary according to the type media. Participants were also more likely to tell harsh truths to people not well-known to them via email. We argue in this paper that researchers need to consider both the target of the lie and the type of lie that is being told.

FRIDAY

KEYNOTE PRESENTATION	KEYNOTE

Why do people help groups?: Justice, identity and cooperation

TYLER, T. (New York University)

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Social psychologists have a long-standing interest in understanding why people are motivated to cooperate when they are members of groups, organizations and societies. In this presentation I will articulate a psychological model in which identity plays a key role in shaping people's behavior in groups. I argue that cooperation is rooted in the merger of personal identity with group identity. The degree to which people engage in such a merger depends both upon the fairness of group procedures and the favorability and fairness of the outcomes of resource allocation.

POSTER	**STREAM**
	POSTER

Understanding the linkages between service climate and client satisfaction in a healthcare setting

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A climate that rewards and supports employees in the provision of service has been linked to increased levels of client satisfaction. However, research has failed to theoretically explicate the relationship between service climate and client satisfaction. An implicit assumption has been that this relationship is mediated by employee motivation and performance. Thus, within the healthcare context, this study examines whether effort and job performance mediates the relationship between service climate and patient satisfaction. Data from 195 nurses, 39 nurse unit managers (NUM), and 194 patients reveals that service climate predicts employee ratings of effort in the provision of task and contextual performance. In turn, effort for task and contextual performance predicts NUM ratings of task and contextual performance. Multilevel modelling reveals that NUM ratings of task and contextual performance predict patient ratings of satisfaction.

POSTER	**STREAM**
	POSTER

Responding to feedback: The influence of norms

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Previous research examining responses to negative feedback has found people strategically alter their responses to group-directed criticism depending on whether their responses are public or private. However, the influence of norms is not clear. The study examines how norms (open/closed), audience (public/private) and social identity (social sciences), affect defensive responses to group-level criticism. Using the social identity theory as a framework, it is thought that the more people identify with the group, the more they will internalise the group norm. Results reveal, consistent with prediction, low identifiers were more strategic in public, displaying more defensiveness in a closed norm (vs open norm), and signs of being anti-strategic in private. While high identifiers conform to the norm in private, as expected suggesting internalising the norm, there is some evidence of counter-conforming in public. Recommendations for further research are offered.

POSTER	STREAM **POSTER**

Participation and social identity processes in cervical cancer screening

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While there are various ways to 'participate' in one's health care, cervical cancer screening research has focused almost exclusively on one type of participation: compliance with medical recommendations. There is an opportunity to explore alternative conceptualisations of participation in cervical cancer screening and to use theoretical frameworks such as social identity theory to better identify the social psychological processes associated with participation in such health screening behavior. The paper reports the results of 22 semi-structured qualitative interviews that were thematically analysed to explore women's subjective conceputalisations of 'participation' in cervical cancer screening and the relationships between different types of participation. Preliminary results of a survey conducted on women who had undertaken such screening within the previous two years are also provided.

POSTER	STREAM **POSTER**

Separating sheep and goats: Priming paranormal belief and performance

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Numerous researchers have shown that, depending on specific contextual demands, one can prime people to report more or less belief in paranormal phenomena. In a frist study, we show that participants with a strong predisoposition towards impression management report the highest, or lowest, levels of belief after pro/anti-paranormal primes. In a second study, we show that prior belief interacts with pro/anti-paranormal priming conditions to affect actual performance in an ESP task. Specifically, believers produce the best ESP results when told that paranormal phenomena are valid, while non-believers produce the weakest performance when told that paranormal phenomena have been repeatedly disproven.

POSTER	STREAM
	POSTER

The development of a scale to measure ethnic identity in children

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Measures of ethnic identity exist for both adults and adolescents, however, such a measure is absent in relation to children. The present study sought to address this deficit and to produce a scale that is both a valid and reliable measure in young children. Following a consultation process, an initial scale containing 35 items was constructed. The responses of 136 Anglo-Australian and 143 ethnic minority children were subjected to exploratory factor analysis. This analysis revealed three factors (ethnic pride, ethnic comparison, and involvement in ethnic activities) which best describe ethnic identity in children. The first two scales are common to both ethnic majority and minority children, while the third scale applies to ethnic minority children. Reliability analysis supports the reliability of these scales. The scales were administered to an additional 475 children. The results of confirmatory factor analysis provide support for the utility of the original factor structure.

POSTER	STREAM
	POSTER

The impact of romantic relationships on self-esteem in young adulthood

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In Study 1, self-esteem measures from the Coopersmith SEI (2002) for 146 participants in current heterosexual romantic partnerships are analysed. Surprisingly, the self-esteem of participants is not significantly differentiated by gender. In evaluating whether a romantic partnership ameliorates the usual gender difference found in self-esteem, Study 2 analyses data from a separate sample of 300 young adults comprising equal groups according to gender and the presence or absence of a current romantic partner. As expected from previous research, significantly higher self-esteem for males than females is found for the whole sample, and not unexpectedly, for participants with a current romantic partner than those without one. However, contrary to Study 1's absence of gender differences, higher self-esteem is associated with romantic partnership for males but not for females. Also, gender equivalent ratings of self-esteem are found for participants without current romantic partners.

POSTER	**STREAM** **POSTER**

The impact of Desire for Control on task-related anxiety, satisfaction, and performance: The mediational role of active and avoidant coping

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Research has linked Desire for Control (DFC) with lowered anxiety, general well-being, and the use of active or problem-focused forms of coping, indicating that active coping may be a habitual coping mechanism for individuals high in DFC. Thus, the purpose of the present study was to examine the extent to which DFC explained task reactions and adopted coping strategies in the context of a simulated work task. This was tested on a sample of 140 first year psychology students who participated in an in-basket activity where the level of demand and control were varied. Results revealed that DFC exerted a negative main effect on task anxiety, and a positive main effect on task satisfaction, perceived task performance and perceived task mastery. Results also indicated that these effects were mediated by both active and avoidance forms of coping. These results, as well as the practical implications of this research to the applied setting are discussed.

POSTER	**STREAM** **POSTER**

From whence he came... Does the imposed or emergent status of normative and deviant leaders impact on their evaluation?

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Middle managers typically face the unenviable job of leading a group on which they have been imposed in line with the decree of higher management. This study is the first in a series aiming to explore from a subjective group dynamics and organizational justice perspective how middle managers, as anti-norm deviants, can achieve this without facing (in)group rejection. Conceptually replicating Abrams et al. (2006) Study 1, the current study had a 2 (Emerged vs. Imposed) x 2 (Known vs. Unknown) x 3 (Leader: Pro-norm, Normative, Anti-norm) mixed-group design. The central aim was to investigate whether judgments of deviant leaders differed as a function of the direction of the deviancy and/or their imposed or emergent status. In line with Abrams et al. (2006), the results indicated that whilst deviants were downgraded relative to normative members with this effect accentuated for anti-norm deviants, the evaluations of the leaders were not qualified by their appointed vs. emergent status.

POSTER	STREAM
	POSTER

What makes an article influential? Predicting impact in social and personality psychology

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Factors contributing to publication impact were examined in a comprehensive study of articles published in three major journals. Impact was operationalized as citations accrued over 10 years by 308 articles published in 1996. Predictors included author characteristics (i.e., number, gender, nationality, eminence), institutional factors (i.e., university prestige, journal prestige, grant support), features of article organization (i.e., title characteristics, number of studies, figures and tables, number and recency of references), and research approach (i.e., topic area, methodology). Multivariate analyses demonstrated several strong predictors of impact, including first author eminence, having a more senior later author, journal prestige, article length, and number and recency of references. Other variables - e.g., author gender and nationality, collaboration, university prestige, grant support, title catchiness, number of studies, methodology, topic area - did not predict impact.

POSTER	STREAM
	POSTER

The semiotics of gender: Associations between women, men, nature and

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Feminist anthropologist Sheri Ortner proposed that the universality of women's oppression is underpinned by symbolic associations of woman with nature and man with culture. The present study examined these associations using as indices of nature and culture the two dimensions of humanness proposed by Haslam (2006) - human nature traits and human uniqueness traits. Ortner's semiotic hypotheses were tested in a sample of 47 undergraduates using both an explicit questionnaire measure and an implicit measure (Go No-go Association Task). Consistent with the hypotheses, women were more associated with nature than men, and men were marginally more associated with culture than women. Although neither gender was more associated with the category 'human', women were perceived more favourably. These associations were only obtained at the implicit level, and were held equally by male and female participants.

POSTER	STREAM **POSTER**

Investigating implicit attitudes towards older and younger workers

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Relatively little research has been conducted on ageism in employment, and the implicit component of ageism in employment settings has been largely ignored. This study investigates implicit attitudes towards older and younger workers and the possibility of alleviating such bias with the use of counter-stereotypical mental imagery. The participants in the experimental group were asked to imagine and describe several respected and valued older workers, whereas the control group participants imagined various holiday destinations. Following the imagery exercise, all participants completed the Implicit Association Test (IAT) between older and younger workers. The results show a strong implicit bias against older workers relative to younger workers, and some evidence for the effectiveness of mental imagery in alleviating such bias was found. The results are discussed in terms of attitudes towards older workers, malleability of such attitudes and the potential applications to the workplace.

POSTER	STREAM **POSTER**

Fundamentalism, authoritarianism, and prejudice: Theory and statistical artefact

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It has become common recently to use right-wing authoritarianism (RWA) and fundamentalism as key predictors of negative attitudes toward racial groups and homosexual people (e.g. Altemeyer and Hunsberger, 1992), in spite of the fact that both fundamentalism and homosexual prejudice are already part of the construct definitions of RWA. Researchers attempt to control this construct overlap through regression, finding that, for example, fundamentalism reduces racism after controlling for the effects of RWA (Laythe, Finkel and Kirkpatrick, 2001). We argue that this counter-intuitive result is a statistical artefact due to the misspecification of the regression model, arising from poor theorising of the relationship between RWA components and fundamentalism. We conducted a questionnaire study to demonstrate this point (N= 317). After removing the artefact, both fundamentalism and RWA predict racism, homonegativity and sexism as expected and RWA also predicts positive attitudes to torture.

POSTER	STREAM **POSTER**

Age discrimination during hiring: the role of applicant and job stereotypes

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Due to the ageing of the population, there will soon be insufficient numbers of younger workers to replace older workers exiting the workforce; a situation which has led to an increased focus on understanding age discrimination during hiring. This poster reports the findings from two quasi-experimental studies examining age discrimination. The first study assessed the content of age stereotypes held by students and employers and how aspects of this content affected hiring decisions. Findings revealed that there was an age of best contribution of about 45 years either side of which workers were less likely to be hired. Younger workers were perceived as unreliable while older workers were perceived as inflexible. Study two investigated the interaction between applicant and job stereotypes in a sample of employers. Although findings suggested employers' had some negative attitudes towards older workers (e.g. less trainable), results were mixed in regard to the effect of job stereotypes. Taken together, these findings suggest that effective interventions for age discrimination need to consider the content of both applicant and job stereotypes.

POSTER	STREAM **POSTER**

Assessing the predictive validity of the shame subscale of the Achievement Guilt and Shame Scale (AGSS)

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Achievement shame-prone individuals attribute failure to stable characterological flaws, experience heightened anxiety and feelings of self-debasement. They are sensitive to the negative effects of failure, disengaging from such. They perform poorly irrespective of mitigating circumstances that might soften the esteem-threatening effects of negative outcomes. In the present study, 72 undergraduates who were either high or low in achievement shame-proneness were assigned to one of three performance feedback conditions: humiliating failure, failure allowing face-saving and success.   They completed 12 remote associates tasks, assessing performance, followed by 16 unicursal tasks providing an assessment of resultant practice effort. Students high in achievement shame-proneness reported greater state anxiety and performed poorly on remote associates following both humiliating and face-saving failure. On the unicursal tasks, they attempted fewer items and solved fewer problems

POSTER	**STREAM**
	POSTER

Development and assessment of the discriminant and convergent validity of the Achievement Guilt and Shame scale (AGSS)

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While measures are available that enable assessments of shame and guilt in whole of life contexts as well as body image guilt and shame, there is as yet no measure tailored to the assessment of guilt and shame in achievement situations. The present study sought to fill this niche by developing a scenario-based measure comprising response options representing guilt, shame, externalisation/detachment and rationalisation. In addition to the Achievement Guilt and Shame Scale (AGSS), additional scales assessing interpersonal guilt and shame, high standards, self-criticism, over-generalisation, self-esteem, academic self-esteem, fear of failure and social desirability were administered to 322 undergraduate students. Confirmatory factor-analysis indicated that a 12-scenario model with guilt and shame items forming separate, weakly correlated sub-scales that had an acceptable fit with the data. AGSS guilt and shame scales demonstrated good internal and test-retest reliability and good construct validity, correlating with measures of neighbouring and dissimilar scales in ways that demonstrate construct validity and discriminant validity. Potential applications of the AGSS are discussed.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM A

Punishment and the Maintenance of Group Value Consensus Following a Transgression

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Many injustice researchers have argued that punishment, the dominant response to injustice, is important because it carries a status and power meaning: it actually or symbolically removes the power/status from offenders that was illegitimately appropriated through the transgression. Punishments, however, may also serve to protect the important identity-defining values of the relevant group. In three empirical studies we examined when and how punishment may serve to address the value concerns of an injustice victim, suggesting two processes by which consensus may be achieved: through communicating values to other group members by symbolically labelling the transgression as wrong, or through offender reform. Results show that punishments which reinforce values towards the group and the offender are viewed as more appropriate than punishments that do not facilitate consensus, suggesting that punishments may increase perceived value consensus additively via both processes.

PAPER	STREAM B

The unified paradigm and causal research in scientific psychology: Implications for the principles and practice of causal analysis in social psychology

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Lynd-Stevenson (in press) argues that the traditional paradigm for causal research commonly held by most methodologists and researchers in scientific psychology must be replaced with the unified paradigm for causal research. The traditional paradigm refers to the belief that causal research must be defined in terms of the causal powers evident in a closed system while the unified paradigm refers to the proposal that causal research must be defined in terms of the causal powers evident in an open system. The unified paradigm has an array of implications for the principles and practice of causal analysis in social psychology. For example, experimental methods do not provide a better opportunity than modelling methods to conduct a causal analysis. Additional implications of the unified paradigm are discussed and includes a number of examples from the research literature in social psychology.

| SYMPOSIUM: THE MANY FACES OF AUSTRALIAN SOCIAL COGNITION | STREAM C |

Women @ work: antecedents and consequences of stereotype threat

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Stereotype threat has been shown to undermine performance in a variety of domains, but much less is known about non-performance consequences of stereotype threat or about factors that lead people to experience stereotype threat. The research presented in this talk explores the role of social comparisons in working women's concerns about being evaluated on the basis of their gender, and also examines various non-performance consequences of experiencing stereotype threat at work. Results indicate that women who engage in comparisons with men when evaluating their opportunities at work report greater stereotype threat. Stereotype threat, in turn, is associated with greater separation between work and feminine identities and also with lower career aspirations. Furthermore, stereotype threat appears to mediate the impact of social comparisons on these negative psychological outcomes.

| PAPER | STREAM D |

Trust in strangers

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The current study examined the processes through which trust develops between strangers. Based on the theoretical framework of group-based trust, we attempt to demonstrate that when social identity is salient, decisions to trust or distrust a stranger can be formed on the basis of whether people share the same category membership with the stranger. Trust in this study was measured in the form of willingness to self-disclose. The other variable examined was knowledge, whereby we manipulated participant's belief regarding whether or not the stranger was aware of the shared/unshared group membership. The two main dependent variables measured were a) willingness to disclose, and b) perceived stranger trustworthiness. Results indicated a preference to disclose to an ingroup stranger over an outgroup stranger, when participants believed the stranger to be aware of the shared/unshared group membership. Preference to disclose to an ingroup stranger however was not found when participants believe that the stranger was unaware of the shared/unshared group membership. Results further suggested that the knowledge x group interaction on willingness to disclose was mediated by how well participants expected to be treated by the stranger. Responses on the perceived stranger trustworthiness however, were not affected by the independent variables.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM **A**

The role of punishment in addressing the psychological concerns of victims: A comparison of retributive and restorative justice processes
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This paper investigates the idea that the extent to which victims seek to punish is influenced by the relationship between the particular psychological concerns victims hold in response to a wrongdoing and the style of justice process that is used to address the transgression. Specifically, victims' concerns over personal status/power and the values of the relevant group are examined in relation to retributive and restorative justice processes. In a scenario study, we manipulated the salience of status/power versus value concerns and the retributive versus restorative nature of the process that followed the transgression. The results suggest that victims of a transgression are most punitive when the justice process used to resolve the transgression does not address the psychological concerns they hold. The implications of this idea for social justice research and public policy are also considered.

PAPER	STREAM **B**

Progress in social psychology 2007: what progress?
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Progress in a discipline has been debateable, at least since Kuhn (1962). In social psychology there has been a belief that issues are raised and are addressed empirically, until a resolution has been accomplished. The 'crisis' period in social psychology, circa the early 1970s challenged this belief (Innes, 1980). A recent examination of journals reveals four case studies, in attribution research, attitude change and personal motivation, where there has been no apparent progress over periods of 30 to 50 years in the resolution of theoretical concerns. Indeed there has been a reversal of understanding. Such revelations may point to the value of empirical enquiry in their identification, which justifies an experimental social psychology. But the fact that we are no nearer to an explanation of central phenomena leads one to ask why this should be. Such cases do not appear to exist in the 'hard' sciences. Can we any longer pretend to be in such a category?

SYMPOSIUM: THE MANY FACES OF AUSTRALIAN SOCIAL COGNITION	STREAM **C**

Associative strength: the link between prejudice and stereotyping?

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There is little consensus in the social-cognitive literature concerning the way in which prejudice and stereotyping are related, though a number of explanatory models have been proposed. The present research empirically examines one such model: Lepore and Brown's Associative Strength Theory (1997; 1999; 2002). The AST predicts that prejudice is linked to differences in the valence of stereotypic information that is automatically activated upon categorisation. In the present research, high- and low-prejudice participants were primed with the category of gay men in a lexical decision task. The latencies to positive and negative, stereotypic and non-stereotypic traits were taken as an indicator of activation. Consistent with the AST, high-prejudice participants exhibited greater activation of negative stereotypic traits and low-prejudice participants exhibited greater activation of positive stereotypic traits, after priming.

PAPER	STREAM **D**

Culturally influenced constructs of respect in interpersonal cross-sex relations

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This study explores the influence of culture on constructs of respect governing interactions between men and women from the US and the Gambia.   Research is inspired by US women students' perceptions of disrespect and sexual harassment experienced while studying abroad in the Gambia. Data collection is qualitative, with interviews, focus groups, and observation conducted in both the Gambia and the US. Research questions explore definitions of respect and emotional effects of disrespect in cross-sex interactions to identify causes of US and Gambian cross-cultural, cross-sex conflict.   Women from both cultures experience similar emotional reactions to disrespectful interactions including: low self-esteem, anger, frustration, and shame. Transcripts of focus groups reveal themes of persistence, stereotyping, and reputation to be elements of respect within both cultures. Proposed coping strategies focus on behavioral modifications by US women in the Gambia. Results suggest that through an understanding of social customs, a US woman can arm herself with coping strategies for cross-cultural stress while maintaining her own cultural standards of respect.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM **A**

Deservingness and Emotions

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This paper will focus on my theoretical analysis of relations between perceptions of deservingness and discrete emotions such as resentment, disappointment, pride, guilt, and schadenfreude (Feather, 2006, European Review of Social Psychology). I will relate different emotions to perceptions that positive or negative outcomes are deserved or undeserved and to whether these outcomes relate to another person or to self. Variables concerning ingroup/outgroup relations, like/dislike relations, and self-esteem will also be discussed in relation to their effects on discrete emotions relating to perceived deservingness. I will then discuss how emotions such as resentment could be assumed to influence the desire for retribution when a crime is committed. Other emotions may underpin a move away from punishment in the direction of restorative justice. Some research findings will be described.

PAPER	STREAM **B**

Scientists' attitudes to science, society and ethics

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As science penetrates deeper into the mysteries of nature, the ability of technology to manipulate and impact on the physical and social worlds increases. Correspondingly, the ethical relationship of science to society is gaining public prominence. Central to this relationship are the attitudes of scientists. Attitudinal data are presented from a web-based survey of scientists (n=733, response rate = 35%, M =59%, F = 41%) from six New Zealand Crown Research Institutes (CRIs). Variables reported include: respect for the mores of society, science pushing social and ethical boundaries, science as the value free pursuit of knowledge, moral obligation not to cause harm, scientists' responsibilities for the application of their discoveries, social and ethical evaluation of powerful technologies, powerful technologies and the precautionary principle, distributing benefits of science and technology, the ethical imperative of science to 'do good', and ethical training for scientists.

SYMPOSIUM: THE MANY FACES OF AUSTRALIAN SOCIAL COGNITION	STREAM C

Separating salience asymmetries from evaluative associations: a method for decontaminating the Implicit Association Test

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The Implicit Association Test (IAT) is designed to reveal attitudes toward targets categories by measuring how easily people categorize those targets with pleasant and unpleasant attributes. However, IAT effects may also be due to salience asymmetries within target and attribute categories. Experiment 1 revealed that items that had been responded to previously (Go items) were more easily classified with pleasant words, and items that had been pre-exposed without being responded to (Nogo items) were more easily classified with unpleasant words. Experiment 2 demonstrated in a new version of the IAT (a 'split' IAT) that the IAT effect for Go items resulted from salience asymmetries in the IAT, rather being due to affective associations. Experiment 3 revealed that the new IAT was sensitive to the evaluative associations of flower and insect categories. Thus, the split IAT can discriminate between IAT effects influenced by salience asymmetries and those based on evaluative associations.

PAPER	STREAM D

Why people forgive

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Psychological research on forgiveness has expanded dramatically in the past decade. However, despite theoretical and empirical advances in a number of areas relating to forgiveness, there has been little attempt made to understand why people forgive. Although forgiveness is generally defined as an altruistic act, this study of 158 undergraduates found that while altruism is a motivating factor in forgiveness, people are just as likely to endorse self-interested and instrumental reasons for forgiveness. When the different reasons for forgiveness were considered together, participants were most likely to forgive for instrumental reasons; curiously, forgiving to maintain moral superiority also retained a unique effect. The latter findings raise important questions about lay understandings of forgiveness and how forgiveness should be conceptualised.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM **A**

Guilt Edges: How collective guilt can further separate members of oppositional groups

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A sample of White/European psychology undergraduates (N = 232) were randomly assigned to conditions designed to induce collective guilt about the treatment of Aboriginal Australians, attenuate guilt, or a control. Those in the guilt-inducing condition reported significantly less collective guilt than those in the control condition, consistent with the hypothesis that guilt-inducing stimuli can be dealt with through denial of responsibility for injustice. Reported collective guilt reliably predicted apology and support for reparation to Indigenous Australians, but it also increased the distance that the students elected to sit from an Aboriginal student in a hypothetical scenario (an implicit measure of prejudice). This finding suggests that whilst participants high in collective guilt may espouse political ideologies that support Aboriginal Australians, their actual behaviour may be rejecting or avoidant.

PAPER	STREAM **B**

Second nature

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Is the meaning of ontology somehow sacrosanct in arguments concerning psychology, particularly those scored by discursive accounts of human being? Or is the purposeful deferment of ontological concerns in discursive psychology (DP) another instance of method-fetishism (Koch, 1981)? Shotter's (1995) understanding of joint action, Harré's (1998) work regarding a psychology of personhood and Chouliaraki's (2002) critical realist account of social action combine to offer an alternate position to the predominant discursive psychological approach informed by epistemological constructionism (DPEC). In this presentation, the DPEC position is directly contrasted with a discursive psychological approach informed by ontological constructionism (DPOC). The importance of debating what ontology can mean for psychology, via first and second nature accounts, is necessary to the pursuit of personal, relational and collective wellbeing in contemporary forms of life.

SYMPOSIUM: THE MANY FACES OF AUSTRALIAN SOCIAL COGNITION	STREAM C

Ostracism and biological fitness

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Recent research suggests that humans are sensitive to ostracism because of biologically evolved systems that developed to protect early humans from its dire consequences. If this is the case, increasing or reducing the biological fitness of the source of ostracism should accentuate or attenuate the adverse impact of ostracism, because higher or lower adaptive advantage is yielded from the restoration of the relationship. In study 1, participants were ostracized or included by two individuals with or without facial deformity. Whereas ostracism was distressing regardless of the source, participants were also sensitive to biological fitness. In study 2, participants were ostracized or included by either two other individuals who were either normally or highly physically attractive. Only a main effect of ostracism emerged. The implications for understanding the role of ostracism and inclusion from an evolutionary perspective will be discussed.

PAPER	STREAM D

The new spin and political persuasion

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Given the skepticism toward politicians, this research explores their communication style. It is suggested that the use of 'spin' in communication is a large factor affecting the negative perception of politicians. This research operationalised spin in order to measure audience response to messages with low and high levels of spin. A representative sample of 60 voters were assigned to one of two conditions in a repeated measures design, conducted each week over a 5-week election campaign. Participants rated actual politicians, and confederate politicians delivering the same message in both a low and high-spin style of communication. It was found that participants were able to clearly discern the level of spin used in a message. High-spin messages elicited more negative attitudes and significantly lower levels of support for politicians, than low-spin messages. These findings suggest that adopting a new low-spin style of communication will assist politicians to communicate more persuasively and to better engage a skeptical public.

	STREAM
SYMPOSIUM: RESPONSES TO INJUSTICE	**A**

The difference between apology and true sorriness from an offended individual's perspective

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A study by Slocum, Allan and Allan explored the relationship between apology, true sorriness and forgiving in an interpersonal context to identify the factors that influenced perceptions of true sorriness from an offended individual's perspective. Twenty-three participants aged 26 to 58 years, who had experienced a serious offense by their partner during the past two-years, attended an interview and completed the Enright Forgiveness inventory. The findings suggest that offended individuals are more forgiving when they receive an apology compared to no apology, and significantly more forgiving when they perceive true sorriness compared to when they do not. Offended individuals perceive true sorriness when complex interactions, involving verbal (affirmations) and non-verbal (affect and actions) components, convey an other-focused response by the offender. These findings are discussed in terms of the Authentic Apology Model that evolved from this study.

	STREAM
PAPER	**B**

Discourses of Child Protection and Foster Care Provision

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Understanding why people choose to become foster carers and how this shapes the care they provide is integral to providing appropriate services to children in need of care. Findings from a qualitative study conducted in South Australia suggest that due to a dominant social context wherein foster carers are viewed as either 'saints' (i.e., selflessly giving of their time) or 'sinners' (i.e., in regards to ongoing inquiries into abuse in care), it is important to consider alternate understandings of foster care provision. One such understanding, as explored in this paper, involves an approach to foster care that sees it as a matter of child protection - not on the part of caseworkers or other State mandated officials, but on the part of foster carers who engage in care provision on the explicit terms of social justice through child protection. Findings suggests that a significant number of carers explicitly challenge dominant understandings of foster care, and in so doing reconceptualise what it means to be a person who parents children in a context of child protection.

SYMPOSIUM: THE MANY FACES OF AUSTRALIAN SOCIAL COGNITION	STREAM C

Executive functioning and problem gambling among older adults

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Rates of problem gambling in older adults have risen with increased accessibility of casinos. It is unclear, however, whether this problem gambling is caused by increased leisure time and expendable income or by decreased self-control brought about by age-related atrophy of the prefrontal cortex. Consistent with the latter possibility, the results of Study 1 reveal that impulsive older adults who gamble report greater gambling problems to the degree that they also experience deficits in executive functioning. Study 2 further revealed that persistence at gambling in the face of losses was influenced by older adults' circadian rhythms, such that persistence was greater when older adults were off-cycle in their circadian rhythms. Because executive functioning is poorer when older adults are off-cycle rather than on-cycle in their circadian rhythms, these results implicate frontal lobe functioning in problem gambling and also suggesting a possible avenue for intervention.

PAPER	STREAM D

Dimensions of social identity as mediators of the relationship between prototypicality and intergroup behaviour

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The three-dimensional model of social identity, consisting of cognitive centrality, ingroup affect, and ingroup ties (Cameron, 2004) has received growing support. The first study presented in this paper is a multiple group analysis (N = 359, N = 669) which provides support for a hierarchical model of social identity incorporating these dimensions. There has been little systematic examination of the relationship between these dimensions and intergroup behaviour. The second study investigated the power of the hierarchical model in predicting the intergroup bias outcomes of relative ingroup bias and outgroup derogation (N = 235). Structural equation modelling showed that model was an adequate fit to the data and further revealed that centrality was a significant predictor of both bias outcomes, while outgroup bias was further predicted by ingroup affect. These results support the utility of the hierarchical model of social identification in predicting distinct intergroup behaviours.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM **A**

The influence of compensation source, offender remorse, and victim trait empathy on victims' forgiveness of an offender.

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In the criminal justice system, victims can receive compensation from a variety of sources. The current study investigated the effects of compensation, offender remorse, and victim trait empathy on victim forgiveness of the offender. Participants (N=127) read a non-violent crime scenario and were randomly allocated to one of six conditions: no compensation, forced offender compensation and voluntary offender compensation, either with or without offender remorse. Results indicated that participants were most forgiving in the voluntary compensation condition and least forgiving in the no compensation condition. Furthermore, participants were significantly more forgiving when the offender was remorseful. Finally, participants with high trait empathy were significantly more forgiving than those with low trait empathy. No interaction effects were observed. Results suggest that conciliatory gestures by the offender were most likely to influence victim forgiveness when they are voluntary.

PAPER	STREAM **B**

The effect of group norms and intra-group position on children's bullying intentions

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This study explored whether a social identity perspective could help to explain the peer group's role in the problem of childhood bullying. Using a minimal group paradigm, participants (N = 247), aged 5.50 to 11.83 years (M = 7.67, SD = 1.67), were provided with information regarding their team's norms (bullying versus helping) and their position within the group (prototypical versus peripheral versus peripheral anticipating future prototypicality). Results revealed that, amongst the younger participants, bullying intentions are significantly greater when the group norm is bullying rather than helping. Also, when the group norm is bullying, both prototypical members and peripherals who anticipate becoming prototypical report significantly greater bullying intentions than peripheral members. The current findings add to our understanding of bullying and also have implications for the development of intervention programs.

PAPER	**STREAM C**

The effects of induced disgust

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From a disease avoidance perspective, induced disgust is expected to have predictable effects on a range of judgements and behaviours. Although recent evidence suggests a link between disgust and judgments, this evidence is derived from studies using indirect inductions, inadequate controls, and a small range of judgments. In the presented work, participants were exposed to either disgust slides; valence and arousal matched negative slides; or neutral slides. The dependent measures were ratings of (a) a contaminated restaurant and person, (b) odours, (c) cleansing products, (d) unethical scenarios, and (e) emotion faces. The results are discussed in terms of a hypothesised distinction between immediate reflexive reactions and abstract effects of disgust.

PAPER	**STREAM D**

Social identity and communication efficacy: the ingroup advantage.

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The search for effective communication strategies has been prominent in organisational and interpersonal communication literature for at least half a century. In the main, theoretical and empirical efforts to isolate efficacy variables have followed an individualistic, skills acquisition assumption. In more recent times intergroup considerations in communication efficacy have come to the fore. However, even within this literature individualised strategies maintain a strong presence in an effort to avoid perceived negatives of intergroup communication. Employing the social identity approach, a series of studies is presented with the argument that not only is categorization an imperative of intergroup communication but that by harnessing its offerings, positive ingroup and intergroup efficacy can be realised. Furthermore, when group identities are salient, communication at the group level may be more appropriate and more rewarding than at the individual level.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM **A**

Intergroup apologies and forgiveness after intergroup injustice
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Apology is a common response to intergroup conflict as groups seek peace. Yet, the effects of group apologies are largely unknown. This research into intergroup apology effectiveness includes surveys of intergroup apology awareness and forgiveness in Australia, the Philippines and Malaysia. These surveys show participants are unaware of intergroup apologies, even reporting apologies that have never occurred. However, awareness of apology is linked with greater forgiveness. These findings contrast with experiments that manipulated the presence of an apology in scenarios where Australians were harmed by outgroups. In these experiments, intergroup apologies increase satisfaction with offenders and perceptions of remorse. However, apologies also heighten perceptions that offenders are acting self-servingly and do not increase forgiveness. Together, the results question the relationship between apology and forgiveness, suggesting that forgiveness promotes belief in outgroup apologies.

PAPER	STREAM **B**

The social facilitation of poker-machine gambling
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An experiment investigated the influence of the social facilitation effect on poker-machine gambling behaviour. Fifty male and 66 female participants played computer-simulated electronic gaming machine (EGM) using real money. All players experienced a fixed sequence of wins followed by an indefinite series of losses. The computer-simulation randomly assigned participants to either a control condition or 3 test-conditions. In the test-conditions, participants were given sight and/or sound information designed to lead them to believe that other (fake) players were participating in the same experiment in adjacent rooms. The sight information was an instant-message banner at the top of the computer screen reading 'room 1 wins' or 'room 2 wins'. The sound information was a winning bell to likewise suggest that other (fake) players had won. A manipulation check revealed that only the sight and sound information presented together were differentially effective in (falsely) suggesting to participants that more people were simultaneously participating in the experiment. Participant who received both sight and sound information about the wins of (fake) other players placed more bets and lost more money compared to the remaining conditions with less information. The results have practical significance in consideration of the design and regulation of gambling venues.

SYMPOSIUM: A LEXIMANCER APPROACH TO HEALTH RESEARCH	STREAM C

An introduction to Leximancer

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Leximancer is a software tool that provides an efficient and reliable method of analysing textual data. By extracting semantic and relational information, Leximancer derives the key concepts and themes in a text (e.g., interviews or documents) grounded in the text or with researcher assistance. Concepts can be automatically extracted to summarise the text; in addition, researchers can 'seed' indicative concepts for further confirmatory analysis. Leximancer uses the co-occurrence of words to produce a concept map that displays the data and shows interrelations among the main concepts. Thus, Leximancer not only identifies key concepts, but also provides a structure for them. This paper gives an overview of Leximancer's main features and applications, with an emphasis on content analysis and data visualisation. This paper will explain how Leximancer can help researchers look at their textual data in new ways.

PAPER	STREAM D

The effects of group status, intergroup permeability and economic uncertainty on social identity management strategies

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The present research was conducted to investigate the extent to which people may engage in different social identity management strategies under varying socio-structural conditions. A sample of residents from the twin cities of Albury and Wodonga were assigned to conditions that manipulated perceptions of city status, intercity permeability and economic uncertainty. Then they rated their support for three identity management strategies: individual mobility, social creativity, and collective action. The findings showed that low city-status was associated with both individual mobility and collective action under conditions of economic certainty; whereas social creativity was associated with economic uncertainty. Participants also favoured individual mobility when intergroup boundaries were permeable, but collective action and social creativity when boundaries were impermeable. The results are discussed with regard to their theoretical, empirical, and practical significance.

SYMPOSIUM: RESPONSES TO INJUSTICE	STREAM A

Does forgiveness sacrifice justice? Addressing status/power and value concerns following transgressions

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Challenging the common view that acts of forgiveness require that victims sacrifice or abandon concerns for justice, we argue that forgiveness can help restore one's sense of justice. A transgression can have different symbolic implications; it can reduce the victim's status/power or question values expected to be shared. We argue that forgiveness can, in principle, address both of these concerns and thus restore a sense of justice. Participants (N = 88) imagined that they were taken advantage of by another student, and were, or were not, informed that the offender apologized to them. Then they were, or were not, instructed to formulate their forgiveness towards the offender. The forgiveness act significantly promoted participants' sense of justice. It repaired both their perceived status/power and a perceived value consensus, which independently mediated positive effects on justice. Implications for a theory of retributive versus restorative justice will be discussed.

NO PRESENTATION	STREAM B

	STREAM
SYMPOSIUM: A LEXIMANCER APPROACH TO HEALTH RESEARCH	**C**

Living with schizophrenia day-to-day: Concepts from the carer's perspective
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The convergent interviewing technique is used to explore the experiences of 15 carers of people with schizophrenia. The interviewer initiates discussion of issues in caring and communication, and prompts elaboration only when necessary. Interviews continue until the participant can offer no new information, and recruitment continues until emerging themes resemble issues already identified. The interviews are transcribed, and text segments are categorized as referring to issues of providing care or issues of communication or both. Leximancer is used to explore the content of the two data sets. Concepts and their interrelations offer insights into central issues in living with a person with schizophrenia. The impacts of schizophrenia on family life, and issues of hospitalisation and medication, are central concepts for carers. Further, when carers speak specifically about communication problems, emergent concepts hint at carer stress in everyday life.

	STREAM
PAPER	**D**

Social identity change across time
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The aim of this research was to investigate the effects of social identity on ingroup favouritism as a function of the time people have held a specific group membership. First and third year university students (N = 96) were primed with either their personal or University student identity, and then completed a number of measures designed to test for ingroup favouritism. It was expected that third year students would identify more strongly as a University student and, as a result, show stronger ingroup favouritism than first year students. The findings showed that priming student identity did lead to stronger ingroup favouritism on a range of measures; however the effects of time on social identification and ingroup favouritism were equivocal. The findings are discussed in the light of theory and research that addresses social psychological factors that impact on social identity change.

PAPER	STREAM **A**

Regulation processes in intimate relationships: The costs and benefits of trying to change intimate partners

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What are the consequences of attempts to change or improve intimate relationships? In stark contrast to the aim of regulation efforts, an initial series of studies found that attempts to change relationship partners (a) produced lower partner and relationship evaluations, and (b) reduced the self and relationship evaluations of the targeted partner. However, regulation success mitigated these negative associations. Examining these effects further, an observation study tested the success of different communication strategies exhibited within couples' videotaped interactions in which partners were trying to produce desired changes in each other. Regulation strategies that varied in valence (positive versus negative) and directness (direct versus indirect) were associated with different costs (e.g., reducing relationship quality) and benefits (success in producing desired change), when contrasting concurrent (immediate) and longitudinal (long-term) outcomes.

PAPER	STREAM **B**

Intergroup sensitivity effect in relation to intergroup conflict

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Three studies are presented about Intergroup Sensitivity Effect (ISE) in relation to intergroup conflict setting. The first study (N=191) examines ISE in Muslim students, who receive critics from Muslim and Christian students, and finds that the salience of an intergroup conflict influences responses to group-directed criticism. When intergroup conflict is non-salient, participants show more sensitivity to the outgroup critic than the ingroup critic. However, when intergroup conflict is salient, the intergroup sensitivity effect disappear on ratings of sensitivity and likeability. The second study (N=108) examines ISE in Indonesian soldiers who receive critics from soldiers and university students and finds no significant effect of either the source of critic and conflict salience to ISE. The third study (N=200) examines ISE in high school students and finds significant relationship between constructivism and intention to reform with prejudice, identification and source of critic.

SYMPOSIUM: A LEXIMANCER APPROACH TO HEALTH RESEARCH	STREAM **C**

Managing consultations between health professionals and patients: An investigation into the communication needs of patients

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This paper uses Leximancer to analyse key concepts in medical consultations between health professionals and patients. It is based on an analysis of 52 audio recordings of one-on-one medical consultations. Here, the health professionals comprise 16 medical doctors and 13 nurse consultants and other allied heath professionals. The patients range in age, gender and acute /chronic status. A communication accommodation theory (CAT) framework was invoked to examine the occurrence of specific communication strategies. The focus is on the extent to which health professionals engage in strategies like emotional expression and discourse management when they treat varying patient types. Results are discussed in terms of the differing needs of patient types and the extent to which health professionals meet those needs. The findings extend our understanding of how a CAT framework can explain and predict effective communication in a medical context.

PAPER	STREAM **D**

Collective Contingent Self-Esteem and Ingroup Bias in the Context of an Identity Threat

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Self-esteem contingency refers to the contingencies one must satisfy to attain high self-esteem. In this paper we introduce the notion of collective self-esteem contingency (CSEC), which refers to the contingencies attached to how well one's ingroup does in comparison to outgroups. In an intergroup context, we hypothesized that CSEC would predict higher levels of intergroup bias, particularly when faced with a threat to the standing of the ingroup relative to outgroups. This prediction was confirmed among 132 participants, who received either criticism or praise of their country from either an ingroup or an outgroup member. On attitudes toward the speaker and their comments, the intergroup sensivity effect emerged, such that participants were more resistant to criticisms delivered by an outgroup than an ingroup member. On ingroup bias measures, this effect was moderated by CSEC: Greater bias occurred among high CSEC participants confronted with a criticism stemming from an outgroup.

PAPER	STREAM A

The regulation of relationship distress through the use of coping

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Studies have generally identified a number of emotion-focused coping strategies, many of which seem to result in poorer psychological adjustment to relationship distress. However, the antecedents that drive the use of these emotion-focused strategies are somewhat unclear. In this study, an attachment theory framework is argued as an appropriate means of conceptualising the use of emotion-focused coping strategies in relationship contexts. Therefore, the present study investigates the influence of attachment on the use of coping strategies and psychological adjustment to relationship distress. One hundred and sixty participants (59 males, 101 females) between the ages of 18 and 60 years involved in a romantic relationship for over six months completed an online questionnaire. The findings reveal a structural model whereby attachment is found to have differential effects across various forms of emotion focused coping and was directly and indirectly related to psychological adjustment.

PAPER	STREAM B

The Social Psychology of Reactions to Propaganda about the War on Terror

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Analyses of emotion arousing political rhetoric related to the War on Terror suggests that the provision of such rhetoric constitutes a pipe-line of sorts through which fear is pumped into our homes. Implicit in these analyses is that the effect of exposure is to raise levels of fear serving to create a panicked population willing to offer political support to policies designed to assuage that fear. This paper will present findings from a series of studies combining several theoretical approaches to identity and emotion looking not only at the social psychological nature of responses such communications, but moderators of them as well. The findings suggest that the effects of these communications are less related to elevating levels of communication consistent appraisals, emotions and action intentions as they are concerned with aligning them in coherent ideological patterns. The conditions under which such alignment occurs will be discussed with reference to identity and emotion.

SYMPOSIUM: A LEXIMANCER APPROACH TO HEALTH RESEARCH	**STREAM C**

Approaches to managing musculoskeletal disorders: Doctor versus patient perspectives

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The present research examines whether doctors (GPs and specialists) and patients have the same approach to managing musculoskeletal (MSK) disorders, which are a major cause of long-term pain and physical disability, affecting millions of people around the world. A challenge for these patients is that their illness imposes unwanted lifestyle changes. In managing their illness, they must interact closely with health care providers, who play a large role in transferring knowledge to them. In this study, in-depth interviews with patients, GPs, and specialist rheumatologists in Australia and Canada are analysed using Leximancer (a text-mining tool). Results indicate an emphasis by doctors on accepting and adjusting to the illness, whereas patients emphasise pain relief and getting back to normal. These results suggest that a compromise between the priorities of provider and patient is needed not only to improve the disorder, but to help patients lead the lives they really want.

PAPER	**STREAM D**

Intergroup food sharing, conflict and contact.

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This study examines whether observed intergroup food sharing alters perceptions of intergroup relations when conflict is present for a negatively stereotyped (Arabs) and control group (Indians). It is predicted that observed food sharing will lower negative outgroup perceptions, that Arabs will be perceived more negatively and that the food sharing effect will be moderated by conflict. 232 Anglo Australian participants were primed with photos and vignettes showing an Anglo couple dining with either an Indian or Arab couple: sharing traditional Anglo food; sharing traditional Arab or Indian food; or not sharing food. Half of the participants read a conflict prime describing vandalism by Indian or Middle Eastern youths. Although more positive and less negative affect and fewer negative stereotypes were attributed to Indians in sharing conditions and Arabs were perceived more negatively, conflict had unclear effects. Findings are discussed in light of food practices, conflict and contact.

PAPER	STREAM A

Dispositional shame, narcissism, and forgiveness in close relationships

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This study examines the impact of narcissism and dispositional shame on attributions for, and forgiveness of, self and partner-caused betrayals in dating and marital relationships. One hundred and sixteen dating or married participants described a self-caused betrayal and a partner-caused betrayal. Participants then completed attributional and forgiveness measures for each betrayal along with measures of narcissism, dispositional shame and relationship satisfaction. Dispositional shame and being female were positively associated with malicious attributions for partner-caused betrayals; dispositional shame was negatively associated with forgiveness of partner-betrayals and with estimated partner-forgiveness of self-caused betrayals. Hypotheses relating to narcissism were largely unsupported. Relationship satisfaction played a major role, over and above the personality variables, in predicting attributions for, and estimated forgiveness of, self and partner-caused betrayals.

PAPER	STREAM B

SupersizeMyPay.com: Mobilizing union novices in the fast-food industry.

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The need for union-renewal in New Zealand has focussed attention on young people in non-standard areas of employment, who are notoriously difficult to organise. This research was conducted with members and non-members of UNITE in the year following mass mobilization of youth through the SupersizeMyPay.com campaign. There were two focal questions of interest: (1) contributing factors to the development of a politicised union-identity; and (2) predictors of generalising support for UNITE to support for the broader union movement. Drawing on Simon and Klandermans' social movement participation framework and insights from social identity theory, the effects of individual-level and group-based processes associated with the political framing of the employee-employer relationship are investigated.

SYMPOSIUM: A LEXIMANCER APPROACH TO HEALTH RESEARCH	STREAM C

Verbal communication assessment using Leximancer

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This paper illustrates how Leximancer maps of patient interviews are used to analysis medical students' communication skills. Studies have identified poor communalisations as a cause of patient morbidity and mortality. Globally, universities are trying to improve healthcare communications training, but verbal communications skills are hard to assess and current methods are inadequate. To address these issues, we are examining if Leximancer provides a more reliable form of communication assessment for medical students. A pilot study on patient history-taking transcripts demonstrates that indicators of good communications like rapport, questioning and clarification are easily identified in the maps. Poor communication is apparent, including poor rapports and excessive off-topic conversations. In the training scenarios correct or incorrect diagnose of the patient condition is visible. This approach for analysing and communications training has many applications outside of healthcare.

PAPER	STREAM D

Upfront and indirect: Outgroup reactions to the timing and manner of disclosure of an individual's same-sex sexual orientation.

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Although researchers generally agree on the psychological benefits of disclosing one's same-sex attraction, little is known about when or how this information will be best received. Investigating this, the present study used a 2 (timing: early vs. delayed) X 2 (manner: direct [sexuality as a discussion topic] vs. indirect [sexuality not a discussion topic]) between-groups design. Participants (N = 215) viewed a short video of a gay confederate of their own gender who they believed they would meet. Consistent with initial findings, participants rated the confederate as more likeable, indicated greater interest in hearing the confederate discuss personal topics, and shared more about themselves when the confederate disclosed their sexuality earlier rather than later. Further, for those who had no previous experience of close contact with a gay person of their own gender, delayed disclosure that took place in a direct manner resulted in the least reported liking of the confederate.

PAPER	STREAM A

Are stepfamilies stereotyped? A comparison of lay and formal theories

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Following theoretical research suggesting that a negative stereotype of stepfamilies exists, the goal of the present study was to assess whether lay people believed in this stereotype. Participants were recruited from stepfamilies (containing at least one step and one biological parent) and biologically intact families (containing both biological parents), with the majority being psychology students, ($N = 160$, Nstepfamilies = 70, Nbiological = 90, age range = 16.33 to 26.33 years, M = 19.53 years). Overall, most participants (80%) believed that a negative stereotype of stepfamilies exists. Stepfamily and biological family participants did not differ on their beliefs of the validity of the stereotype, with most participants believing the stereotype to be somewhat valid. Short-response data also supported this view. As expected, biological families were perceived as having more optimal functioning than stepfamilies. Furthermore, data provided by lay people support the theoretical views of the 'nuclear family ideology'; that is, stepfamilies are stereotypically viewed as negative, when compared to intact biological families.

PAPER	STREAM B

Differences amongst tall poppies: the role of intellectualism and deservingness on attitudes towards high achievers.

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Numerous predictors of attitudes towards high achievers have been explored as part of a research program conducted by Feather (1994), including the development of the Tall Poppy Scale (TPS). However, past research has focussed on tall poppies that could be classified as non-intellectuals. The present study used Multilevel Modelling, on a sample (n = 285) comprised of university students and the general public, to investigate several predictors of attitudes towards intellectual and non-intellectual types of high achievers. Generally, it was found that attitudes towards intellectual high achievers were more favourable compared to non-intellectuals, and that level of perceived deservingness predicted attitudes towards high achievers above and beyond that predicted by the TPS. The results suggested that tall poppies cannot be conceived solely as high achievers, and that intellectuality could be a dimension that impacts upon the judgement of particular tall poppies.

PAPER	STREAM C

Children's ethnic identity and ethnic attitudes

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The contribution of ethnic identity to the expression of children's attitudes towards the ethnic in-group and out-groups is relatively unknown. This study sought to explore the influence of ethnic identity on the expression of children's ethnic attitudes. The ethnic attitudes of 206 Anglo-Australian and Pacific Islander children towards the in-group and out-group were measured. Their level of ethnic identity was also measured using a newly developed scale (Ethnic Identity Scale for Children, Griffiths, 2007). Results revealed Anglo-Australians have a more positive ethnic identity than Pacific Islanders. The relative contribution of ethnic identity in accounting for children's ethnic attitudes towards the in-group and out-group using multiple regression analysis was conducted. The results indicate that ethnic pride made a positive contribution in the expression of both in-group and out-group attitudes, whereas ethnic comparison contributed only to liking for the in-group.

PAPER	STREAM D

Damned if she does, and damned if she doesn't: the role of deviation and neosexism in discrimination against working mothers.

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While the numbers of working mothers with young children has grown in recent decades, gender-role and ideal worker stereotypes appear unchanged. This is to the detriment of working mothers, with a mother vs. other pay gap now documented to have supplanted the traditional gender pay-gap. It is unclear however, what drives discrimination against working mothers, their deviation from the ideal worker stereotype or merely their status as mothers? Over three studies we aimed to determine what underpins discrimination against working mothers. The results of these studies suggest that whilst mothers are generally penalised for deviating from norms associated with being a 'good' worker (i.e., working part-time), those who conform by working full-time are penalised by those who adhere to traditional gender role stereotypes for deviating from the norms associated with being a good mother.

PAPER	STREAM **A**

Even paranoids have enemies: Structure and correlates of conspiracy beliefs

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Was Greg Wiggle poisoned (shades of Litvinenko anyone)? Did George Bush Jr plan September 11? As long as our focus is on the content of conspiracy belief we can remain cheerfully agnostic of the reality (or otherwise) of conspiracy theory. In this paper I present results from several studies investigating the structure of conspiracy beliefs, their prevalence in student and general population samples, and their psychological correlates. One particular focus is on the role of paranoia in conspiracy belief - surely one need only listen to the rhetoric as the conspiracist justifies (for example) military intervention against their enemies, to see that paranoia may prove an important foundation stone of conspiratorial beliefs...

PAPER	STREAM **B**

'To get a good mark': Exploring aphorisms about group work at university

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Group work has been, and continues to be, an important aspect of university learning. It aims to develop greater content understanding and team-work skills. Participation in groups of peers from diverse backgrounds is also expected to lead to greater appreciation for diversity. However, much research in this area is cross-sectional and focused on generalised experiences. This paper draws on a number of studies within a larger research project aimed at exploring group work at universities particularly in relation to diversity. The aphorisms that all students care about is getting high marks, and that diverse groups have more problems than homogenous ones are explored. Evidence from multiple sources (from class to group level, qualitative and quantitative) is presented, disputing both of these truisms. Implications for educational practice and future research methodology are discussed.

| PAPER | STREAM C |

The ethnic identity development and adjustment of Eastern European children adopted into New Zealand homes: an empirical study

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Intercountry adoption (ICA) is a growing socio-political phenomenon around the world. Research into ICA has focused largely on racial issues such as race-matching policies or the ethnic identity development of transracially-adopted children, as well as the internationally adopted children's overall adjustment. Yet, through all of this research, the focus has been almost exclusively on transracial adoptions, where the children are racially different from the adopting parents. Almost nothing is known about the role of culture and/or the ethnic identity development of internationally adopted children, raised in racially-similar adoptive homes. In New Zealand, research was carried out to investigate the ethnic identity development and overall adjustment of internationally adopted children who are racially-similar but culturally-different to their adoptive parents. Fifty-two adopted children (a sub-sample from an initial study of 162 families) were interviewed on their ethnic identity and adjustment. The focus of this phase of the research was on the children's ethnic identity development; their overall adjustment; and the relationship between the two constructs. Results and implications for policy will be discussed.

| PAPER | STREAM D |

Combining work and family: Contemporary women's oxymoron

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Despite a continuing rise in the number of mothers in paid employment, favourable attitudes toward working mothers do not parallel this trend. The current study investigated working adults' (N = 135) attitudes towards work and family decision-making regarding the unexpected uptake of family leave from the workplace. Despite generally positive attitudes, this varied according to whether the person was seen in a 'worker' or 'carer' role, along with respondents' gender ideologies. The results emphasize the importance of attitudes and expectations of significant others, in addition to genuine structural supports in taking the notion of 'work-family balance' beyond rhetoric.

PAPER	**STREAM** **A**

Web Search Behaviour: What is Normative?

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Web searching is an important behavior which is influenced by individuals' thoughts, feelings, personality traits, information behaviors, and social environment. We examine normative Web search behaviors and the social psychology of Web search within an information science theoretical framework. We report empirical findings from a large-scale data study from more than 500,000 user search sessions on the Web search engine Dogpile. The paper provides insights into normative Web search behavior, including examining how people search the Web and what topics are searched for on the Web. Key findings include changes in search topics and Web search behaviors over time. Normative Web search behaviors are generally short and limited in time and interactive behavior. Non-normative behaviors include more processes such as multitasking and successive or longitudinal search behaviors. The paper discusses implications of the findings for the social psychology of Web search behavior.

PAPER	**STREAM** **B**

Attitudes towards streamside forests of retired farmers in far north Queensland.

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The objective of this report is to present preliminary findings of an elicitation study conducted in 2005. Using face-to-face interviews eleven retired farmers provided their responses on items that represented attitudes, norming behaviour, and perceived control factors in regards to streamside forest management. The qualitative responses revealed that all participants felt a strong responsibility and affection towards their land. A generally positive attitude towards the areas was portrayed in twice as many positive images and words. The water quality in their own creeks was universally described as pristine and pollution was only caused by others. Misunderstanding and disbelief in the biophysical functions of streamside forests were common. Very strong opinions were expressed in regard to government agencies. The responses were used to guide the construction of a survey questionnaire which employs the Theory of Planned Behaviour (Ajzen, 1991) as its framework.

	STREAM C
NO PRESENTATION	

	STREAM D
NO PRESENTATION	

PAPER	STREAM **A**

The constant company of a mobile phone and its influence on attitudes, norms, and behaviour amongst young people.

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Mobile phones represent a unique form of social influence as people remain connected to others when physically apart. Two studies investigating social psychological influences on young Australians' mobile phone use are reported. Qualitative data (N = 32) reveals that mobile phone use is a normative behaviour within young people's social networks and that these norms impact on both level and type of mobile phone use. Quantitative data in a theory of planned behaviour (Ajzen, 1991) beliefs based study (N = 197) found that attitudinal, normative, and control beliefs differ between high and low level mobile phone users. High level users report more positive outcomes of mobile phone use; more approval from family and friends to use a mobile phone; and that cost would not prevent their mobile phone use. Both studies assist in understanding how the implied presence of others, via a mobile phone, is influencing attitudes, norms, and behaviour amongst young Australians.

PAPER	STREAM **B**

Ego-depletion and the influence of trait self-control and conscientiousness

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Researchers such as Schmeichel and Baumeister (2004) have suggested that self-control is a resource that diminishes over a series self-control tasks and they have labelled this effect 'ego-depletion'. Tangney et al (2004) conceptualise self-control as a single trait-like dimension which they found was significantly related (r = .54) to the Big 5 trait of Conscientiousness. The current study (n = 123 undergraduate psychology students) found that completing a 90 minute battery of personality tests produced ego-depletion, as measured by a performance on a simple self-regulation task, but only for those participants who were low in self-control as indicated by scores on the Tangney et al scale. A similar but less pronounced effect was found for people low in conscientiousness. The findings suggest the need to account for individual differences in self-control in experimental tasks that might induce ego-depletion.

PAPER	**STREAM** **C**

Social perceptions of donors and recipients: A qualitative analysis of organ donation beliefs in student and community samples

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Despite positive attitudes toward organ donation, Australia has one of the lowest donation rates in the world. Given the need to identify the factors affecting donation decision-making, this study describes a qualitative analysis exploring perceptions about organ donation while living and upon death. Participants (N = 54) attended focus groups/interviews to discuss their perceptions of donors, non-donors and recipients, including recipients requiring a specific organ type. Participants also specified the recipients that they would be more or less willing to donate to. Thematic and content analysis of these discussions suggest that donors are considered in more positive terms than non-donors, although there were context-specific differences. Recipients were commonly perceived as deserving of medical intervention; however, this perception was dependent on organ type. These findings enable an understanding of the social perceptions that may be impacting on people's donation decisions.

NO PRESENTATION	**STREAM** **D**

PAPER	STREAM A

Evaluating Interactive Television Models for Young Children

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Interactive media allow the viewer to alter program content on-line. Such media may benefit young children, but there has been little research. Using existing programs, we examined the attention, comprehension, and enjoyment of 4 and 5 year olds with 4 models of interactive compared with non-interactive TV. Choices were made with the remote control, either; 1) participating with program activities, 2) repeating or 3) customising content, or 4) making narrative choices. Interactivity, per se, was not beneficial. Specific models were associated with benefits; participation and repetition resulted in higher comprehension. Customised content had no impact. Manipulation of narrative disrupted comprehension and enjoyment. Successful interactivity builds upon the features of well-designed traditional children's TV, namely opportunities for participation and content repetition. Implications for understanding the impact of changes in media technology will be considered.

PAPER	STREAM B

The effect of personalising the anti-fat Implicit Association Test, and its relationship with socio-cultural attitudes towards appearance

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To extend the findings of Olson and Fazio (2004), the present study examined whether a 'personalised' version of the Implicit Association Test (IAT) reveals relatively less anti-fat prejudice than the traditional version of the IAT, and whether the personalised version correlates more highly with explicit anti-fat attitudes. Participants completed both traditional and personalised versions of the IAT, an explicit measure of anti-fat attitudes, and the SATAQ-3 questionnaire to measure socio-cultural attitudes towards appearance. A significant IAT effect was found with both the personalised and traditional IATs, with the effect for the traditional IAT being significantly greater than for the personalised IAT. As predicted, explicit anti-fat attitudes were significantly correlated with scores on the personalised IAT but not on the standard IAT. Scores on the SATAQ-3 showed no relationship with either IAT, however significantly predicted explicit anti-fat attitudes. The implications of these findings for anti-fat attitudes research are discussed.

PAPER	STREAM **C**

Intentions and willingness to use health innovations: The role of social psychological, technology adoption and risk factors

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Understanding individuals' decision-making for health innovations can be a key part of minimising the social cost of illness. Two studies examined intentions and willingness to adopt health innovations. Study 1 (N = 358) predicted people's intentions and willingness to use functional foods, vitamin supplements, alternative therapies and pedometers. Participants completed questionnaires based on the Theory of Planned Behaviour (TPB; Ajzen, 1991), examining attitude, norm and control factors and items assessing usefulness and ease of use from the Technology Acceptance Model (TAM; Davis, 1989) as well as risk factors. The results supported the TPB constructs, perceived usefulness from the TAM, and risk familiarity. Study 2 (N = 102) was a 2 x 2 experiment manipulating information about the usefulness and risk familiarity of alternative therapies. The TPB variables emerged as the only significant predictors of intentions and willingness, supporting the model's efficacy within this context.

PAPER	STREAM **D**

The role of ideology in facilitating and inhibiting progress toward social change

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The current research aimed to investigate the ways in which ideological beliefs about the illegitimacy and stability or instability of Indigenous disadvantage serve to facilitate or inhibit the effectiveness of this group-based interaction. Specifically, this study (N = 104) found that while group-based interaction increased support for collective action there was an inhibitory effect on level of support when this interaction occurred between participants who believed that Indigenous disadvantage was stable and illegitimate. When participants believed that Indigenous disadvantage was unstable and illegitimate then there was no change from a baseline established using a non-interaction control group. Analysis of the subset of participants in the non-interaction condition revealed the important explanatory role of opinion-based group membership. Results are discussed in relation to the role of ideology in shaping peoples response and support for progress towards positive social changes.

PAPER	STREAM A

Mobile phone communication in romantic relationships: The role of individual differences and relational uncertainty on text message communication outcomes

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Text messaging has become a popular mobile phone function. However, research has been predominantly descriptive and related communication outcomes have yet to be explored. This study addressed mobile phone and text communication outcomes in romantic relationships, focusing on three text messaging features: misinterpretation of messages; need for immediate response; and storing and reflecting on messages. It was proposed that during different interaction contexts, these aspects of phone use would be associated with enduring individual differences (impulsivity and neuroticism) but that relationship features (relational uncertainty) would add to explanation over and above individual differences, and also mediate the effects of individual differences on text communication outcomes. Regression analyses partially supported the hypotheses, demonstrating that idiosyncratic qualities and relationship circumstances play an important role in explaining text communication outcomes.

PAPER	STREAM B

The outcomes of rejection in the workplace

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This study assesses responses to rejection in the workplace. Participants imagined that they were the target of rejection (target condition, n = 25), or that they themselves were involved in rejecting a colleague and had to imagine the victim's responses (perpetrator condition, n = 25). Across conditions, participants reported that as a result of the rejection, victims would feel more 'sad' than 'mad' and they would engage in lower prosocial behaviours but more withdrawal and alienated behaviours. Participants also reported more behavioural reactions when they were the target of the rejection (victim active) than in the perpetrator condition (victim passive). Correlationally, targets perceived that the rejection would leave them 'sad' and this sadness would correlate with withdrawal. However, perpetrators imagined that the rejection would leave the victim 'sad', and that sadness would correlate with alienated behaviours. Implications for future research and study will be discussed.

PAPER	STREAM C

Legal party pills and recreational drug use in New Zealand

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Supporters of New Zealand's unique legal party pill industry claim that these Bezylpiperazine (BZP) based pills provide a safe legal alternative to illicit drugs such as Methamphetamine and Ecstasy. This study uses quantitative surveys anonymously completed by 796 first year university students to examine how BZP based party pills are being used in relation to fifteen other legal and illegal substances. The primary aim of the study is to investigate whether party pills are being used as an alternative to illicit substances, therefore reducing illegal drug use, or whether they have become part of an illicit poly-drug users substance menu. Initial analyses indicate that the majority (73.4%) of BZP party pill users are illicit drug users. Furthermore, BZP users are more likely to be ecstasy users compared to illicit drug users who do not use BZP, and are equally likely to use methamphetamine as non-BZP using illicit drug users. The implications of these, and other findings are discussed.

PAPER	STREAM D

The social psychology of making poverty history: Using group based interaction, normative emotion and efficacy to boost support for international development activism.

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The failure to maintain the response to the Asian Tsunami Disaster of 2004 highlights the difficulty in sustaining programs aimed at overcoming poverty and preventable disease in developing nations. The current research involves two studies using group-based interaction to boost support for international development activism. Study 1 (N = 36) found that participants who took part in group-based interaction were significantly more likely to report intention to take action to help people in developing countries. Invoking norms of both efficacy and outrage further enhanced people's intention to take action, over and above the standard intervention. Study 2 (N = 121) replicated these results, and examined the role of normative efficacy and outrage separately. Normative outrage significantly boosted people's intentions to take action to help people in developing nations. The results provide strong evidence of social psychological processes that might be harnessed to promote activism more generally.

NO PRESENTATION	STREAM **A**

PAPER	STREAM **B**

Facing the world alone: Examining the effects of interpersonal rejection on mood and social interaction

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This paper investigates the effects of interpersonal rejection on an individual's mood and explores the repercussions of the experience on subsequent social behaviour. Participants are assigned randomly to one of three false feedback conditions where they are either told that they will have a lonely future (rejection), will have fulfilling relationships (belonging), or will be accident prone (misfortune). Participants then participate in an online chat with a fictional person. Analyses reveal that, after controlling for initial negative mood, feedback condition is a significant predictor of post-manipulation negative mood. Participants in the rejection condition report significantly more negative mood than the control conditions. Examination of qualitative data from the online chat reveals that compared to the two other conditions, participants in the rejected condition use fewer emotion words, make fewer social references, and are less likely to make self-attributions.

PAPER	**STREAM C**

Communication and the quality of medical care: An intergroup approach

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Recent health communication research supports the need to consider the influence of social and group identity in interactions between health professionals within the highly differentiated social system of the tertiary hospital. The relationship between interprofessional communication and the quality of health care has not been addressed from an intergroup perspective. In this paper we explore these issues in patients with upper gastrointestinal bleeding (UGIB) who require coordinated multidisciplinary management. We report findings from an audit of medical records and in-depth interviews with health professionals who contribute to the management of UGIB. Findings from medical record analysis suggest systematic deficiencies in documentation with intergroup stylistic differences in written communication, whilst interviews reveal that health professionals have a strong sense of their professional membership which pervades interactions.

PAPER	**STREAM D**

Social influence in the context of group-directed criticism: Are three critics more persuasive than one?

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People are more defensive in the face of criticism of their group when the comments come from an outsider than when they come from an ingroup member (the intergroup sensitivity effect). Drawing on research on social influence, the present study was conducted to see if the intergroup sensitivity effect could be reduced if the criticisms were endorsed by multiple sources rather than a single source. Participants read criticisms of Australia that came from either an Australian or a foreigner. Furthermore, the feedback was either attributed to one person, or to three people who independently came to the same negative conclusions about Australia. Results showed that when participants were not Australian, they were more swayed by the feedback when it came from multiple rather than single sources. In contrast, when participants were Australian, source size had no effect on defensiveness toward the criticisms. Results are discussed in light of the literature on defensive processing.

PRESIDENTIAL SPEAKER

PRESIDENTIAL SPEAKER

Beyond the banality of evil: Rethinking the conclusions from classic studies of obedience and tyranny

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Recent critiques of the Stanford Prison Experiment and Milgram's obedience studies have argued that understanding extreme action requires consideration of individual characteristics and the interaction between person and situation. This paper develops this argument in two ways (see Haslam & Reicher, in press). First, it reappraises historical and social psychological evidence that has been taken to support the broader 'banality of evil' thesis – the idea that ordinary people commit atrocities without awareness, care or choice. Counter to this thesis, it is suggested that perpetrators act thoughtfully, creatively, and with a conviction borne of social identification with a collective cause. This argument is lent additional support by evidence from the BBC Prison Study (Reicher & Haslam, 2006). Building on these insights, this paper argues for an interactionist approach to tyranny which explains how people are (a) initially drawn to extreme and oppressive groups, (b) transformed by membership in those groups, and (c) able to gain influence over others and hence normalize oppression. These dynamics can make evil appear banal, but are far from banal themselves.

INDEX

OGNITION LEADERSHIP
RGANISATIONS ATTITU
ELATIONSHIPS NONVEF
EHAVIOUR STEREOTYPI
NTERGROUP RELATIONS
DICE DISCRIMINATION
OUR CONFORMITY JUST
ERSUASION IMPLICIT AT
UDES COMMUNICATION
HOLOGY & LAW LANGU
EALTH BELIEFS DE-IND
ION INCLUSION OSTRAC
RITICISM INTRAGROUP
IONS ATTACHMENT EMC
FFECT IMPRESSION FOI
ION ATTRIBUTION EVOL