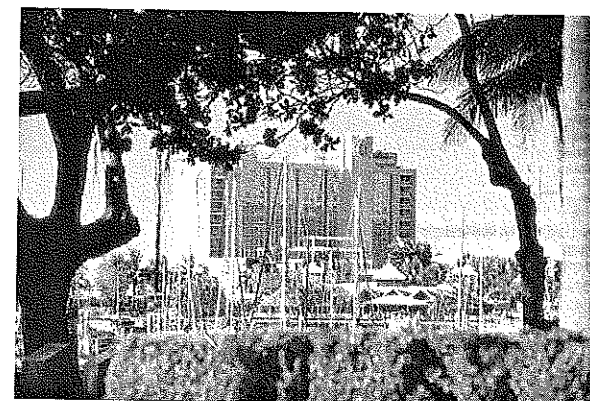2005

"Another day in paradise..."

SASP 34th Annual Conference

Jupiters Hotel & Casino, Townsville

Welcome Message

The Local Organising Committee takes immense pleasure in welcoming you to Townsville for the 34th Conference of the Society for Australasian Social Psychologists. In addition to what we think to be a full and exciting scientific programme consisting of some 115 accepted submissions and invited talks, we have organised a range of 'extracurricular' social activities. We do hope that you and your families will enjoy the natural wonders of the area as well as the inherent friendliness of North Queenslanders.

Following a day of preconference workshops, the Conference will formally kick-off with a poolside reception and barbeque on Thursday from 7:00 pm. The barbeque will commence with welcoming addresses from Prof. Bernard Moulden, Vice-Chancellor of James Cook University and by Prof. Janet Greeley, Executive Dean of the Faculty of Arts, Education and Social Sciences (both psychologists!). SASP President-Elect, Debbie Terry, will then formally open the Conference.

Paper sessions and symposia will begin at 9:00 am on each of Friday, Saturday and Sunday, with proceedings through to 6:00 pm on the first two days and the closing of the Conference at 3:30 pm Sunday, following SASP's Annual General Meeting. Be sure to attend the three invited addresses being delivered by internationally renowned social psychologists: Prof. Denis Hilton of the Université de Toulouse and Prof. Dale T. Miller of Stanford University will deliver Keynote Addresses from 5:00-6:00 pm on Friday and Saturday, respectively, and on Sunday Prof. Joseph Forgas will deliver SASP's annual Presidential Address from 1:00-2:00 pm. The Committee has tried to maximise the time for tea breaks and lunches in recognition that social interaction amongst delegates can be as intellectually remunerative as the sessions themselves.

Besides the scientific programme, a vigorous social programme comprising a postgraduate students dinner, the Conference Banquet, and optional tours are on offer. We hope that you will participate in as many of these activities as you possibly can.

Again, we bid you a warm welcome to Townsville and sincerely hope that you experience a productive and enjoyable Conference,

Ben Slugoski
Jennifer Sojan
Glenda Blackwell
Kellie Doonan

Contents

SASP Executive and Local Organising Committees

SASP Executive Committee

President	Kip Williams	Purdue University
President-Elect	Deborah Terry	University of Queensland
Past-President	J. Michael Innes	University of Adelaide
Secretary	Julie Fitness	Macquarie University
Treasurer	Nick Haslam	University of Melbourne
Newsletter Editor	Paul Williamson	Flinders University
Web Officer	Michael Platow	Australian National University
Postgraduate Students Representative	Catherine Philpot	University of Queensland

Local Organising Committee

Chair	Ben Slugoski	James Cook University
Coordinator	Jennifer Sojan	James Cook University
Postgraduate Events	Glenda Blackwell	James Cook University
Programming	Kellie Doonan	James Cook University

Conference Information

Venue
The main Conference and Hotel venue is Jupiter's Hotel and Casino complex, situated on the marina and overlooking the Coral Sea and Magnetic Island. For delegates wishing to stay at Jupiter's, *SASP* has arranged the corporate accommodation rate of $135.00 per room only or $157.00 including full buffet breakfast for two guests. A floor plan of the Conference area on the ground floor of Jupiter's appears on the following page.

Registration
The Registration Desk/Conveners Office is located opposite Ballroom 1. Ballroom 1 can be found on the ground floor level of Jupiter's to the left of the foyer entrance (see floor plan opposite).

The office will be staffed during the following times:

Thursday	3:00 pm - 7:00 pm
Friday	8:30 am - 5:00 pm
Saturday	8:30 am - 4.30 pm
Sunday	8:30 am - 4:00 pm

Badges
Delegates will receive a name badge with their registration package. It is **essential** that this be worn to all sessions and social events.
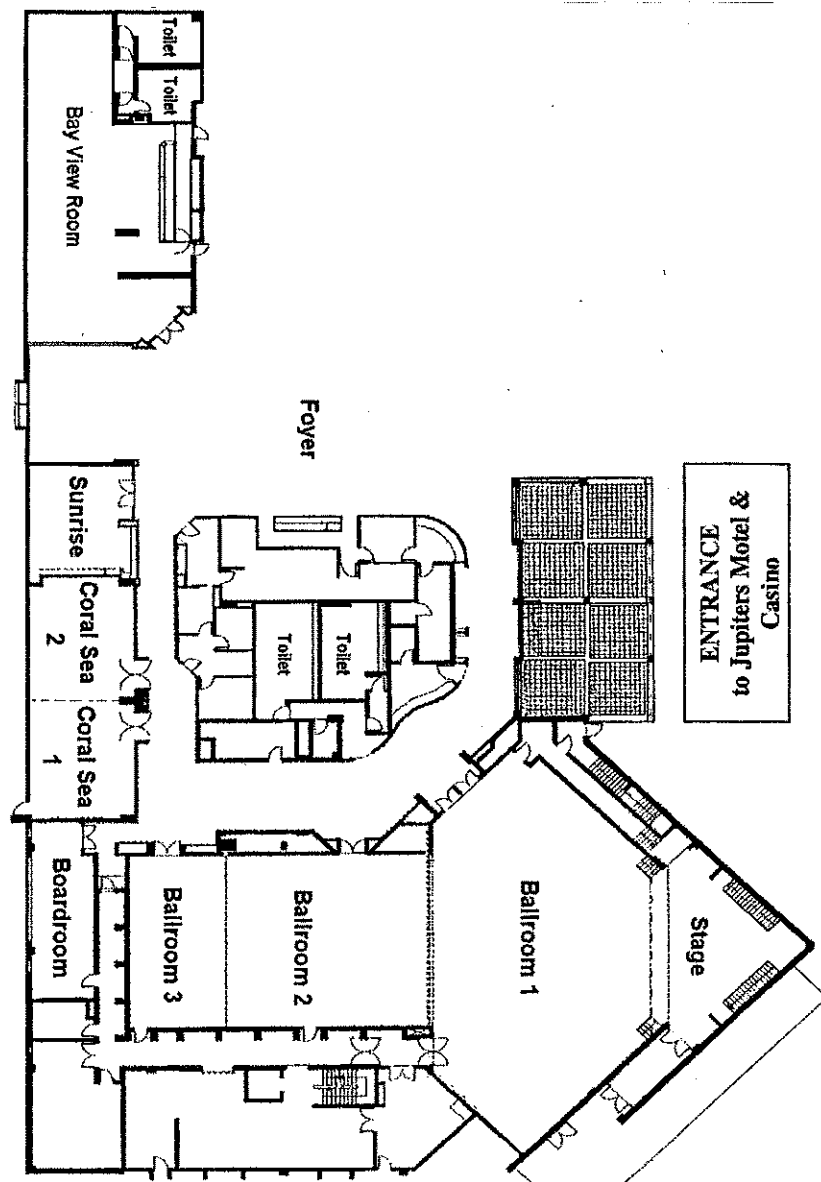
Badges are colour-coded as follows:

* Delegates (full conference)	Grey/White
* Delegates (day only)	Blue/White (Thursday), Red/White (Friday), Green/White (Saturday), Yellow/White (Sunday)
* Volunteers	Green/Black
* Committee/Other	Red/Black, Blue/Black

Technical Assistance
Presenters intending to utilise PowerPoint files in their presentations should bring them (on CD or USB compatible flash memory) to their designated room between 8:15 - 8:45 am on the day of their presentation. A technician will assist with loading these onto the computer's hard drive.

Poster Arrangements
Posters will be on display in the Sunshine Room during Friday and Saturday. Poster presenters should set-up their poster between 8:00 and 9:00 am on Friday, and remove it between 4:00 and 5:00 pm on Saturday. Poster presenters are expected to be present at their poster over the Friday and Saturday lunch periods (12:30 2:00 pm).

Floor plan labels: Toilet, Toilet, Bay View Room, Foyer, Sunrise, Coral Sea 2, Coral Sea 1, Boardroom, Ballroom 3, Ballroom 2, Ballroom 1, Toilet, Toilet, Stage, ENTRANCE to Jupiters Motel & Casino

Publishers' Display and Book Signing

A publisher's display, organised by the University Bookstore, will be set-up in the Conference foyer. In addition to displaying an array of disciplinary literature offered at Conference discounted prices, there will be a book signing event, with Mike Hogg and Graham Vaughn being present to launch the 4th edition of their highly regarded "Introduction to Social Psychology" textbook, published by Pearson Education Australia. Timing is to be announced during the Conference, and all delegates are welcome to attend.

Messaging and E-Mail Access

Messages will be posted on the Message Board outside the Registration/Conveners Office. Messages cannot be personally delivered. Delegates should check the Message Board daily. On-line computer and Email facilities are available through the hotel's Business Centre.

Postgraduate Students Dinner

A postgraduate dinner has been organised for the Friday night. All postgrads (and friends of postgrads) are encouraged to come along as it has evolved into a great event over the past few years. The dinner will be held at Tim's Surf 'n Turf on Ogden St., overlooking Ross River Inlet and with a magnificent view of Castle Hill at night. The cost (excluding drinks) is $25 per person, and needs to be paid during conference registration on Thursday, April 7th. Please contact Glenda Blackwell, the Postgraduate Events Co-ordinator, for further information.

Conference Banquet

The Conference Banquet will be held at the Museum of Tropical Queensland (about a kilometer from Jupiter's) on Saturday, April 9th. It will commence with wine and canapes in the garden area behind the Museum at 6:30 pm, following which we will move inside for seating in the shadow of the Musuem's prized reconstruction of the bow of HMS Pandora, the British navy ship sent to capture the Bounty mutineers and which later sank on the Great Barrier Reef. Dinner will be followed by a lively evening of music and dancing through until midnight. Cost of this great evening is $65.00, excluding bar drinks.

Touring and Excursions

In association with Escape Travel Pty, the Conference Organisers have made arrangements for several conference-related excursions, including visits to Billabong Sanctuary on Saturday, Magnetic Island on Sunday, and out to the Great Barrier Reef on Monday. Details and bookings can be obtained by contacting Gavin Mills from Escape Travel on: Telephone +61 (07) 4725 1766, Facsimile +61 (07) 4725 1766 or Email gavin.mills@escapetravel.com.au. Please note that these activities are arranged without profit to SASP and that you will be dealing directly with the Agent, though group discounts have been negotiated where possible. For those wishing to take the time to explore and enjoy the fascinating city of Townsville and the spectacular region outside of

the Conference time, you can contact Gavin for additional tours such as a visit to the Whitsunday's, Charters Towers, or white water rafting in Tully. We are grateful to Sunferries Pty Ltd for providing to delegates and their families the 20 percent discount voucher for all trips on their system (including Magnetic Island and the Barrier Reef) that has been inserted in your Conference satchel.

Special Notice: Evolutionary Psychology Interest Group?
Michele K. Surbey, Julie Fitness and Bill von Hippel have been ascertaining interest among *SASP* members in the formation of an Evolutionary Psychology Interest Group. They invite anyone with an interest in this burgeoning yet regionally under-represented area to an informal meeting to be held in the Bay View Room (aka Jupiters' Lobby Bar) at 6:00 pm Friday (immediately following Denis Hilton's Keynote Address).

SCIENTIFIC

PROGRAM

Friday, 8th April

	Ballroom 1	Ballroom 2	Coral Sea
9:00	Symposium A: Responding to Stereotypes (Convenor – Vance Locke)	Tim Kurz, Mark Linden & Noel Sheehy	Kathleen Wallbank & Kipling Williams
	Vance Locke & J.M. Cesareo	Tim Corcoran	Jonathan Gerber
	William von Hippel & Courtney von Hippel	Miles Bore	Bruce Findlay & M. Piggott
	Courtney von Hippel, Jonathan Yeung, Arianna Zaroudis & Alicia Walsh	Michael Innes	Nathan Gaunt
10:30		BREAK	
11:00	Warwick Hosking	Judith Planitz & Candi Peterson	Catherine E. Amiot & Céline M. Blanchard
	Todd Jackson	Kara Pasmore, J. Smith & D.J. Terry	David Collins & Arthur Stukas
	Nasreen Yasin & Kay Bussey	Friederike Gerull	Carrie L. Wyland
	Peter Strelan	Kipling Williams, Julie Fitness & Nicki Newton	Joseph Ciarrochi, Leslie Eaton, David Funder & Ronald Riggio
12:30		LUNCH	
2:00	Symposium B: New Directions in the Study of Intimate Relationships: From Betrayal to Forgiveness (Convenor – Garth J.O. Fletcher)	John McClure, Denis Hilton & Robbie Sutton	Alison Pike, Julie Duck & Deborah J. Terry
	Julie Fitness & Rasma Taubman	Laura Varanelli & Arthur Stukas	Patricia L. Obst & Katherine M. White*
	Nickola C. Overall, Garth J.O. Fletcher & Jeffry A. Simpson	Stefania Paolini, Mark Rubin & Richard Crisp	Susan Hansen
	Alice Boyes & Garth J.O. Fletcher	Rebekah East	Karen Gonsalkorale & William von Hippel
3:30		BREAK	
4:00	Carla Crespo, Isabel N. Davide & M. Emilia Costa	Oraphin Choochom	Barbara Kennedy
	Myron D. Friesen & Garth J.O. Fletcher	Michele K. Surbey	Jenny Laing
	Discussant: Garth J.O. Fletcher	Simon Laham	Karen Weeden & Nerina Jimmieson
5:00			
	Keynote Address: Denis J. Hilton, Université de Toulouse "Getting Things Done Through Logic Words: Creating Collective Value Through Co-ordination"		
6:00			

Saturday, 9th April

	Ballroom 1	Ballroom 2	Coral Sea
9:00	Symposium C: Communicative Perspectives on Group Processes and Intergroup Relations (Convenor – Robbie Sutton)	Arthur A. Stukas	Marc Wilson(1)
	Stephano Occhipinti, Liz Jones*, Paul Grieve & Mary Janetzki	Richard Ronay & Do-Yeong Kim	Ann Wetherall
	Emi Kashima & Yoshihisa Kashima	Daniel Healy, Deborah Terry & Michael Hogg	Virginia Braun
	Karen Douglas, Robbie Sutton & Katie Wilkin	Joanne R. Smith & Andree McSweeney	Ian Lubeck, J. Schuster, J. Cadesky, K van der Riet, S. Ganapathi, M. Wong, S. Kros, B. Dy, H.Lee, R.Idema & T. van Merode
10:30		BREAK	
11:00	Kim Peters & Yoshihisa Kashima	Blake McKimmie & Jane Masters	Bernadette Watson
	Robbie Sutton, Tracy Elder & Karen Douglas	Lynne ForsterLee, Leeana Kent* & Irwin A. Horowitz	Megan Oaten & Ken Cheng
	Mark Tarrant	Graham Tyson & Kerry Robinson	Anne Pederson & Ngaire Donaghue
	Matthew Hornsey	Rod Lindsay	
	Discussant: Yoshihisa Kashima		
12:30		LUNCH	
2:00	Symposium D: Psychological Essentialism (Convenor – Nick Haslam)	Janine Webb	Kirsten Robertson & Tamar Murachver
	Brock Bastian & Nick Haslam	Brianne Hastie	
	Jennifer Whelan & Yoshihisa Kashima	Winnifred Louis & Angela Nickerson	Mathew Marques
	Yoshihisa Kashima, Nick Haslam & Paul Bain	Patrick Heaven & Lee-Ann Organ	Michael Halloran & Amy Munroe
3:30		BREAK	
4:00	Paul Bain, Yoshihisa Kashima & Nick Haslam	Sally Lai, Deborah Terry & Michael Hogg	Nicolas Fay
	Jennifer M. Boldero & Leah M. Kaufman	Mark Rapley & Rachel Dunn	James Liu
	Nick Haslam, Paul Bain, Lauren Douge, Max Lee & Brock Bastian	Julie Duck, M. Marques, S. Finley, P. Bain, W. Hosking, S. Simon, C. Tanti, R. East, D. Healy & D. Terry	Michael Bond
5:00			
	Keynote Address: Dale T. Miller, Stanford University "The Norm of Self-Interest"		
6:00			

Sunday, 10th April

	Ballroom 1	Ballroom 2	Coral Sea
9:00	Symposium E: The Interface Between Social and Organisational Psychology (Convenor - Katherine Reynolds) Barbara Masser, Julie Duck & Deborah J. Terry Tim Grice, Cynthia Gallois, Elizabeth Jones, Victor Callan & Neil Paulsen Catherine Amiot & Deborah Terry	Wayne Warburton & Doris McIlWain Shari Walsh & Katherine M. White Arthur A. Stukas, Maree Daly & Martin J. Cowling Kellie Doonan	Ted Thompson, J. Davidson & J. Sakulku Marc Wilson(2) Ted Thompson & J. Ferrari Yanelia Yabar & Lucy Johnston
10:30			
11:00	BREAK		
	Mary Lee, Cynthia Gallois, Prashant Bordia & Ng Sik Hung Danica Hooper & Robin Martin Katherine Reynolds, John Turner, Kristine Veenstra, S. Alexander Haslam & Nicole Burgess	Amanda Duffy Chris Tanti Leeana Kent, Lynne ForsterLee & Jaki Babic	
12:00	LUNCH		
1:00	Presidential Address: Joseph P. Forgas, *UNSW* "Hearts and Minds: Affect in Social Thinking and Behavior"		
2:00	SASP AGM		
3:00	BREAK		
3:30			

CONFERENCE CLOSES

Postgraduate Workshop Abstracts

SASP will run two free postgraduate workshops on the morning and early afternoon of Thursday, April 7th. These will be held in the Coral Sea Room of Jupiter's Hotel and Casino (Lunch will be provided from 12:00 - 1:00)

Workshop 1 (9:00 - 12:00 am)
Presenters: Denis Hilton (*Université de Toulouse II*) and Ben Slugoski (*James Cook University*)
Topic: Discourse processes in social research: How to do things with Austin, Searle and Grice

This workshop will take seriously H. Tajfel's admonition that no psychology experiment is ever conducted in a social vacuum. Central to human sociality is people's ability and motivation to engage cooperative conversational exchanges. We propose that an understanding of conversational structure and processes is crucial for making sense of participants' responses in much social psychological research, especially within the area of social cognition. Our approach is grounded in 'ordinary language philosophy' and linguistic pragmatics, in particular Austin and Searle's speech act theory and Grice's logic of conversation. We will begin by reviewing how conversations 'work' from a pragmatic perspective, and then will proceed to apply the analysis to a variety of phenomena that typically are treated from a purely cognitive perspective (e.g., causal attributions, heuristics and biases, framing and preference judgments). In the final portion we will provide students with a set of methodological guidelines, based in pragmatic insights, for distinguishing between 'cognitive' and 'conversational' accounts of people's tendency to provide ostensibly 'irrational' judgments in such studies, hence also ways to identify and 'control' for possible conversational influences when designing their own studies.

Workshop 2 (1:00 - 4:00 pm)
Presenters: Laurence Fiddick (*James Cook University*), Valerie Stone (*University of Queensland*) and Thomas Suddendorf (*University of Queensland*)
Topic: Evolutionary social cognition

As humans are a complexly social species, the study of the information-processing underlying social behaviour is a significant topic in evolutionary psychology. How an individual interacts with others can have strong effects on survival and reproduction. We will first discuss theoretical issues about social behaviour from evolutionary biology. We will then discuss methods used in evolutionary psychology for studying information-processing in the social domain. This will include: developmental and primate studies on joint attention, theory of mind, and related cognitive abilities, research with neurological patients and neuroimaging on theory of mind and related cognitive abilities, and research with neurological patients and neuroimaging on social and non-social reasoning.

Denis J. Hilton

INVITED SPEAKERS
Abstracts and Profiles

Keynote Address: Denis J. Hilton, *Université de Toulouse II, France*

Title: *Getting things done through logic words: Creating collective value through co-ordination*

Time: Friday, 5:00-6:00 pm, Ballroom 1

I argue that logical expressions in human language are geared to getting things done (performative function) as well as describing states of the world (constative function). I present a conversational action planning model of social co-ordination, which we use to predict choice of logic and uncertainty expressions in situations in which two people co-operate in the face of risk and uncertainty. We show how this model predicts preferences for formulations of conditional directives, where a principal instructs an agent on how to behave in a hypothetical situation; for quantity and probability expressions that express risk; and for responses to framing effects on risky choice. I argue that the pragmatic signals encoded in human logical vocabulary can facilitate social co-ordination through aiding mutual recognition of intentions on the kinds of joint projects where collaboration is likely to create value. As well as describing existing states of the world, these signals encode implicit arguments for or against actions to create new, desired states. This pragmatic approach suggests a new perspective on the nature of logical expressions and the rationality of human reasoning and communication.

Denis J. Hilton is Professor of Social Psychology at the University of Toulouse, France. After completing his doctorate at Oxford University in 1985, he took up a Post-doctoral Fellowship in cognitive science at the University of Illinois, followed by an Alexander von Humbolt Fellowship at the University of Mannheim, Germany. He has served on the faculties of Cardiff and Hertfordshire Universities in the U.K., the Ohio State University in the U.S., and the Ecole Supériore des Sciences Economiques et Commerciales in Paris, France before moving to Toulouse. A prolific social psychologist with particular interests in attribution theory, human judgment and reasoning, and historical social psychology, he was recently seconded for two years by the Centre des Nationale Researche Scientifique (CNRS) to conduct research in experimental economics.

Dale Miller

Keynote Address: Dale T. Miller, *Stanford University, U.S.A.*

Title: The norm of self-interest

Time: Saturday, 5:00-6:00 pm, Ballroom 1

The self-interest motive is singularly powerful according to many of the most influential theories of human behavior and the layperson alike. In this talk I will argue that scientific theories and collective representations exaggerate the power of the self-interest motive. I will argue further that the myth of the power of self-interest, at least in western cultures, has led to the creation of a norm of self-interest that specifies that self-interest both is and ought to be a powerful determinant of behavior. This norm influences people's actions and opinions as well as the accounts they give for their actions and opinions. In particular, it leads people to act and speak as though they care more about their material self-interest than they do. I will describe a series of studies that illustrate the norm of self-interest at work. I will also discuss how the norm of self-interest is institutionally supported. Finally, I will address some general consequences of viewing self-interest as a social fact rather than a biological imperative.

Dale T. Miller is Morgridge Professor of Organizational Behavior and Codirector of the Center for Social Innovation in the School of Business, Stanford University. He is also a professor of psychology in the Department of Psychology at the School of Humanities and Sciences. He focuses on the psychology of justice, social norms, philanthropy, and group decision-making. Professor Miller joined Stanford in 2002, after many years at Princeton University. He has been a fellow at the Center for Advanced Study in the Behavioral Sciences and a member of the Institute for Advanced Study. A prolific social psychologist, he has published numerous articles, chapters and books on a wide range of topics. His work has informed public policy debates on immigration, health care delivery, and community governance. He has received numerous awards and serves as consulting editor of the Journal of Personality and Social Psychology.

Joe Forgas

Presidential Address: Joseph P. Forgas, *University of New South Wales*

Title: Hearts and Minds: Affect in social thinking and behavior

Time: Sunday, 1:00 2:00 pm, Ballroom 1

Although affect is a key feature of social behavior, research on affectivity has remained a relatively neglected topic in social psychology for most of its history. The last two decades saw a rapid expansion of theorizing and empirical work on affect. This paper will survey some of the most recent developments in research on the role of affect in social thinking and behavior. A number of our empirical studies exploring the cognitive, judgmental, behavioral and personal consequences of social affectivity will be described. In particular, a series of recent experiments will be reviewed demonstrating that affective states have a significant influence on a variety of cognitively mediated strategic interpersonal behaviors, such as self-disclosure, relationship behaviors, social influence strategies and verbal communication strategies. These effects can be theoretically explained in terms of the information processing strategies people employ when interpreting social situations and planning their behaviors. The implications of these findings our understanding of everyday social behaviors, and for contemporary affect-cognition theorizing will be considered. The prospects for an emerging integrative theoretical framework accounting for the multifaceted role that affect plays in social affairs will also be discussed.

Joseph P. Forgas is Scientia Professor in the School of Psychology, University of New South Wales. He has research interests in affect and social behaviour, social interaction processes, and social judgments and social cognition. His recent studies investigated the influence of affective states on memory, social cognition, judgments, decisions and interpersonal behaviours, such as language use, requesting, negotiation, social influence strategies and persuasion. Professor Forgas has received numerous awards, including the Distinguished Scientific Contribution Award from the Australian Psychological Society (2004), the Special Investigator Award from the Australian Research Council, and has been elected Fellow by the American Psychological Society, the Society of Personality and Social Psychology, the Academy of Social Sciences in Australia, and by the Hungarian Academy of Sciences.

SYMPOSIUM ABSTRACTS

Symposium A: Responding to stereotypes

CONVENOR: LOCKE, V. *(University of Western Australia)*

PRESENTERS: LOCKE, V., VON HIPPEL, C., & VON HIPPEL, W.

This symposium will cover recent research into stereotypes and stereotyping. Vance Locke will cover his recent work on the mechanisms used to avoid stereotype activation. William von Hippel will describe a series of studies which examine the ways in which people use denial as a strategy to cope with stereotype threat. Courtney von Hippel will discuss her recent work on stereotype threat in two real world situations: large multi-national organizations and driving.

How do people avoid using stereotypes? Inhibition vs counter-stereotype activation.

LOCKE, V. & CESAREO, J.M. *(University of Western Australia)*

The current research examined two candidate strategies by which non-prejudiced goals moderate stereotype activation: automatic stereotype inhibition and automatic counter-stereotype activation. Eighty (50 female, 30 male) Psychology undergraduates participated in the study, which assessed automatic activation of Aboriginal stereotypic, counter-stereotypic and non-stereotypic information during a social judgment task. Following the presentation of Aboriginal facial primes, participants were required to name the colour of backward-masked trait words while preparing to judge the person depicted in the prime. The colour-naming data provided evidence that automatic stereotype activation was only evident for high-prejudice participants. For low-prejudice individuals, results demonstrated inhibition of stereotypic traits, relative to a Caucasian baseline comparison. Counter-stereotypic traits, however, did not show any significant deviation from baseline. These findings suggest that automatic stereotype inhibition may be an important mechanism by which non-prejudiced goals moderate stereotype activation.

Stereotype threat in the real world

VON HIPPEL, C., & YEUNG, J., ZAROUDIS, A., & WALSH, A. *(University of New South Wales)*

The research presented in this talk extends previous research on stereotype threat to two different real-world settings. In Part 1 we examined female leaders and aspiring leaders in large multi-national organisations, and in Part 2 we examined female drivers on a car simulator. Results indicated that women in organisations exposed to subtle stereotype threat cues dissociated from certain aspects of their identities, and also felt that they were less likely to achieve their career goals. In Part 2 we found that compared to a control group, women who were reminded about the negative stereotype of female drivers performed better on driving elements that were predictable and readily controlled (e.g., lateral position control of the vehicle) but performed worse on driving elements that were less predictable and controllable (e.g., hitting a jaywalking pedestrian).

Coping with stereotype threat

VON HIPPEL, W., & VON HIPPEL, C. *(University of New South Wales)*

Four experiments tested the hypothesis that people who are concerned with impression management cope with stereotype threat by denying incompetence in stereotyped domains. Consistent with this hypothesis, temporary employees threatened by a stereotype of incompetence (Study 1) and hostel-dwelling older adults (Study 2) were more likely to deny cognitive incompetence if they were high in impression management. This effect also emerged among African Americans, but only when tested by a White experimenter and only if they attended a predominantly African American high school, suggesting that denial of incompetence served a self-presentational purpose. In Study 4, White students threatened by a stereotype of being less intelligent than Asians who expected to take an IQ test were more likely to deny that intelligence is important if they were high in impression management. Threatened students also attempted more problems on the IQ test, and consequently received a lower score than non-threatened students.

Symposium B: New directions in the study of intimate relationships: From betrayal to forgiveness

CONVENER: FLETCHER, G.J.O. *(University of Canterbury, New Zealand)*

PRESENTERS: FITNESS, J., OVERALL, N., FRIESEN, M., BOYES, A., & CRESPO, C.

DISCUSSANT: FLETCHER, G.J.O. *(University of Canterbury, New Zealand)*

The five presentations in this symposium all report research on intimate relationships from a social psychological perspective. It is possible to identify four related themes. First, people enter into relationships with expectations, attachment styles, and individual differences, which exert a profound influence on the course of relationships. Second, evaluations of relationship satisfaction are influenced by such prior knowledge structures, but which in turn powerfully influence affect, behavior and cognition. Third, relationship judgments are typically biased, but individuals may be aware of such biases. Fourth, understanding intimate relationships requires an analysis of the links between social cognitive processes and interpersonal behavior.

Betrayal in close relationships: The roles of narcissism, shame-proneness, and relationship satisfaction

FITNESS, J., & TAUBMAN, R. *(Macquarie University)*

The overall aim of this study was to examine the roles of narcissism, shame-proneness, and relationship satisfaction on people's attributions for, and estimated forgiveness of, betrayal in romantic relationships. One hundred and sixteen participants who had been dating for at least two months completed a questionnaire in which they recalled and described a self-caused betrayal and a partner-caused betrayal (in counterbalanced order). Participants completed measures of cognitive attributions and estimates of forgiveness for both betrayals, along with measures of overt and covert narcissism, shame-proneness, and relationship satisfaction. As predicted, shame-proneness was negatively associated with forgiveness of partner betrayals and with estimated partner forgiveness of own betrayals; shame-proneness was also positively related to intentionality attributions for partner betrayals. However, hypotheses relating to overt and covert narcissism were largely unsupported. Regression analyses demonstrated the importance of relationship satisfaction, over and above personality factors, in predicting responses to interpersonal betrayal.

Why people change their intimate relationships: The regulation function of ideal standards

OVERALL, N.C., FLETCHER, G.J.O. (University of Canterbury, New Zealand), & SIMPSON, J.A. (University of Minnesota, USA)

This research investigated the consistency between relationship perceptions and ideal standards (ideal-perception consistency) and the regulation desires and attempts of 200 individuals involved in relationships (Study 1) and 62 heterosexual couples (Studies 2 and 3). As predicted, lower ideal-perception consistency was associated with greater regulation desires and attempts, and these links (a) were specific to the locus of the discrepancy (self versus partner), (b) were moderated by perceived regulation success, and (c) operated within three pivotal mate evaluation dimensions. In addition, ideal-perception consistency mediated the relation between partner regulation and relationship quality, and cross-lagged analyses suggested that ideal-perception consistency and regulation influenced each other over time. These results support and extend the Ideal Standards Model (Simpson, Fletcher, & Campbell, 2001).

Do people know they are biased in judgments of their partners?

BOYES, A. & FLETCHER G.J.O. (University of Canterbury, New Zealand)

Prior research has demonstrated that individuals tend to hold positively biased views of their romantic partners. This study examined the association between meta-perceptions of bias and actual bias in couples ($n = 57$) across three dimensions: warmth/trustworthiness, attractiveness/vitality, and status/resources. As predicted, both men and women produced significantly accurate judgments concerning the degree to which their own (partner) judgments were biased. Associations between meta-perceptions of bias, actual bias, and other variables such as relationship quality were explored using SEM. Both actor and partner effects were found. Explanations and implications are discussed.

The role of ritual interactions in families and marriages.

CRESPO, C., DAVIDE, I.N., & COSTA, M.E. (University of Lisbon, Portugal)

Very little prior research has studied the role of ritual interactions in families and relationships (e.g., birthdays, meals). This study examined the association between self reports of rituals in families and married couples (n = 150) and other variables including relationship quality, closeness, relationship length and attachment. As predicted, regression analyses showed that stronger investment in family rituals was significantly associated with lower avoidant attachment, higher relationship satisfaction, and more closeness (for both men and women). Analyses at the couple-level were also carried out using SEM. These results were consistent with the regression analyses and revealed several partner effects (i.e., women influencing men). Explanations and implications are discussed.

Evidence for a distinct forgiveness prototype: Convergent and discriminant validity

FRIESEN, M.D. & FLETCHER, G.J.O. (University of Canterbury, New Zealand)

Evidence for a distinct forgiveness prototype: Convergent and discriminant validity. In this presentation I report the results of five studies that reveal convergent and discriminant evidence of a lay forgiveness prototype. Study 1 asked participants to list all possible features of forgiveness. From these results, we selected items nominated by at least 5% of the sample and in Study 2 found that participants reliably distinguished between central and peripheral features. Study 3 revealed that participants could reliably and accurately categorize forgiveness features, particularly the central features, from other types of victim responses. Study 4 found that participants judged hypothetical forgiving responses incorporating central forgiveness features as more forgiving, positive, and conducive for reconciliation than scenarios with peripheral features. Finally, Study 5 showed that regardless of individual differences in the tendency to forgive, participants reliably used the forgiveness features in hypothetical scenarios to discriminate between a forgiving response and other victim response categories. Implications for theories of forgiveness are discussed.

Symposium C: Communicative perspectives on group processes and intergroup relations

CONVENOR: SUTTON, R.M. *(Keele University)*

PRESENTERS: JONES, L., KASHIMA, E., DOUGLAS, K., PETERS, K., SUTTON, R., TARRANT, M., & HORNSEY, M.

DISCUSSANT: KASHIMA, Y. *(University of Melbourne)*

This symposium showcases recent developments in research on communication processes in group processes and intergroup relations, encompassing a wide range of methods and theoretical perspectives. Several papers explore how communicative acts, whether verbal or nonverbal, influence audiences' emotional, cognitive or behavioural responses to groups. Conversely, other papers explore how these attitudinal aspects of intergroup relations affect responses to intra- and intergroup communication. Together, the papers highlight the interplay between group dynamics and communication processes, whereby each constrains and is constrained by the other. The papers highlight how communicative processes contribute to stability and change in relations between and within groups.

Inhibiting the linguistic expression of stereotypes and biases

DOUGLAS, K.M., SUTTON, R.M., & WILKIN, K. *(Keele University)*

According to the linguistic category model, behavioural acts can be described using varying levels of concrete ("Jane *hits* Kate") and abstract language ("Jane is *aggressive*"). Typically, describers' beliefs cause them to commit a *linguistic expectancy bias* (LEB) or *linguistic intergroup bias* (LIB), such that they describe expectancy/stereotype-consistent behaviours abstractly and expectancy/stereotype-inconsistent behaviours concretely. Theories suggest that people unconsciously pass on their stereotypes and beliefs to others through this aspect of everyday communication. However, research also shows that communicators can *recruit* language abstraction when they consciously intend to manipulate an audience. The research presented here demonstrates that describers can sometimes also *inhibit* the effects of biased beliefs on language when they are explicitly instructed to communicate in an unbiased manner. In a series of experiments, we examined the boundary conditions of communicators' ability to -inhibit linguistic bias, and therefore stem the transmission of stereotypes and biases to others.

Overcoming the intergroup sensitivity effect: It's a matter of trust

HORNSEY, M. *(University of Queensland)*

Criticism serves an important function ingroup life in that it acts as a catalyst for growth. Furthermore, because groups can be slow to recognize or admit their own shortcomings, valuable criticism frequently comes from outside the group rather than from within it. However, research suggests that we are quick to reject criticism from outsiders, even when criticisms are legitimate and even when the outsider has high levels of experience with the group that they are criticizing (the intergroup sensitivity effect). This phenomenon is underpinned by an attributional bias; criticisms from insiders are more likely to be perceived as being motivated for constructive reasons than are criticisms from outsiders, thus arousing lower levels of defensiveness. I discuss a number of rhetorical strategies that outsiders can use to defuse the suspicion they face about their motives for making criticisms of a group and, by extension, to overcome the intergroup sensitivity effect.

Observed food preferences as nonverbal communication cues for cultural identity

OCCHIPINTI, S., JONES, L.*, GRIEVE, P., & JANETSJI, M. *(Griffith University)*

The present study examined the hypothesis that more positive intergroup attitudes would be primed when actors were seen sharing culturally coded foods than when no food sharing was observed. Eighty four participants were randomly assigned to three groups. In the Sharing Minority Food condition, participants observed actors playing 2 couples, one Asian-Australian and one Anglo-Australian, eating dinner at the same table, sharing Chinese food from single serving platters. The Sharing Majority Food condition was identical except that actors shared Anglo-Australian foods. The No Food Sharing condition served as a control. It was identical to the other conditions except that the two couples ate only the respective culturally coded foods. Participants completed the Blatant and Subtle Prejudice scale; an Attitudes to Multiculturalism scale; PANAS and other control items. Analyses showed significant effects for Subtle Prejudice and Negative Attitudes to Multiculturalism that were highest in the No Food Sharing condition. As well, some effects for mood states were observed. The results are discussed from the perspective that food sharing represents a communicative act with the potential to affect ratings of interpersonal and intergroup attitudes and beliefs.

Do mass media affect stereotypes even when exemplar information is available?

KASHIMA, E.S. *(La Trobe University)*, & KASHIMA, Y. *(University of Melbourne)*

Although interpersonal communication has been highlighted recently in stereotype research, the role of mass media has been neglected. We examined a media communication's effects on the formation of stereotypes under the typical social circumstance, namely, when the recipients have access to exemplar information and can interpersonally communicate about it, namely. Participants were given the equal amount of positive and negative information about two fictitious universities on the warmth and competence dimensions, and were told to communicate their impressions about them to another participant. However, one university was said to be either more competent or warmer than the other through a newspaper article about a survey of Australian universities. The media communication affected the impression of the universities on the dimension it pertained, but also influenced their impressions on the other dimension in the compensatory manner, so that a more competent or warmer university was rated as less warm or competent than the other.

Feeling and relating: Communicated emotions influence intergroup relations

PETERS, K., & KASHIMA, Y. *(University of Melbourne)*

When people talk about others they talk emotively. Emotions have implications for the appraisals people make about the structure of the social world and their behaviours towards emotional stimuli, suggesting that this emotional communication could have implications for social relationships. In particular, emotions communicated about a target group should determine the listener's relationship with, and likely behaviour towards, both this group and the narrator. We examined these proposed social consequences using a questionnaire: participants responded to scenarios where a narrator shared an item of emotional gossip about a target group member with them. As expected, participants felt more socially connected with, and were more likely to approach, target groups and speakers in admiration and fear gossip than in anger or disgust gossip. The extent of speaker - participant emotion sharing mediated this effect. The role of emotional communication in intergroup relations is discussed.

"You can't say that about them": The social conventions governing intergroup communication

SUTTON, R.M., ELDER, T.J., & DOUGLAS, K.M. *(Keele University)*

Recent research documents the "intergroup sensitivity effect" (ISE: Hornsey, Oppes, & Svennson, 2002) whereby people respond more favourably to internal versus external criticism of their group. The current paper examines the roles played in this effect by *social identity* concerns associated with the protection of one's group from external attacks, and *social convention* concerns associated with the appropriate regulation of communication. Experimental evidence shows that "bystanders" who do not belong to the group being criticized respond similarly to "insiders". Similarly, high and low identifiers equally prefer internal criticism. These results suggest that social identity concerns are not responsible for the ISE. Further research shows that people explicitly endorse the view that internal group criticism is more appropriate, providing direct evidence of relevant social conventions. This normative preference for internal criticism is shown to depend on fundamental rules of communication, rather than constituting a uniquely intergroup phenomenon.

Normative status effects in responses to within-group communication

TARRANT, M. *(Keele University)*

Research into the black sheep effect (Marques *et al.*, 1988) has elaborated the different ways in which group members respond to individuals who violate group norms. The current paper presents two experiments which examined how a target's normative status impacts on others' reactions to communication from that target. In Experiment 1, high- and low-identifying group members ($N = 100$) read a transcript of an interview with a normative or anti-normative ingroup member who criticised the ingroup. Effects of normative status on responses to the transcript were observed amongst high identifiers only. These members were consistently more tolerant of criticism from normative than anti-normative targets: They were less sensitive to criticism from normative targets, rated their criticism as being more constructive, and evaluated those targets more positively. In Experiment 2, highly identified group members ($N = 174$) responded to criticism and praise from normative and anti-normative ingroup targets. Consistent with Experiment 1, comments from normative targets were received with less sensitivity than were comments from anti-normative targets, and normative targets were evaluated less negatively when they criticised the group. Effects of normative status were mediated by the perceived level of identification of the targets and the extent to which the targets were seen to have violated a group expectancy.

Symposium D: Psychological essentialism

CONVENER: HASLAM, N. *(University of Melbourne)*

PRESENTERS: BAIN, P., BASTIAN, B., BOLDERO, J., HASLAM, N., KASHIMA, Y., & WHELAN, J.

This symposium explores the consequences of essentialist thinking across a variety of social-psychological domains. We argue that laypeople's beliefs about the underlying nature of human attributes and groups have profound implications for social phenomena. Essentialist beliefs predict the endorsement of stereotypes (Bastian & Haslam), are associated with nationalism and attitudes to multiculturalism and immigration (Whelan & Kashima), and illuminate lay theories of social change (Kashima and colleagues). In addition, they underpin the credibility people give to value-laden rhetoric (Bain and colleagues), their responsiveness to personality feedback (Boldero & Kaufman), and their sense of personal identity (Haslam and colleagues).

Psychological essentialism and stereotype endorsement

BASTIAN, B., & HASLAM, N. (University of Melbourne).

Essentialist beliefs have recently been found to play an important role in understanding group perception and stereotyping processes. One area of research on implicit theories about personality distinguishes between entity and incremental theorists, where beliefs about the immutability of human attributes are predictive of stereotype endorsement. We argue that entity theories (immutability beliefs) belong to a broader set of beliefs that represent differences between people in terms of underlying essences. New measures of three essentialist beliefs (i.e., in the biological basis, discreteness, and informativeness of human attributes) were developed. These beliefs were found to covary with entity theories, and to predict the endorsement and innate explanation of stereotypes. Essentialist beliefs predicted stereotype endorsement independently of popular stereotyping- related individual difference measures, and in a way that as not reducible to the effect of entity theories. We argue that work on implicit person theories can be placed within an encompassing framework of psychological essentialism.

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Essentialist beliefs about national categories: The case of Australia

WHELAN, J., & KASHIMA, Y. *(University of Melbourne)*

Although research on essentialist beliefs has focused largely on beliefs about outgroups and their consequences, little attention has been paid to beliefs about ingroups, especially national categories. Given the ethnically diverse composition of Australian society, we explored the Australians' essentialist beliefs about their national identity, whether these are symbolic or biological, and what the correlates and implications of such beliefs might be. Participants endorsed a symbolic essentialist view more than a biological view about Australianness. While symbolic essentialist beliefs were positively correlated with both nationalism and patriotism, biological essentialist beliefs were correlated with nationalism only. Essentialist beliefs were also associated with Right Wing Authoritarianism, Social Dominance Orientation, Need for Cognitive Closure, and negative attitudes towards migrants and multiculturalism. The implications of these beliefs are discussed in terms of their consequences for psychological essentialism and inter-group behaviour.

An essentialist theory of social change

KASHIMA, Y., HASLMA, N., & BAIN, P. *(University of Melbourne)*

In social science and folk discourse, there is an implicit theory that stipulates the universal essence of social change. Social theorists of the Western modernization suggested that a traditional society based on close-knit communities evolved into a modern society where individuals are connected by exchange networks. Likewise, stereotype research suggests that wealthier nations are regarded as more agentic, but less communal than poorer countries. We report a series of experiments to show that there is a folk theory of social change that links industrialization, wealth, and sociality, in which a traditional society is believed to change into a modern, industrialized society in a "natural" course of development, where its sociality changes into a less communal and more agentic form. We discuss implications of the folk theory of social change for policy making in industrializing countries, and folk and scientific discourse on globalization and culture.

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The role of essentialist beliefs in reactions to value-laden rhetoric

BAIN, P., KASHIMA, Y., & HASLAM, N. *(University of Melbourne)*

Political discourse often invokes value-laden rhetoric, using values such as "freedom" and "equality" to justify policies and actions. This rhetoric often involves justifying the values themselves. We examined whether the credibility of such rhetoric was related to essentialist beliefs about values, specifically that they are central to "human nature". Sixty-six participants rated the credibility of three types of rhetorical statements (emphasizing essences, functions, or culture) about twenty-one values, and rated the centrality of values to human nature. Multi-level modeling revealed that essentialist beliefs were related to the credibility of all types of rhetorical statements, for both individuals and for the group. This implies that the efficacy of value-laden rhetoric lies in using values perceived as central to human nature, and not in the ways values are justified. It also suggests that people may be more susceptible to rhetorical influence to the extent that they hold essentialist beliefs about values.

The impact of implicit theories on the informativeness of negative personality feedback

BOLDERO, J.M., & KAUFMAN, L.M. *(University of Melbourne)*

It is well established that individuals' beliefs about the fixedness versus malleability of abilities (i.e., implicit theories) have an impact on responses to negative academic feedback. However, to date, research has not examined the impact of implicit personality theories on feedback about personality. This study examined the hypothesis that individuals' implicit theories of personality predict the perceived informativeness of negative, but not positive personality feedback. Consistent with predictions, the extent to which individuals held incremental (versus entity) theories of personality predicted the informativeness of negative feedback. This impact was independent of the perceived accuracy of the feedback. In addition, the personality factor, openness to experience, which is correlated with implicit theories, also independently predicted perceived informativeness of negative feedback. The results highlight the importance of individuals' implicit theories in determining responses to negative personality feedback.

More human than you: Attributing humanness to self and others

HASLAM, N., BAIN, P., DOUGE, L., LEE, M., & BASTIAN, B. *(University of Melbourne)*

People typically evaluate their ingroups more favourably than outgroups, and themselves more favourably than others. Research on infra-humanisation also suggests a preferential attribution of the "human essence" to ingroups, independent of ingroup favouritism. We propose a corresponding phenomenon in interpersonal comparisons: people attribute greater humanness to themselves than to others, independent of self-enhancement. Study 1 demonstrated two distinct understandings of humanness – traits representing human nature and those that are uniquely human – and showed that only the former is understood in an essentialist fashion. In Study 2, participants rated themselves higher than their peers on human nature traits, but not on uniquely human traits, independent of self-enhancement. Study 3 replicated this "self-humanization" effect, and indicated that it is partially mediated by the attribution of greater depth to self *vs.* others. Study 4 replicated the effect experimentally. Thus, people perceive themselves to be more essentially human than others.

Symposium E: The interface between social and organisational psychology

CONVENOR: REYNOLDS, K.J. *(The Australian National University)*

PRESENTERS: AMIOT, C.E., GRICE, T., HOOPER, D., LEE, M., MASSER, B., REYNOLDS, K.J.

There is an increasing body of research that applies social psychological theory to organizational issues. One approach that is gaining attention is based on social identity and self-categorization theories – i.e., the social identity perspective. These theories recognise that people's group memberships, in addition to their individual characteristics, have a significant role to play in shaping attitudes, values, beliefs, and behaviour. In this symposium six presentations explore the interface between social psychology and organizational issues often examining the role of individual difference and more group-based variables on topics such as employee adjustment, workplace diversity, rule following, communication, leadership and power.

Adjustment to an organizational merger: The impact of premerger organisational status

AMIOT, C., & TERRY, D.J. *(University of Queensland)*

Using an intergroup perspective, this longitudinal study (N = 215) examined the adjustment patterns of employees from low vs. high status premerger organizations. The first questionnaire was distributed 3 months after the implementation of the merger, whereas the second questionnaire was completed 2 years later, when merger-related changes were still being implemented. Over time, low status group employees showed an increase in stress, as well as decreases in their use of task-oriented coping strategies and in job satisfaction, whereas high status group members presented more stability on these variables. While high status group members identified more with both their premerger and the new merged organizations, moderation analyses revealed that identifying with the new merged organization was more crucial to low than to high status group members' psychological adjustment. This study replicates and extends past results revealing the specific implications of mergers for employees from low vs. high status groups.

Employee group memberships and organisational communication during organisational change.

GRICE, T., GALLOIS, C., JONES, E., CALLAN, V., & PAULSEN, N. *(University of Queensland*

The preset study adopted an intergroup approach to information sharing and communication in three organisational samples during change. In Study 1, employees from a public hospital (N = 142) completed a survey measuring perceptions of organisational communication and strength of identification with the work unit and the organisation as a whole. Consistent with predictions, team members rated communication from double ingroup members (same work unit/same occupational group) more favourably than communication from partial group members (same work unit/different occupational group). Also as predicted, work unit identification was related to favourable ratings of work unit communication across occupational groups, whereas occupational identification was related to favourable ratings of work unit communication within occupational groups. In Study 2, strength of identification with three organisational groups was associated with positive ratings of communication among employees from the same public hospital (N = 189) and a military organisation (N = 2119). Based on these results, intergroup strategies for the management of information sharing and organisational communication during change are discussed.

LMX differentiation: The impact of relative LMX status on workplace

HOOPER, D., & MARTIN, R. *(University of Queensland)*

A major tenet of Leader-Member Exchange (LMX) theory is that leaders develop different quality relationships with each of their employees. Despite the centrality of this premise, few studies have investigated how LMX differentiation affects individuals within teams. Drawing on Social Comparison theory, it was hypothesized that relative status (i.e., one's LMX relationship relative to other team members) would account for additional variance in job satisfaction and wellbeing beyond that accounted for by one's (absolute) LMX relationship. Survey and interview data, across multiple employed samples, revealed an interaction between relative status and absolute relationship quality. The effect of relative status was stronger for those with a low vs. high absolute LMX relationship. In addition, jealousy and self-esteem mediated the above relationship.

Group membership, power and social rules: A study of doctor-nurse relationship

LEE, M., GALLOIS, C., BORDIA, P. *(University of Queensland)*, & HUNG, N.S. *(City University of Hong Kong)*

The purposes of this research are: (1) to compare the similarities and differences in intra-group and inter-group social rules of hospital doctors and nurses; (2) to compare rule following, rule breaking & tolerance of rule breaking of doctors and nurses with respect to different work relationships. Professional discipline and identification, ingroup-outgroup membership and relative status were used as predictors. In-depth interview of 20 doctors and 20 nurses were conducted to elicit social rules and goals. In the second study, 30 rules and 10 goals with high consensus were selected from study one and developed into a questionnaire which measured their application to four different work relationships, namely, patients, peers, seniors and doctors/nurses. 43 doctors and 107 nurses completed this questionnaire. In the third study, the frequency and goals of violation and tolerance of violation of five different social rules were measured. 136 doctors and 166 nurses completed the questionnaire.

Understanding reactions to diversity initiatives in organizations: An intergroup perspective

MASSER, B., DUCK, J., & TERRY, D. *(University of Queensland)*

People who comply with initiatives aimed at supporting diversity (e.g., affirmative action) often harbour negative attitudes towards the policies and/or their beneficiaries. Dispositional variables (e.g., social dominance orientation) and the broader organizational climate have often been implicated in these negative reactions. We reason that more immediate group-based beliefs (e.g., subjective beliefs about the intergroup context and normative support for the diversity initiative) also shape attitudinal and behavioural reactions and that individual, organizational and group-based beliefs are rationalised through appeals to justice and fairness concerns. In a preliminary study we examined the impact of individual differences and justice concerns amongst University students on attitudes to initiatives targeted at gender equity. In a second study using early career academics we also examined the role of socio-structural beliefs (about the stability, legitimacy and permeability of the intergroup situation) and norms to feelings of relative deprivation, perceived justice and attitudes towards gender equity initiatives.

Understanding reactions to diversity initiatives in organizations: An intergroup perspective

REYNOLDS, K.J., TURNER, J.C., VEENSTRA, K. *(Australian National University)*, HASLAM, S.A. *(University of Exeter)*, & BURGESS, N. *(Australian National University)*

Power is traditionally defined as the capacity to influence based on control over resources. A further distinction is made between resources which are likely to lead to private acceptance and those which lead to public compliance. Research has shown that social identity plays a central role in the way that influence functions but has not so far systematically explored its relevance to coercive and reward forms of power (i.e., compliance). Two experiments examined the impact of supervisor power, identification with the supervisor and supervisor surveillance on a capacity to influence and motivate. Results revealed that high power was significantly more useful for outgroup supervisors in public than private conditions. In contrast, it was found that high power for the ingroup supervisors was more useful in private than public conditions. The message is that ingroup supervisors need to be especially careful when they exercise their power. The significance of these findings for contemporary theorizing about power is discussed.

Integration of change within the self: A prospective study

AMIOT, C.E. *(University of Queensland)*, & BLANCHARD, C.M. *(University of Ottawa)*

On the basis of theoretical work on the self, coping, and self-determination, this study (N = 311) aimed at understanding the role of both structural and flexible self variables in the process of adapting to change, as well as the consequences of this adaptation process. It was hypothesized that, in a changing situation, a structural aspect of the self (the sense of self), would predict more positive and less negative appraisals toward change. Appraisals and coping, in turn, were hypothesized to represent adaptation processes mediating the associations between sense of self and various consequences. The consequences investigated included psychological well-being and changes in flexible aspects of the self (i.e., new identity, contextual self-determined motivation). Using a three-wave design, this study tested these hypotheses among students experiencing the transition to university. Results obtained through structural equation modeling confirmed our hypotheses. Implications of the findings and future research avenues will be discussed.

Presentation Keywords: self, coping, self-determination, change

INDIVIDUAL PAPER ABSTRACTS
(Alphabetical)

A social scientific approach to lay epistemology: Locating the Chinese

BOND, M.H. *(Chinese University of Hong Kong)*

Social scientists typically use the concept of values, viz., what is regarded as good, to describe and explain the differences among persons of different cultures. This presentation will instead present information on how the cultural groups of our world may be understood through the concept of beliefs, viz., what is regarded as true. Five pan-cultural dimensions of belief about the world have been identified - social cynicism, social complexity, reward for application, fate control, and religiosity. I will describe the initial work in Hong Kong identifying these dimensions of belief, and then the extension of this work into 40 nations, enabling us to locate the beliefs of Chinese people in multi-national, social psychological space. Some nation-level and individual-level associations of these beliefs will be presented to suggest the potential richness of the belief construct for social psychology.

Presentation Keywords: social axioms, beliefs, Chinese

Values are not changed by increased ethical knowledge

BORE, M. (University of Newcastle)

An assumption in moral psychology is that values influence moral behaviour. Courses in which students are taught 'professional ethics and law' are now typically included in tertiary education programs. This raises the question: do students' values change as a result of ethics education, or does increased knowledge of ethics reinforce the values already held? The Schwartz Values Survey (SVS; Schwartz, 1992) was administered to 123 Psychology students in the first week of a Pre-Professional Psychology course. The students then undertook moral/ethical instruction and training such as examination of the major ethical principles and ethical decision making models, consideration of professional ethics codes and analysis of several ethical practice scenarios. At the end of the 13-week course the students again completed the SVS. No significant changes in mean value type scores were found, although some variance at the individual level of analysis was apparent. Increased ethical knowledge might not change moral behaviour.

Presentation Keywords: moral psychology, ethics, values

"She'll be right": Constructions of national character and sexual health

BRAUN, V. (University of Auckland, New Zealand)

New Zealand's sexual 'health' statistics present a depressing picture. For instance, compared to similar countries such as Australia, the incidence of common STIs such as Chlamydia and Gonorrhoea is very high, and is on the increase. Even STIs which are relatively rare in New Zealand, such as syphilis and HIV, are increasing. This research explores the ways in which sexual health is constructed by young, heterosexually active individuals, taking part in focus group discussions. Here I focus on the ways a particular national character was used to explain New Zealand's sexual health statistics. When asked to speculate as to why STI rates in New Zealand are high, participants constructed a typical New Zealand character as a likely suspect. Specifically, a 'laid back' or 'she'll be right' character was associated with a lack of personal concern about sexual health risk. Implications for sexual health promotion in New Zealand are discussed.

Presentation Keywords: sexual health, STIs, discourse, national character, heterosexual

The perception of Thai university students on sexual harassment

CHOOCHOM, O. (Srinakharinwirote University, Thailand)

The purpose of this study was to investigate the source of sexual harassment, students' perception of sexual harassment behavior and the consequences of sexual harassment. The sample consisted of 385 students and 56 instructors at a university. Results showed that most students and faculty members considered inappropriate dress as a source of sexual harassment in the university environment. Both male and female students perceived the categories of unwanted sexual attention and sexual coercion behaviors as sexual harassment. Students did not consider the gender harassment category as sexual harassment. Students also reported that sexual harassment had psychological consequences. Specifically, female students were of the opinion that sexual harassment hindered one's academic achievement. Male professors tended to show more sexual harassment behavior than female professors. Most students being harassed by professor reported that they stayed away from the professors as much as possible.

Presentation Keywords: Sexual harassment, perception, consequences, university

The behavioural assessment of 'Savoir-faire'

CIARROCHI, J. (University of Wollongong), EATON, L. (State University of New York College at Cortland), FUNDER, D. (University of California, Riverside), & RIGGIO, R. (Kravis Leadership Institute, Claremont McKenna College)

Three studies examined the utility of a brief behavioural task in assessing "savoir-faire", or skill at social role-playing. The behavioural task involved a 5 minute, "get acquainted" interaction (GAT) involving two strangers and was rated by independent observers using the Riverside Behavioural Q-sort (Funder, Furr, and Culvin, 2000). Study 1 (n = 182) demonstrated that socially skilled behaviour in the GAT was associated with peer reports of participant social poise and self-reports of social control and expressiveness. Study 2 (n = 58) and 3 (n = 88) increased the behaviour-social criterion correlations by holding one of the interaction partners constant (i.e., using a trained confederate). Behaviour in this modified GAT was associated with social competence and social support, and these effects generalized across different types of situation and types of people. Importantly, the GAT explained variance in social criteria over and above that explained by traditional personality measures.

Presentation Keywords: social competence, social skills, behavioral assessment

Narcissism and the Self-Enhancement Motive

COLLINS, D.R., & STUKAS, A.A. (La Trobe University)

Narcissists typically present themselves in highly positive or self-enhancing ways to their social audience in an attempt to gain validation (through positive social appraisals) of their grandiose, yet fragile and uncertain self-views. This study aimed to investigate some of the intra and interpersonal variables that may influence narcissistic self-presentational strategies. Using a 2 (narcissistic, non-narcissistic) x 2 (accountable, non-accountable), x 2 (high status psychologist, low status psychologist), x 2 (contingent self-esteem domain, non-contingent self-esteem domain) design, participants were asked to rate themselves on various self domains (e.g., attractiveness, morality), and were told that they would be meeting with a clinical psychologist to discuss their self-ratings. It was hypothesised that narcissists would rate themselves more positively than non-narcissists in the accountable and high status psychologist conditions. It was also hypothesised that narcissistic self-ratings would be especially positive within contingent self-esteem domains. Results are interpreted using personality, clinical, and social psychological theories.

Presentation Keywords: narcissism, self-enhancement, contingencies of self-esteem, self-presentation, accountability

Slogans for license plates: Social psychology, active citizenship and Queensland's Smart State agenda

COCORAN, T. (Charles Sturt University)

The Queensland State government has embraced the Smart State as the slogan to brand its socio-political agenda. Its prevailing ideology attempts to engage the State's population in a kind of participatory civics formally known as active citizenship. But how do we come to know what is meant by such political discourse? Social psychology has historically offered its own disciplinary insights regarding mentalistic processes in the explanation of citizen behaviour. These however invite critical attention for their reliance on precepts of individualism, reductionism and determinism. In this paper an alternate account will be offered from social constructionist and discursive psychological approaches. The practice of active citizenship will be explored through several dialogic relationships here constructed between government legislative practice and young males' experiences of either formal school exclusion or first-time incarceration in North Queensland. It is suggested that theoretical revision of dominant disciplinary discourse will assist in promoting critical awareness of relational as well as individual ways to engage and understand contemporary socio-political practice.

Presentation Keywords: active citizenship, identity construction, discourse, knowledge production.

Happy Brazilians make the best coffee: The persuasiveness of cultural versus emotional source authenticity

DOONAN, K.R. (James Cook University)

Previously, both cultural source authenticity and enjoyment source authenticity have shown to be persuasive influences in product valuations and appraisals (Doonan, 2004). The current study examined which type of authenticity was more persuasive. One hundred and twelve participants were given a vignette about the producer of coffee beans. The information was structured so that participants received a cultural authenticity manipulation (high vs. low) and an enjoyment manipulation (high vs. low). These manipulations were then either presented explicitly or implicitly. Participants were given a sample of coffee beans and asked to evaluate their quality and value. Results indicated that cultural authenticity had a significant effect on evaluations especially when authenticity was explicit. Cultural authenticity was also found to be more persuasive than enjoyment authenticity. Results also showed a significant cultural X enjoyment interaction, indicating that a culturally authentic producer was more persuasive than a non-authentic producer, but only when enjoyment authenticity was high. Furthermore, a producer who enjoyed making coffee was more persuasive than a producer who did not, but only when cultural authenticity was high.

Presentation Keywords: Authenticity, Persuasion, Culture, Self, Enjoyment

Voting for political change: An intergroup perspective

DUCK, J., MARQUES, M., FINLEY, S., BAIN, P., HOSKING, W., TANTI, C., EAST, R., HEALY, D., & TERRY, D.J. (SASP Summer School)

During national elections voters exercise a vote for or against political change. In addition to predictable differences in support for change between those who are aligned with the parties in government and opposition, social psychological factors related to strength of party identification, perceived normative support for change, beliefs about the prototypicality of the incumbent leaders and their policies, and perceptions of the stability and legitimacy of the current power relations, might be related to preference for political change. Results based on a convenience sample of 320 voters during the 2004 Australian federal election suggested that, over and above alignment with one of the two political sides, perceived legitimacy of the government, belief that the opposing party provided a viable alternative and normative support for change were important factors in the endorsement of change for voters on both sides. Results are discussed in terms of the intergroup dynamics underlying social change.

Presentation Keywords: social change, political behaviour, intergroup behaviour

Bullying in schools: A social identity perspective

DUFFY, A. (Griffith University)

This study explored whether a social identity perspective could help to explain the peer group's role in the problem of childhood bullying. Participants (N = 351), aged 8.92 to 13.92 years (M = 11.22, SD = .97), completed a Social Network Assessment Measure to identify friendship networks within their class. Peer-reports of bullying, problem behaviours, group norms and intra-group position, and self-reports of group identification, were also collected. Results revealed within-group similarities in bullying. Further, children involved in bullying were likely to engage in other problem behaviours, with intra-group homogeneity in such behaviours also evident. Greater involvement in bullying was also reported when 1) group norms endorsed such behaviour and 2) children were prototypical, rather than peripheral, members of bullying groups. Group identification did not contribute significantly to the prediction of bullying. These findings have important implications for both the conceptualisation of bullying and the development of anti-bullying programs.

Presentation Keywords: bullying, children, group norms, intra-group position, group identification

The role of mood and familiarity in validity judgment

EAST, R. (University of New South Wales)

This research investigated the relationship between individuals' mood and their reliance on the feeling of familiarity when judging the validity of general knowledge claims. Participants underwent a positive or negative mood induction and rated the validity of repeated and non-repeated factual statements of uncertain truth value. Based on recent affect-cognition theories, a series of studies predicted and found that (a) affective states have a significant mood-congruent influence on the judged validity of factual claims, and (b) happy people were more likely to rely on the feeling of familiarity compared to sad people when making such judgments. The cognitive mechanisms mediating mood effects on credibility judgment are discussed, and the implications of the results for contemporary affect-cognition theories are considered.

Presentation Keywords: mood, familiarity, validity judgment

Using graphics to communicate: Is iconicity enough?

FAY, N. (University of Western Australia)

Whether reading a book or a road sign, graphical communication is an integral part of everyday life. Furthermore, graphics are occupying an ever more important role in modern society as traditional text based communication devices such as books and magazines are increasingly supplemented with pictures, graphs and diagrams. Of particular interest is the growing use of semaisography, or picture writing, as a means of cross-cultural/linguistic communication e.g. cooking instructions. The present paper explores the potential of graphics as a cross-cultural communication tool, asking the question is iconicity enough. Using a graphical communication task similar to the game Pictionary. I investigated the communicative success of partners drawn from different cultural and linguistic communities. Results demonstrate that graphics offer a useful cross-cultural communication tool. However, communicative success is limited by information type, such that concepts that do not share a comparable visual form across cultures are less successfully communicated.

Presentation Keywords: graphics, communication, cross-cultural, icon, symbol

Double jeopardy: Lesbians and the legacy of multiple stigmatised identities

FINDLAY, B., & PIGGOTT, M. (Swinburne University of Technology)

An international sample of 803 lesbians from 20 countries responded to an internet based questionnaire containing a measure of internalised homophobia expanded from the Lesbian Internalised Homophobia Scale of Szymanski and Chung (2001); a series of items that we hoped measured internalised misogyny; measures of homosexual identity, self-esteem, depression, and psychosexual adjustment. Exploratory factor analysis supported four of the five factors of internalised homophobia. The scale was reliable and valid in individual sub-samples from Australia, the United States, Canada, England, and Finland. Correlational data suggested that internalised homophobia and internalised misogyny were indeed distinct, though related constructs, and regression analyses suggested that, for this sample, internalised homophobia was a much better predictor of psychological and psychosexual adjustment than was internalised misogyny. The talk will include discussion of methodological concerns, particularly regarding collecting data via the internet, and will invite advice regarding further validation of the measures.

Presentation Keywords: Internalise Homophobia, internalised misogyny, lesbian

Thinking outside the cyber square: Encouraging a wider appreciation of the social impacts of cyber technologies on young people

GAUNT, N. *(Internet Safety Group, New Zealand)*

Cyber technologies, such as the Internet and mobile phones, have been eagerly received and assimilated by many people in most countries, and from many lifestyles. In particular, children and teenagers have 'taken and run' with such innovations, and many would argue that the technologies are 'more theirs than ours' so to speak. While there has been attention to how these innovations will affect young people socially and psychologically, most of this attention has been focused either on aspects of negative usage (social disengagement, predation etc) or on educational benefits. This presentation will discuss the wider social implications and concerns of young people's relationships to cyber technologies, and will include results from NetSafe's research initiatives addressing young people and the Internet and mobile phones, in particular, recent research into over 1500 teenager's mobile phone usage (and misusage), and a nationwide campaign to reduce bullying via text messaging.

Presentation Keywords: internet, mobile phone, safety, youth, bullying

Does ostracism affect four fundamental human needs?

GERBER, J. *(Macquarie University)*

Williams' (2001) model of ostracism proposes that ostracism depletes levels of four separate needs: belonging, self-esteem, control and meaningful existence. However, the distinct nature of these four needs has not been shown either theoretically or empirically, and there are good reasons for thinking these needs may reflect an instance of the 'jangle' fallacy (Kelley, 1927). Ninety-three first year psychology students completed Cyberball (a computer program which induces ostracism or inclusion), and standard measures of the four needs. Reliabilities of subscales measuring each need were high, but neither exploratory nor confirmatory FA showed support for a four-factor model. Instead, a single factor model seems most appropriate. Further research will examine this structure in a non-ostracised population, as well as the effects of behavioural replenishing. Potential therapeutic applications will be discussed.

Presentation Keywords: ostracism, psychometrics, cyberball

Inspiring "Muscle Fantasies": Effects of comparisons to "Supermale" images on men's body image

GERULL, F. *(Macquarie University)*

This study was designed to explore the effects on male viewers of exposure to media images of different male body shapes: "supermale" (ultra-lean and ultra-muscular) compared to "normal" (more average-proportioned). The present study investigated the effects of such exposure on body perceptions, body satisfaction and mood in a counterbalanced repeated measures experiment involving 42 undergraduate male students. In a computerised experiment participants manipulated a male silhouette until it approximated their perceptions of their own current body shape and their ideal body shape on two dimensions: muscularity and body fat. Results showed that following exposure to supermale models, participants' perceptions of their own bodies and to a lesser degree of their ideal bodies changed to significantly more muscular ones. No exposure effect was detected for body fat. The discrepancies in muscularity between their own bodies and their ideal bodies became significantly smaller after exposure to supermale models, indicating an assimilation effect.

Presentation Keywords: male body image, social comparison, media

Ingroup positivity, outgroup negativity, and intergroup threat

GONSALKORALE, K., & VON HIPPEL, W. *(University of New South Wales)*

It is well established that many people form attachments to groups they belong to, and many develop negative feelings towards groups they do not belong to. However, what is not clear from existing research is when ingroup positivity leads to outgroup negativity. We addressed this issue by examining the effect of threat on intergroup attitudes in a series of laboratory studies, and content-analysing naturalistic data from a White supremacist website. Results from the laboratory studies suggest that ingroup and outgroup attitudes are not reciprocally related even under conditions of threat. In contrast, it appears that the more positive White supremacists feel towards their ingroup, the more negative they feel towards outgroups. Implications of these findings are discussed, including the possibility that ingroup positivity will lead to outgroup hostility when people are highly identified with their ingroup and when the outgroup defines the ingroup.

Presentation Keywords: ingroup positivity, outgroup negativity, intergroup threat, white supremacists

The effect of group norms on evaluations of law breaking behaviour

HALLORAN, M., & MUNROE, A. (La Trobe University)

This research investigated the hypothesis that law-breaking behaviour would be viewed less negatively when committed by an ingroup member. University students participated in an experiment wherein they were asked to rate the behaviour of either an ingroup or an outgroup target who had been caught smoking marijuana when they were led to believe that the behaviour was either a strong or weak group norm. As predicted, participants were most lenient towards the ingroup target, but only when smoking marijuana was thought to be a highly normative behaviour. The findings underline the behavioural significance of group norms; even those that may prescribe law-breaking behaviour.

Presentation Keywords: Social identity theory, group norms, law-breaking behaviour

Some observations common to Social Identity Theory and Membership Categorisation Analysis

HANSEN, S. (Murdoch University)

In this paper, I present a comparative overview of the work of Tajfel (e.g. 1982) on social identity theory, and Sacks (e.g. 1974/1995) on membership categorisation analysis. I argue that despite radically different approaches to the processes theorised to account for social categorisation, both theories rest on several observations, or assumptions, held in common. These include: a focus on members' own social categories, and, as a corollary; a suspicion of static sociological categories; the power of 'deeply entrenched cultural knowledge' (Tajfel, 1981); the possibility of variability in categorisation, and of more than one potentially correct categorisation in any situation; a broad agreement on some of the 'functions' of social categorisation; the mutual implication of 'motivation' (Tajfel. 1982) or 'motive work' (Sacks, 1995); the 'power of two-set classes' (Sacks, 1995) or 'ingroup/outgroup categorisation' (Tajfel, 1982); the 'protection of [social categories] against induction' (Schegloff, 1995: xli); an attention to the processes, or practices of social categorisation, as well as the contents of particular categories; and a concern with categorisation in social context.

Presentation Keywords: Social identity theory, social categorization, membership categorisation analysis, Henri Tajfel;,Harvey Sacks

Left-right versus liberal-conservative: Separate ideologies for social and economic issues?

HASTIE, B. (Murdoch University)

There is a notable discrepancy in the political psychology literature between North American and Western European (and Australian) researchers in terms of the use of liberalism-conservatism or left-right as the key dimension for structuring political attitudes. Americans seem to regard the left-right dimension as extreme positions on the liberal-conservative scale- 'radicals'- while others refer to social and economic liberalism-conservatism as separate systems. Also, those assessing the structure of social and economic attitudes have argued for uni-, bi- and multi-dimensional solutions. Based on an examination of past research, however, it appears that most researchers have been using left-right values when assessing economic issues and liberal-conservative values for social issues. The logic behind this distinction and the empirical evidence for its use will be discussed. Future large scale community research would be needed to confirm these conclusions.

Presentation Keywords: attitude structure, left-right, liberal-conservative, political issues

Effects of group status on responses to sustainable land use campaigns

HEALY, D., TERRY, D.T., HOGG, M.A. (University of Queensland)

A number of survey studies were conducted with landholders throughout Queensland to assess the effectiveness and perceived influence of campaigns promoting sustainable land use. While previous studies have addressed the role of group membership in persuasive communications, the current line of research extends this by focusing on the intergroup context, namely, the perceptions of group status. Across a range of samples it was found that landholders' perceptions of lower status in relation to urban people were associated with increased support for ingroup messages and decreased support for outgroup messages. These results are broadly consistent with research that suggests that threats to group identity (such as an influence attempt by a higher status group) will be responded to in a negative way and highlights the importance of considering relations between groups when attempting to change attitudes.

Presentation Keywords: environment, persuasion, intergroup relations, SIT

War and prejudice: RWA, SDO, and values revisited

HEAVEN, P.C.L., & ORGAN, L. *(University of Wollongong)*

We examined the extent to which prejudice is best predicted by right-wing authoritarianism, social dominance orientation, and the social values national strength and order and international harmony and equality. We measured attitudes to the Iraq war, refugees, immigration, and people of Middle Eastern descent among a community sample of Australian adults (N = 148) residing in a large population centre of New South Wales. No significant differences in attitudes were evident between respondents who provided data prior to the commencement of the war and those who provided data after this date. Attitudes were significantly affected by age, level of education, voting intention, and annual income. Further analyses showed the effects of RWA on attitudes to be fairly consistent, but that the effect of SDO was weaker in the presence of values. These results are discussed with reference to other studies which have questioned the veracity of dominance orientation as well as the important role that social values play in shaping prejudicial attitudes.

Presentation Keywords: prejudice, right-wing authoritarianism, social dominance orientation, values

The impact of relational guide discrepancy valence on relationship cognition.

HOSKING, W. *(University of Melbourne)*

Based on the postulates of relational discrepancy theory (Robins & Boldero, 2003), the present research examined the impact of relational guide discrepancies (i.e. differences in the extent to which relational partners aspire to attain ideal or ought "relational guides") on relationship cognition. Two hundred and sixty-eight participants answered questions about current relationships in which they aspired to higher, lower, or congruent levels of ideals and oughts than their partners. Participants were also asked to consider the valence of discrepancies between their own and their partners' actual selves. Relational guide discrepancy valence had important implications for relationship functioning outcomes such as conflict and intimacy, and partner evaluations such as disapproval and admiration; whereas the valence of relational actual discrepancies had no impact on these outcomes. The results of these studies suggest that it is important to consider discrepancies at the relational guide level when examining people's perceptions of their relationships and partners.

Presentation Keywords: Relational guides; discrepancy valence; relationship cognition

Decline of fact in artefact: Loss of control in social psychological studies

INNES, J.M. *(University of Adelaide)*

It is now over 40 years since Rosenthal presented his results on the effects of experimenter expectancies upon the outcomes of behavioural research. These studies were accompanied by investigations on other artefacts affecting the internal validity of psychological experiments, such as the influence of demand characteristics. While these contributed to the so-called "crisis of confidence" in the validity of social psychological investigation, they were nevertheless a key component of acceptability of the validity of individual studies. A concern with such matters no longer appears to be paramount in the field. Furthermore, there has failed to be a similar concern with artefact in other domains in science. This paper will examine the paradox that studies in fields marginal to science, such as studies of the paranormal, regularly employ such controls and provide data statistically reliable data, in contrast with medical and psychological studies which are far less defensible.

Presentation Keywords: artefact, experimenter bias, double blind

Stories we love by: Cross-cultural conceptions of romantic relationships

JACKSON, T. *(James Cook University)*

Presentation Abstract:
This research examined preferred conceptions of romantic relationships among couples from the United States and the People's Republic of China. Sixty-one dating and 81 married American couples as well as 46 dating and 84 married Chinese couples completed measures of demographics, perceived stress, and relationship satisfaction along with portions of the Love Stories Scale (Sternberg, 1998). Within each culture, metaphors involving coordination and power-sharing (love as Garden, Travel, Democracy, History, Cookbook) were preferred over metaphors characterized by conflict, asymmetry, and objectification (love as War, Mystery, Science Fiction, Pornography, Horror). Love story preferences predicted relationship satisfaction within both cultures, beyond other factors. However, similarity in couples' love story profiles predicted satisfaction only for Americans. Furthermore, there were significant cultural differences in degrees of preference for specific conceptions of love. Findings are discussed in terms of contrasting responses styles, perceptions of figure-ground relations, and cultural beliefs about in fate and commitment.

Presentation Keywords: love, metaphor, culture, relationship satisfaction

Social Psychology across the disciplinary divide

KENNEDY, B. *(James Cook University)*

Despite the broad utility of Social Psychology, there remains a wealth of opportunity for very basic social and organisational psychology to impact a variety of disciplines. This paper provides examples from: improving the selection of students for medical school; teaching environmental science; foster care; and rural health work. These demonstrate the interdisciplinary relevance of social cognition, basic measurement theory, group theory, and fundamentals of interpersonal and organization psychology. The surprise is not in the relevance of Social Psychology, or even in the social psychology of gaining acceptance in other disciplines, but rather in the fact that in these instances, even 60-year-old social psychology is new again. The paper argues the importance of these opportunities both as a means of constructive social influence, and as a means of raising the profile of social psychology in the academic and broader community.

Presentation Keywords: interdisciplinary, applied social psychology

The cognitive effects of jury aids on decision-making in complex civil litigation

KENT, L.*, FORSTERLEE, L. *(Central Queensland University)*, & HOROWITZ, I.A.

Two hundred seventy nine individuals served as mock jury members in a civil trial that involved multiple plaintiffs and several expert witnesses. Juries were or were not provided with written summary statements of the testimony of expert scientific witnesses, and were either permitted or not permitted to take notes. The results showed that the combination of summary statements and note-taking had a synergistic effect on the quality of decision-making. Mock juries enabled by both cognitive aids provided significantly higher awards, as compared to mock juries aided by one or none of the jury-aids, to the most severely injured plaintiffs without increasing compensation for those less worthy. Aided mock juries also recalled more probative evidence than non-aided jurors, and were more satisfied with the efficacy of their deliberations.

Presentation Keywords: cognition, jury-aids, decision-making

Body Modification: Do Tattooed Status and Information Processing Influence Body Image?

KENT, L., FORSTERLEE, L., & BABIC, J. *(Central Queensland University)*

The human body is a medium of social communication, with many individuals choosing to modify and utilise their body as a form of social vocabulary. Tattooing, a non-mainstream mode of modification, has primarily been associated with marginal groups. Contemporarily, however, tattooing is experiencing unparalleled levels of social endorsement. As a method of aesthetic self-expression, tattooing forms part of the profoundly human experience of embodiment, or body image. This study investigated the influences of physical appearance and information processing on perceptions of body image. Participants included 71 males and 109 females (aged 18 to 64, $M = 31.10$ years) from the Sydney Metropolitan Region who completed questionnaires eliciting information regarding their tattooed status, need for cognition (NFC), appearance schema, and body image. Employing a General Linear Model, results supported a significant 3-way interaction between tattooed status, NFC, and schematicity, on body image. The study's implications and recommendations for future research are discussed.

Presentation Keywords: body modification, schema, body image

Constructions of responsibility and history in talk about recycling in Northern Ireland.

KURZ, T., LINDEN, M., & SHEEHY, N. *(Queen's University of Belfast)*

With the relative peace that has characterised Northern Ireland since the 1998 Good Friday Agreement, many previously neglected issues have now begun to find a place on the political landscape. One example is the issue of environmental sustainability, and in particular, waste management and recycling. The current research examines the ways in which the issue of recycling and waste management was constructed by residents of Belfast in the context of focus group discussions. The analysis examines how residents constructed the relationship between various sectors (e.g. 'citizens', 'government' & 'industry') in terms of their 'responsibility' for waste management. Also examined is the way in which constructions of 'people here' were drawn upon to account for a perceived lack of environmentally-minded conduct in Northern Ireland, with this construction often being tied to the history of The Troubles in the province. Implications of the analyses for environmental policy in general will be discussed.

Presentation Keywords: environmentally sustainable behaviour, discourse; governance, recycling, Northern Ireland

The Preferential Investment Hypothesis: An evolutionary perspective on familial relationships

LAHAM, S.M. (University of New South Wales)

Studies on grandparental investment have revealed that mothers' fathers are emotionally closer to their grandchildren than are fathers' mothers. The preferential investment hypothesis (Laham, Gonsalkorale, & von Hippel, 2005) states that this difference is caused by fathers' mothers often having the potential to invest in genetically more certain kin (children through their daughters). To test this, 787 participants rated their emotional closeness to their grandparents and reported whether they had cousins through paternal and maternal aunts and uncles. Results showed that people felt closer to mothers' fathers than fathers' mothers only when alternative investment outlets for fathers' mothers were available. Closeness ratings to fathers' fathers were also reduced in the presence of more certain investment outlets. The implications of the preferential investment hypothesis are also considered for other family relationships and the importance of evolutionary theorizing for relationship research is discussed.

Presentation Keywords: preferential investment hypothesis, evolutionary psychology, familial relationships

Understanding helping decisions: Social identity influences and the perception of need

LAI, S., TERRY, D., & HOGG, M. (University of Queensland)

The present study integrated emerging group perspectives on helping with traditional helping research by examining the interactive effects of group membership and perceived need on individual helping decisions. In a realistic helping situation, participants heard a voice recording of a request for help from two students who spoke with either an Australian (ingroup target) or a New Zealander (outgroup target) accent. In addition, the students expressed either a high or low need for help. Participants were then asked to indicate whether they would help the students. Consistent with the social identity literature, overall, more participants agreed to help an ingroup than an outgroup target. However, ingroup favouritism was found only when there was a high need for help. Results highlight the complexities of helping decisions and the importance of understanding the impact of group factors on people's helping decisions when salient social identities are implicated in the helping situation.

Presentation Keywords: helping behaviour, social identity, need

Factors influencing organizational silence

LAING, J. (Queensland University of Technology)

Organizational silence is a recently introduced area of business research that seeks to address why individual employees fail to express ideas, information and opinions that can potentially improve organizational effectiveness. In making a start to understand silence, the majority of frameworks have focused on factors employees consider when making the choice between being silent or speaking up to their managers about work-related issues and concerns. One of the primary aims of this paper is to provide a deeper understanding of this phenomenon by adopting a social psychological approach. More specifically, using a combination of laboratory and field studies, the present research examines whether one's in-group position (i.e., prototypicality) and amount of accumulated idiosyncrasy credit (i.e., leeway to offer innovative ideas) influence silence, and whether silence occurs in peer-to-peer as well as leader-subordinate relationships. Preliminary results and theoretical and practical implications are discussed.

Presentation Keywords: organizational silence, group processes, prototypicality, idiosyncrasy credit

A new identification procedure to reduce wrongful convictions

LINDSAY, R.C.L (Queen's University, Canada)

A new eyewitness identification procedure was designed to reduce wrongful convictions and calibrate the accuracy of eyewitness decisions. The technique requires that the witness attempt identification of the suspect from independent line-ups of full face photos and face profiles. Evidence from one experiment (N = 88) supports the contention that selection from the line-ups is truly independent by demonstrating that people are unable to match the features for people they have not previously seen. Data from several staged-crime experiments demonstrate that the more frequently a person is selected (0, 1, or 2 times), the higher the probability that the person is the "criminal." The results are interpreted in terms of the advantage of reduced reliance on subjective indicators of witness accuracy (such as witness confidence) and protection of innocent people from the tendency for witnesses to respond to expectancy and biases in line-up presentation.

Presentation Keywords: eyewitness accuracy, line-up, expectancy, bias

History and identity in New Zealand: Liberal democratic and bicultural narratives as a system of checks and balances

LIU, J. *(Victoria University of Wellington, New Zealand)*

There is an emerging consensus across the social sciences that history is an essential ingredient in constructing the "imagined community" of nationhood. A sense of continuity between past, present, and future connects individuals to larger collectives that maintain continuity and moderate change. Empirical research has shown that while the events that constitute history tend to be shared by subgroups within a nation, the interpretation of the meaning and relevance of these events for present day politics is disputed. New Zealand history can be popularly represented as a either bicultural narrative (with the signing of the Treaty of Waitangi as its centrepiece), or as a liberal democratic narrative (marked symbolically by ANZAC day). Different implications for national identity and the place of Maori within it flow from the narrative configuring the history. These two narratives may serve as a system of checks and balances against excesses of each system in isolation.

Presentation Keywords: national identity, indigenous rights, liberal democracy, social identity, biculturalism, multiculturalism

Multiple group identities and norms shape attitudes and actions re asylum seekers

LOUIS, W., & NICKERSON, A. *(University of Queensland)*

Intergroup researchers very often study two-group contexts, yet multiple groups and subgroups are involved in most intergroup relationships. Similarly, social influence is often studied as a unitary process, by focusing only on ingroup norms or by aggregating multiple norm sources. This methodology is justified if alternative identities and norms are mutually inhibitory, so that in a given context a single salient identity and norm govern social behaviour. Recent research has observed however that multiple identities and norms can be salient independently, as well as reinforcing or inhibiting each other in interesting, undertheorized ways. This study explores multiple group identity salience and social influence in political decisions. In a study of 246 Australian students and activists, personal, Australian, and human identities and norms contributed independently and interactively to attitudes and actions re asylum seekers (over and above individual difference and threat factors). Theoretical and social implications are discussed.

Presentation Keywords: social identity, group norms, social influence, asylum seekers, political decision-making

Health promotion vs. beer promotion in Cambodia and Canada: Some comparative observations on the social context of social (ir)responsibility and social action Responses

LUBEK, I., SCHUSTER, J., CADESKY, J., VAN DER RIET *(University of Guelph, Canada)*, K., GANAPATHI, S., WONG, M.L. *(National University of Singapore)*, KROS, S. *(Siem Reap Provincial AIDS Office, Cambodia & Sirchesi)*, DY, B.C. *(Siem Reap Provincial Health Dept., Cambodia)*, LEE, H. *(University of Staffordshire, England)*, IDEMA, R. & VAN MERODE, T. *(University of Maastricht, Netherlands)*

In Cambodia, women selling international beers (Heineken, Bass, Budweiser, Stella, Beck's, Tiger..) are 50% underpaid, sometimes trade sex for money, drink over 1 litre nightly, with consequent reduced condom use. Alcohol produces serious health consequences; with 20% HIV+, many die on the job without anti-retrovirals (ARVT) provided. (See "memorial", www.beergirls.org). Identical brands are sold in safer, regulated Canadian/Australasian venues. Illness/mortality rates can be addressed through company-sponsored health education, fair doubled salaries, and ARVT. "Beer promotion girls" shouldn't be deemed disposable "advertising costs." Compared to Cambodia, Canadian beer-selling women face fewer risks: strict legislation covers violence, harassment, and amount of alcohol consumed by patrons. Beer-servers Smart-Serve program graduates—and pub owners share responsibility for consequences of alcohol over-use. A Cambodian "Safe Beer Selling" program increased beer sales and nightly consumption among its women graduates. Social action websites (www.fairtradebeer.com) permit "lobbying" for safer, healthier workplaces worldwide and fund-raising for local community interventions

Presentation Keywords: Health-risks, HIV/AIDS, alcohol, Cambodia, women, corporate-irresponsibility

Understanding perceptions of cyclists and motorists through attitudes, identity, and desire for control: The role of identification and desire for control in road user attitudes

MARQUES, M. *(Swinburne University)*

In a society where automobiles outnumber bicycle usage on the road, a status differential exists due to relative size, strength, speed, and legitimacy of road use between cyclists and motorists. The present study examined attitudes, social identity, and desire for control as factors that influence the perceptions of road users using univariate analyses. Motorists (n=104) and cyclists (n=99) were sampled from Swinburne University campuses and the broader community, as well as bicycle clubs and organisations in Victoria using paper and pencil questionnaires or online surveys. Attitudes towards the in-group were higher than towards the out-group, with cyclists reporting significantly more positive attitudes towards the in-group and negative attitudes towards the out-group relative to motorists. Cyclists also identified more strongly with the in-group, and indicated a significantly greater desire for control than motorists. Results suggest that attitudes, identification, and desire for control are useful measures in understanding perceptions amongst road users of differing status.

Presentation Keywords: attitudes, identity, control, status, road user.

The social utility of preferences for intentions in explanations

McCLURE, J. *(Victoria University of Wellington)*, HILTON, D. *(Universite de Toulouse II)* & SUTTON, R. *(Keele University)*

When people evaluate explanations that are embedded in a causal chain, they typically see intentional causes as better explanations than physical causes. There are two explanations for this difference applied to negative outcomes such as accidents. Tetlock (2002) claims that intentional causes are preferred because of their social utility, in that they hold people responsible for an effect and enhance the prevention of future accidents. In contrast, Mandel (2003) claims that judgments relate to how much each cause increases or guarantees the probability of the outcome. Participants judged intentional and physical causes in scenarios with causal chains. Causes were judged for counterfactual necessity, goodness, and sufficiency. Intentional causes were judged better explanations than physical causes. Social utility was a stronger predictor of the quality of explanations than increased probability. The findings clarify the relative importance of social utility and probabilistic factors in causal reasoning.

Presentation Keywords: explanations, causal chains, intentions, social utility

Stereotypes or case information: What do jurors pay attention to?

McKIMMIE, B., & MASTERS, J. *(Queensland University of Technology)*

While it is generally accepted that stereotype-congruent defendants are more likely to be seen as guilty of an alleged crime, preliminary research has suggested that being a stereotypically incongruent defendant may actually distract jurors' attention from a careful consideration of the case evidence. The present study aimed to determine if stereotypes about criminal defendants do in fact interfere with mock jurors' memory for case relevant information and subsequent verdict decisions. One hundred and forty-one participants read a transcript of a case involving the alleged murder of two children by either a male (stereotype congruent) or female (stereotype incongruent) defendant. To assess depth of information processing, the evidence against the defendant was either strong or weak. Results supported the stereotype-distraction hypothesis as memory for case relevant information was poorer and case strength was relatively less influential on final judgements when the defendant was female, but not male.

Presentation Keywords: jury decision-making, stereotypes, mode of processing

Longitudinal improvements in self-control from financial monitoring

OATEN, M., & CHENG, K. *(Macquarie University)*

We tested whether the repeated practice of self-control could improve regulatory strength over time. Participants entered a four-month self-control exercise drill designed to increase regulatory strength: a financial monitoring program. Regulatory performance was assessed at baseline, then at monthly intervals for a period of 4 months using a laboratory task (visual tracking under distraction). Perceived stress, emotional distress, self-efficacy and general regulatory behavior were assessed by questionnaire. Participants showed significant improvement in self-regulatory capacity as measured by enhanced performance on the visual tracking task across the financial monitoring program. Participants also reported significant decreases in smoking, alcohol and caffeine consumption, and an increase in physical activity, healthy eating, emotional control, maintenance of household chores, attendance to commitments, monitoring of spending, and an improvement in study habits. Perceived stress, emotional distress and self-efficacy remained stable. The findings suggest that gains in regulatory strength are a product of exercising self-control.

Presentation Keywords: self-control, self-regulation, depletion, spending, saving

There's a place for everything and everything has its place: Evidence for a displaced stimulus bias

PAOLINI, S., RUBIN, M., & CRISP, R. *(University of Newcastle)*

People might react negatively to migrants and socially excluded people partly because they dislike stimuli that have moved from one part of a category system to a part that no longer corresponds with the stimulus' characteristics (Rubin, Paolini, & Crisp, 2004). In four experiments, we tested this hypothesis of a displaced stimulus bias by asking participants to evaluate a series of letter or shape stimuli that were presented inside and outside related categories. Consistent with this hypothesis, university students (Ns = 30, 30, 88, & 122) evaluated displaced stimuli more negatively than control stimuli. This bias was strongest among individuals who were high in need for categorical thinking. We conclude by discussing extensions of our paradigm to social stimuli and implications of this displaced stimulus bias for social perception.

Presentation Keywords: migration, exclusion, prejudice, individual differences in cognitive style

Smokers getting the butt-end: The interplay of socio-structural beliefs and group-based discrimination

PASMORE, K., SMITH, J., & TERRY, D. *(University of Queensland)*

Research on the rejection-identification model has demonstrated that prejudice and discrimination are a threat to the psychological well being of members of socially devalued groups, but that group identification can serve to buffer the harmful effects of group-based discrimination. Social identity research has shown that subjective beliefs regarding the socio-structural environment are associated with group identification and influence the ways in which members of low-status groups respond to threat. However, the relationships between these beliefs and group-based discrimination have been largely overlooked. This study incorporated socio-structural beliefs into an analysis of the rejection-identification model among smokers. Respondents completed a questionnaire assessing their perceptions of discrimination against smokers, group identification, and status differences between smokers and non-smokers. It is argued that group identification may best serve to protect the well being of members of socially devalued groups who perceive the intergroup structure as impermeable, unstable, and illegitimate.

Presentation Keywords: identification, discrimination, permeability, stability, legitimacy

The role of social norms in the reporting of PMS

PEDERSEN, A., & DONAGHUE, N. *(Murdoch University)*

For over 70 years, PMS (Pre-Menstrual Syndrome) has been used in Western countries to explain women's supposedly 'irrational' behaviour in the week preceding their menstrual bleed. However, some research (e.g., Hardie, 1997) sheds doubt about the universality of such a syndrome. In the present research, we describe a number of studies conducted in Perth, Western Australia. Three main findings emerged from these studies. First, using prospective reports, we found that although approximately 50% of women reported experiencing PMS on a regular basis, they were no more likely to experience negative emotions (or a reduction in positive emotions) in the week before their period than they were at any other point during their menstrual cycle. Second, no relationship was found between reported PMS and measures of social support, health locus of control, satisfaction with life, masculinity and femininity. Finally, however, one study indicated a significant False Consensus Effect when comparing women who reported experiencing PMS and those that did not. Taken together, these studies indicate the power of social mores with respect to a 'syndrome' believed to be biological in nature.

Presentation Keywords: PMS, personality variables, false consensus

When does the group matter? The "social" in social comparison

PIKE, A.M., DUCK, J., & TERRY, D.J. *(University of Queensland)*

Contemporary research in social comparison has typically focused either on interpersonal comparisons and the consequences for individual well-being or the strategic use of social comparisons in the development and maintenance of social identities and group relations. However, using primarily a social identity perspective, the present research aims to examine the interplay between interpersonal and group social comparison information: How do people respond to individual success in the context of group failure, and vice versa? Can group success compensate for or reduce the negative effects of individual failure? In this initial phase of research, university students completed premeasures of group identification, trait self-esteem, and perceived ability in "person perception" (ostensibly the task of interest). On completing the "person perception task" participants received (manipulated) feedback on both individual and group performance, then completed measures of state self-esteem and affective state and reassessed their task ability. Preliminary findings will be presented and discussed.

Presentation Keywords: social comparison, identification, self-evaluation

Cinderella and the wicked stepmother? How do we perceive step and biological families?

PLANITZ, J.M, & PETERSON, C. *(University of Queensland)*

Undergraduate psychology students from stepfamilies (always one step and one biological parent) and biologically intact families (always both biological parents) participated in this study. The goal was to assess perceptions of stepfamilies (N = 106, Nstepfamilies = 44, Nbiological = 62, age range = 17.17 to 28.92 years, M = 19.46 years). One theoretical perspective, the social stigma hypothesis, argues that there is a stigma attached to stepfamilies, or that stepfamilies are consistently associated with negative stereotypes. In the current study, participants were assessed on a number of variables, including a semantic differential scale, a perceived conflict scale and a perceived general satisfaction scale. It was found that a consistently negative view of stepfamilies was prevalent. Furthermore, the negative stereotypes existed, irrespective of participant family type. Results support the theoretical view that stepfamilies are stereotypically viewed as negative, when compared to biological families.

Presentation Keywords: stepfamilies, stereotypes, young adults

Managing paradoxical social identities in arranged friendships

RAPLEY, M.T., & DUNN, R. *(Edith Cowan University)*

A substantial body of research suggests that friendship is important for mental and physical health, but can it be artificially constructed or arranged? We examine a befriending programme that initiates friendship links between volunteers and people diagnosed with mental illness. Utilising a discourse analytic approach, interviews with volunteers from the befriending scheme are analysed. Our analysis centres on the participants' management of two major category devices in accounts of their relationships. The first is represented by paired relational categories in which members have standardised and equal obligations to each other. However a significant feature of participants' talk is the salience of a second category device represented by an asymmetrical power distribution, as in a therapist/patient relationship. We speculate that the paradoxical position into which the use of the term 'friendship' precipitates volunteers may obstruct the development of supportive relationships.

Presentation Keywords: membership categorisation analysis, discursive psychology, friendship, collection R, collection K, befriending schemes

Incidence and psychological correlates of partner violence for men and women

ROBERTSON, K., & MURACHVER, T. *(University of Otago, New Zealand)*

The present study investigated partner violence across three populations (student, general, and incarcerated). We examined incidence and psychological correlates for perpetrating and experiencing abuse. Attitudes and beliefs were also compared as a function of population and gender. Men and women were found to be equally likely to perpetrate abuse. Moreover, findings indicated a number of similarities between perpetrators and victims. The attitudes and beliefs associated with violence were similar regardless of gender, type of abuse, or whether individuals were the victim or perpetrator of abuse. Psychological factors found to be predictive of abuse included hostility towards women, attitudes towards dominance, communication behaviour, support for male privilege, and negative attribution towards partner. Further investigation into communication behaviour highlighted a number of language features that were distinctive of individuals experiencing or perpetrating abuse. The paper will also discuss general beliefs and attitudes towards violence elicited through a semi-structured interview.

Presentation Keywords: domestic violence, gender, prison population, beliefs and attitudes

Gender differences in risk taking: A socially facilitated phenomenon

RONAY, R. & KIM, D. *(Macquarie University)*

The present study (a) examined the question of whether gender differences in hypothetical risk decisions might be socially facilitated by the presence of gender-homogenous groups and (b) investigated gender differences in the explicit, conscious, as well as the implicit, non-conscious attitudes towards risk. No gender difference was observed when an individual was just asked to respond to hypothetical choice dilemma risk items. However, when placed in groups, males expressed a stronger pro-risk position than females. On two explicit self-report measures of risk-attitude, males reported a stronger pro-risk position than did females whereas no gender differences were found on two parallel implicit measures. However, a newly developed measure of risk attitude showed its utility in the form of convergent, predictive and incremental validity with respect to a behavioural outcome.

Presentation Keywords: implicit attitudes, risk, gender difference, social identity, group processes, optimism, IAT

Charitable giving: A test of a revised Theory of Planned Behaviour model

SMITH, J.R., & McSWEENY, A. *(University of Queensland)*

Recent world events aside, downward trends in donating behaviour in Australia have increased the need for research into the factors that inhibit and encourage charitable giving. A revised theory of planned behaviour (TPB) model was used to determine the influence of attitudes, norms (injunctive, descriptive, and moral norms), perceived behavioural control (PBC), and past behaviour (PB) on intentions to donate money to charities and community service organizations. Respondents (N=186) completed a questionnaire assessing the constructs of the revised TPB model. Four weeks later, self-reported donating behaviour was assessed (n=65). Results showed support for the revised TPB model. Attitudes, PBC, injunctive norms, moral norms, and PB all predicted donating intentions. Descriptive norms did not predict intentions. Intention was the only significant predictor of self-reported behaviour four weeks later, with neither PBC nor PB having a direct effect on behaviour. Theoretical and applied implications of the results are discussed.

Presentation Keywords: charitable giving, Theory of Planned Behaviour

Definitions of forgiveness: Do theorists and laypersons agree?

STRELAN, P. *(Charles Sturt University)*

Despite much recent research activity, empirical psychologists do not yet agree on what forgiveness is. This paper reports on a study which examined the extent to which laypeople (N = 155) endorsed conceptualisations of the forgiveness construct commonly proposed by researchers in psychology. There were two main findings: [1] Participants were more likely to endorse forgiveness as a positive process rather than simply the absence of negative cognition, affect and/or action and [2] they were more likely to endorse forgiveness as a motivational change, rather than a process that results in showing compassion, benevolence and love for the offender. These preliminary results have important implications for how forgiveness may be operationalised in future research, and how it may be applied as an intervention or coping mechanism in different context, including social, clinical, counselling, workplace and legal settings.

Presentation Keywords: forgiveness, definitions, lay beliefs

Disclosing heterosexuality when arguing against sexual prejudice: Persuasive technique or stigma distancing?

STUKAS, A.A *(La Trobe University)*

When arguing against sexual prejudice, heterosexual people may intentionally or unintentionally disclose their sexual orientation. Such disclosures may serve a number of functions. For example, disclosures may enhance the persuasiveness of the speech by indicating that the speaker is not arguing their own self-interest. Or disclosures may protect the speaker from stigma-by-association or being judged a member of a stigmatized group. We examined the effects of including or excluding the phrase "I'm not gay, but..." at the start of a videotaped speech against sexual prejudice on perceptions of a) the speaker's sexual orientation; b) the speaker's likeability; and c) the speech's persuasiveness. In one study, students predicted how different audiences might respond (and provided their own responses); in another study, actual audience members responded. Results suggested that disclosures may block stigma-by-association and increase likeability (for both gay/lesbian and prejudiced audiences), but appear to have no effect on perceived persuasiveness.

Presentation Keywords: stigma, prejudice, persuasion, sexual orientation

Volunteerism and the creation of social capital: A functional approach

STUKAS, A.A, DALY, M., *(La Trobe University)* & COWLING, M.J. *(People First – Total Solutions)*

Recent low rates of community involvement have led to calls to rebuild "social capital", the connections between individuals that foster feelings of trust and norms of reciprocity, as a way of combating social problems. Volunteer work is often promoted as particularly likely to create social capital. However, volunteerism may only lead to beneficial outcomes when certain conditions are met. A functional approach to volunteerism suggests that beneficial outcomes are more likely when volunteers are able to meet their important motives for service in actual activities. We surveyed volunteers focused on families in poverty or on Multiple Sclerosis to examine links between motives, activities, and outcomes like satisfaction, intentions to volunteer in the future, and generalized trust (an individual level indicator of social capital). We demonstrate that the matching of important motives with task-based affordances to meet these motives is related to higher levels of social capital and other outcomes.

Presentation Keywords: volunteerism, social capital, community involvement, trust, motivation

External versus internal causation, self-deceptive techniques, and optimism in intentions to cooperate

SURBEY, M.K. *(James Cook University)*

The ability to self-deceive may facilitate cooperation by enabling individuals to repress their own selfish thoughts plus the selfish intentions of others (Trivers, 1985; Alexander, 1987). Whether self-deception relates to conscious attributional processes, as well as optimism and depression in predicting cooperation was the focus of the current investigation. Eighty undergraduates at James Cook University completed the Attributional Style Questionnaire (Peterson et al., 1982), the Paulus Deception Scales (Paulus, 1998), the Self-deception Questionnaire (Sackeim & Gur, 1978), the Life Orientation Test-Revised (Scheier et al., 1994), and the Beck Depression Inventory (Beck, 1967). To assess predispositions to cooperate participants responded to a series of vignettes based on the Prisoner's Dilemma (PD) game pay-off matrix according to the method of Surbey and McNally (1997). Results generally supported the predictions that high self-deceivers cooperate more and exhibit higher levels of optimism, lower levels of depression, and are more likely to attribute positive outcomes to stable internal causes than low self-deceivers.

Presentation Keywords: self-deception, cooperation, optimism, depression

Development of social identity processes in adolescence: The effects of social-context and cognitive-developmental factors

TANTI, C. *(La Trobe University)*

This paper presents research designed to investigate social developmental changes in the process of social identification. Four groups of adolescents with a median age of 10, 13, 16, and 19, respectively, participated in an experiment to test the hypothesis that social identification would be most intense during early- to mid-adolescence; attributable to significant change in their social world and cognitive capacity. To measure social identification, participants first rated up to twenty self-generated descriptors of themselves under an "I" or "We" prime. Then, participants completed various measures of ingroup identification under conditions that either activated their gender or peer group identity. The findings show identifiable social-contextual and cognitive factors in the development of social identification processes and contribute to theory and research within the social identity tradition and on adolescent social development.

Presentation Keywords: social identity, development, adolescence

Are impostor fears fuelled by self-presentational concerns?

THOMPSON, T., & FERRARI, J. *(University of Tasmania)*

In two studies, we examined links between impostor fears, self-handicapping and self-presentational concerns. In Study 1 (113 women, 52 men), impostor fears were significantly related to social desirability, low self-deception over impression management and were positively predicted by perfectionistic cognitions and the non-display of imperfection. In Study 2, 72 women were exposed to either face-saving failure (failure that was did not indicate low ability, thereby assuaging self-presentational concerns), humiliating failure (where no mitigating excuse for poor performance was available), or success. Following humiliating failure, participants high in impostor fears claimed more handicaps than those low in impostor fears. However, provided with a face-saving excuse, these participant groups did not differ in their propensity to claim handicaps. Together, these studies suggest that impostor fears are associated with self-presentational concerns that are elicited by situations that involve threat to self-worth. However the link is with claimed, not with behavioural self-handicapping.

Presentation Keywords: Imposter fears, self-handicapping, self-presentation

Impostor fears and socially prescribed perfectionism: Links with somatisation, anxiety and depression

THOMPSON, T., DAVIDSON, J., & SAKULKU, J. *(University of Tasmania)*

The impostor phenomenon refers to an intense feeling of intellectual phoniness experienced by many high achieving individuals, particularly women. Undergraduate students (N = 162) completed the Perceived Stress Scale (PSS), the Impostor Phenomenon Scale, the Multidimensional Perfectionism Scale, the SCL-90R and the Coping Inventory for Stressful Situations. Backward elimination regression analysis established that emotion-focused coping and socially-prescribed perfectionism best predicted somatisation, while emotion-focussed coping and impostor fears best predicted anxiety. Using depression as the dependent variable, impostor fears and emotion-focussed coping made a unique contribution at p=.01, while socially prescribed perfectionism made a contribution at p=.05. Using PSS as the dependent variable, emotion-focussed coping, distraction and socially prescribed perfectionism made a significant contribution at the .01 level, while avoidance-oriented coping made a contribution at the .05 level. Collectively, these outcomes endorse strong links between impostor fears and socially prescribed perfectionism, each of which are strongly linked with psychopathology.

Presentation Keywords: imposter fears, perfectionism, coping style, perceived stress

Perceptions of juvenile offenders: The impact of age, race and outcome

TYSON, G.A., & ROBINSON, K. *(Charles Sturt University)*

Recent changes in juvenile justice policy in many Western countries has shifted the focus of the juvenile justice system away from traditional ideals emphasizing the immaturity of the juvenile offender and towards more adult like conceptions of juvenile offenders. These changes, in part may have resulted from public pressure. The current study employed a vignette design in which age and race of the offender and the outcome of the crime were varied to assess perceptions of accountability, sentencing, propensity for rehabilitation and legal competence of juvenile offenders. Participants were 297 students and members of the general community who were randomly assigned to the twelve vignettes used in the study. In this paper, the results of the study will be presented and discussed.

Presentation Keywords: attribution, sentencing, juvenile offending

Associative and rule based cognitive processes in judgment

VARANELLI, L. & STUKAS, A. *(La Trobe University)*

Past research (Windschitl & Wells, 1996) has found that when a judgment task was presented in verbal format, rather than numerical format, people were more susceptible to the influence of irrelevant contextual information. The researchers concluded that verbal presentations increased reliance on (relatively automatic) associative processes, whereas numerical presentations increased reliance on (relatively controlled) rule based processes. Our present aim was to provide a stronger test of Windschitl and Wells' hypothesis. We partially replicated their study but added attentional capacity as another independent variable, based on the experimentally-supported assumption that high and low capacity would induce rule based and associative processing, respectively. We predicted that low attentional capacity would increase context effects under both verbal and numerical task presentations. Alternatively, if context effects were an artefact of task presentation we would then expect verbal task presentation to increase context effects and attentional capacity to exert no effect on judgments.

Presentation Keywords: associative, rule-based, judgment, attention, context

Virtual ostracism: Examining the independent and combined effects of ignoring and exclusion

WALLBANK, K.L. *(University of Sydney)*, & WILLIAMS, K.D. *(Purdue University, U.S.A.)*

Ostracism is defined as being ignored and excluded (Williams, 1997, 2001). Two experiments using Virtual Reality (VR) were conducted to examine the separate and combined effects of being ignored with being excluded on needs, mood and aggression. In study 1, 80 participants were randomly assigned to a 2 (ignored, not ignored) X 2 (excluded, included) between-S design. The combined ignore plus exclude condition replicated previous ostracism research, validating the use of VR for this research. Participants who were excluded but not ignored reported lower mood and greater need threat compared with included participants. The manipulation checks indicated the ignored manipulation was not detected. In study 2, the ignored manipulation was made considerably more salient, and a re-test of half the experimental designed was conducted. Being ignored significantly thwarted meaningful existence beyond the effect of being excluded. With respect to aggressive tendencies, ignored participants reported feeling more hostile than participants who were not ignored.

Presentation Keywords: virtual ostracism, ignoring exclusion, aggression

Mobile phone use: A comparison of self, social and prototypical identity influences

WALSH, S., & WHITE, K.M. *(Queensland University of Technology)*

Social, self and prototypical identity constructs were incorporated into the theory of planned behaviour (TPB) to predict mobile phone use. Participants (N=252) completed two questionnaires, 1 week apart. The first questionnaire assessed the standard TPB constructs (attitude, subjective norm and perceived behavioural control); social, self and prototypical identity constructs; and intention to engage in high levels of mobile phone use. The second questionnaire assessed level of mobile phone use in the previous week. Support was found for the utility of the TPB in understanding mobile use. Identity factors were found to significantly influence mobile phone use.É Self and social identity, but not prototypical identity, constructs significantly predicted intention to engage in high levels of mobile phone use. Results suggest that proximal identity influences are more impactful on mobile phone use than distal identity influences. The impact of the findings for the role of identity influences in attitude-behaviour relations is discussed.

Presentation Keywords: identity, mobile phone, theory of planned behaviour

Control-aggression links: Evidence for a mechanism, its possible origin, and contributing traits

WARBURTON, W. & McILWAIN, D. *(Macquarie University)*

From early experiments using uncontrollable noise to modern research on domestic violence, there is ample evidence linking aggression to a sense of not being in control of one's world. There is however, little research that examines the mechanisms underlying these links. Hypothesising that control-aggression effects may be underpinned by deeply-rooted beliefs that aggressive responses are a valid and effective way to restore a sense of situational control (i.e., control-aggression schemas), we gave 60 participants control or no control over an aversive noise. The reduced-control group were significantly more aggressive, with higher levels of control-aggression schemas predicting greater aggression. For those who did not experience control loss, control-aggression schemas did not predict aggression. In a second study, high levels of control-aggression schemas were held by those with a high exposure to violent media, high levels of other maladaptive schemas, and a variety of personality traits including narcissism, Machiavellianism, psychopathy, and shame.

Presentation Keywords human aggression, control, schemas, violent media, narcissism

An exploration of the needs and goals of the health professional and patient in a medical consultation

WATSON, B.M. *(University of Queensland)*

This study is the first phase of a three-phase study continuing over three years. Twenty health professionals from different disciplinary backgrounds (medical doctors, nurses, allied health professionals) and 20 patients across a range of medical conditions, education, gender, and socio-economic backgrounds, participated in one-on-one semi-structured interviews. Participants described their experiences and perceptions of both effective and satisfying medical consultations and dissatisfying and ineffective ones. They also discussed their individual goals and needs in the consultation process. Results indicated that while there were some similarities in consultation goals and needs between health professionals, there were also clear differences across the different disciplines. In addition, there were clear differences in goals and needs across the twenty patients. These findings are discussed within the framework of communication accommodation theory (CAT) and the linguistic model of patient participation (LMOPP) and focus on understanding the different dynamics that underpin varying health-professional and patient interactions.

Presentation Keywords: health communication, CAT, LMOPP

"Hard out over rated": Communicating norms of sexual health to youth

WEATHERALL, A. *(Victoria University of Wellington, New Zealand)*

This paper is based on a collaborative research project between Victoria University of Wellington and the Wellington Education Service of the New Zealand Family Planning Association. The overall goal of our work is to produce knowledge that can inform the development of more effective sexuality education practices and policies that will in turn lead to improved sexual and reproductive health for young New Zealanders. We have recorded sexuality education classes at three different schools (a second chance education college, an all-boys school and a co-educational school). Students attending those classes then participated in focus groups to discuss the classes and the relevance of them to their lives. Analytic approaches informed by feminist discursive psychology are used to examine how students participate, evaluate and become informed by the sexuality education classes.

Presentation Keywords: sexual health, discourse, education

Resolving social dilemmas: Social disadvantage to one's ingroup, empowerment

WEBB, J. *(Deakin University)*

Social dilemmas involve a variety of inequalities that can be institutionalized within prospective social dilemma solutions as well as in the decision-making contexts from which individuals appraise future or past system change. A range of inequalities can also exist for one's 'ingroup' at different points in time. For example, a social dilemma solution may seem particularly costly to one's ingroup and the level of representation on a committee proposing social dilemma solutions may involve majority or minority representation for one's ingroup (c.f., Azzi & Jost, 1997). Drawing on the system justification theory idea that there is a relationship between social disadvantage, feeling 'powerless' and heightened support for status quo systems, as well as recent research regarding group identity and social justice perceptions, the current study represents one of the first investigations into whether the level of (distributional) advantage to one's 'ingroup', that is afforded under a proposed system change as well as within a decision-making body, affects support for and beliefs about the procedural justice of prospective system change.

Presentation Keywords: social dilemmas, procedural justice, empowerment, structural change, social identity

Work group identification: Sometimes merely a matter of affect

WEEDEN, K., & JIMMIESON, N. (University of Queensland)

Social identity theorists have often assumed that identity is unidimensional. Although recent research has investigated the multidimensionality of the construct. For example, national 'affective attachment' (patriotism) and an 'us first' evaluation (nationalism) were empirically distinct and only moderately correlated. To further test this notion a questionnaire study (n = 97) investigated participants' workplace experiences. Participants rated the extent to which they had reacted adversely to anger eliciting work events. Three dimensions of work group identity (in-group ties, group centrality, and group affect) were measured to see which might influence such reactions. Anger significantly predicted six types of adverse behaviours, whereas only one dimension of group identification significantly affected three outcomes. High levels of 'affective group attachment' reduced the degree to which participants engaged in adverse organisational behaviours. Thus, providing evidence that the affective component of identification is relevant in experiences characterised by one dominant emotion; providing further support to the idea of the multidimensionality of identification.

Presentation Keywords: emotion, affect, anger, social identity, organization

An examination of a three dimensional model of social identification

WHITE, K.* & OBST, P.L. (Queensland University of Technology)

While traditionally social identification has been viewed and represented as unidimensional in nature, recent discussion and evidence suggests that social identification may be a multidimensional construct. The concept of multidimensionality is in line with Tajfel's (1978) original definition of the construct, which describes social identity as deriving from knowledge of group membership, and the value and emotional significance attached to that membership. This paper presents research which examines evidence for the construct validity of a three-factor model of social identity proposed by Cameron (2004), comprising three underlying dimensions: Ingroup Ties, Ingroup Affect and Centrality. Undergraduate students (N = 219) completed the Three Dimensional Strength of Group Identification Scale in relation to three distinct group memberships. Confirmatory factor analysis results indicated that the three (rather than a one or two) factor model was the most parsimonious and best fit to the data, supporting a three-factor structure of social identity.

Presentation Keywords: social identification, social identity theory, model validation, confirmatory factor analysis

Differences between social and physical pain

WILLIAMS, K.D. (Purdue University, U.S.A.), FITNESS, J., & NEWTON, N. (Macquarie University).

Researchers and theorists are currently positing that brain architecture for detecting social pain grew out of (or piggybacked) off of brain architecture for detecting physical pain. Further, research has shown that social pain is felt and talked about like physical pain. While there are similarities, there is at least one important difference that we explore in this research: past social pain can be relived and re-experienced as painful in the present, but physical pain cannot. Participants recalled a physical and social pain experience, rated its intensity, then rated their current levels of pain that they were re-experiencing. As predicted, social pain, not physical pain, was relived and re-experienced at surprisingly high levels.

Presentation Keywords: social pain, physical pain, betrayal, ostracism

"Thou shalt not use condoms": Arguments over art, religion, and sexual health

WILSON, M. (1) (Victoria University of Wellington, New Zealand)

In early 1998, shortly after opening, Te Papa (Museum of New Zealand) presented 'Pictura Britannica,' an exhibition of contemporary British art. This exhibition included two pieces with obvious religious content 'The Last Supper' and 'Virgin in a condom'. The exhibits caused widespread public debate about the propriety of the specific treatment of religious icons on these exhibits. This paper presents a rhetorical analysis of letters to the editor of three Wellington-area and national newspapers, focusing specifically on the arguments over the use of the iconic virgin as a vehicle for sexual education.

Presentation Keywords: sexual health, STIs, discourse, religion, art

Fear of death as a potential motivator in religious and paranormal belief

WILSON, M. (2) *(Victoria University of Wellington, New Zealand)*

In recent times, research has shown that priming death anxiety (making people think about their inevitable physical death) leads to increasing support for traditional institutions (e.g., support for political incumbents, increasing social conservatism, etc) - a finding that I shall argue may extend to belief in traditional religion. In this paper I present the results of two studies evaluating the relationship between death anxiety and religious and paranormal belief. Death anxiety accounts for a small but statistically significant amount of variation in people's endorsement of (particularly religious) belief, suggesting that for at least some people, part of the 'reason' for engaging in religious belief may be as a buffer against fear of death.

Presentation Keywords: death anxiety, terror management, paranormal belief, religion

Low self-esteem and biases in perception of threat

WYLAND, C.L. *(University of New South Wales)*

The differential responses to threat by people with high and low self-esteem may be due to the expectations people hold about their future acceptance by others and linked to biases in attention to and memory for social threat. Three studies were conducted to test the hypotheses that level of self-esteem influences how people attend to and process social information as well as information about themselves. Further, it was predicted that failure would lead to increased vigilance for information that indicates risk of social exclusion for people with low self-esteem. The results indicate that people with low self-esteem have a bias to attend to and remember more negative information, including self-encoded words and angry expressions, and that failure may lead to a shift to self-focused attention. These findings provide some initial evidence that failure changes the way people with low self-esteem process information about themselves and about others.

Presentation Keywords: self-esteem, memory, attention, sociometer

Impact of stigmatization on behavioural mimicry

YABAR, Y.C., & JOHNSTON, L. *(University of Canterbury, New Zealand)*

Previous research has shown that behavioral mimicry can occur non-consciously and non-intentionally. However, such mimicry behavior may be inhibited in specific social contexts. Our program of research investigates the potentially inhibiting impact of stigmatization on mimicry. In each of our experiments, participants were led to believe that they were interacting with other participants through a video-link when in fact they were watching pre-recorded video-tapes of confederates. These confederates belonged to either an in-group or to a negatively perceived out-group. Participants watched the confederates describe a picture, while being recorded by a hidden video-camera. The confederate's nonverbal behavior during the picture description was scripted (i.e., scratching the face), and the participant's behavior was coded for mimicry of this non-verbal behavior. The results show less mimicry of the out-group than the in-group confederate. This effect is, however, moderated, by participants' attitudes toward the target group and the goals of the social interaction.

Presentation Keywords: mimicry, implicit attitude, IAT, social interaction

Effect of childhood sexual abuse on romantic relationships: Role of romantic self-efficacy

YASIN, N. & BUSSEY, K. *(Macquarie University)*

This research investigated factors that influence romantic satisfaction in young adult females with and without a history of child sexual abuse (CSA). In particular, the role of individuals' self-efficacy beliefs in their capability to initiate and maintain a romantic relationship was examined. Two hundred and fifty two sexually abused (N = 103) and non-sexually abused (N = 149) females participated (mean age = 22.4 years). Results revealed no difference in romantic satisfaction among abused and non-abused participants. However, differences were found between these two groups on measures of romantic self-efficacy, parental support, current trauma symptoms, and romantic attachment style. Further, regardless of participants' abuse status, those currently involved in a romantic relationship demonstrated greater romantic self-efficacy than those not in such a relationship. Structural equation modelling confirmed the pathways through which romantic self-efficacy influences romantic satisfaction. Implications for intervention programmes strengthening individuals' romantic self-efficacy beliefs are suggested.

Presentation Keywords: child sexual abuse, romantic relationship satisfaction, romantic self-efficacy

POSTER ABSTRACTS
(Alphabetical)

Mood, the emotional stroop and counterfactuals

BLACKWELL, G. (James Cook University) & KNOWLES, S. (Swinburne University of Technology)

This research examines the impact of a negative mood induction on performance on an emotional Stroop task using a computer based presentation method. Responses to randomly presented positive, negative and neutral words are compared before and after listening to negative music in the experimental condition or performing a distractor task in the control condition. Following this, the effect on counterfactual generation is assessed through the types and numbers of counterfactual statements produced in response to an ambiguously valenced story. Preliminary results indicate that negative music is affecting both positive and negative words compared to neutral words but with greater interference for the negative words with a longer reaction time. There are significant correlations between the reaction times after intervention in the control condition for positive words and negative words and the type of counterfactuals generated but this effect is not evident after the experimental intervention-suggesting mood is having an effect on information processing strategies. Implications are for research extending to the aetiology and treatment of affective disorders.

Presentation Keywords: emotional stroop, counterfactuals

Psychosocial factors and perceived severity of functional dyspeptic symptoms: Testing a psychosocial interactionist model

CHENG, C. (Hong Kong University of Science and Technology)

Functional dyspepsia (FD) is a psychosomatic disorder in which individuals present with dyspeptic symptoms with no apparent physical or biochemical causes. A psychosocial interactionist model was presented to provide a systematic account of individual differences in perception of FD symptom severity. Results revealed significant main effects of monitoring, emotional support, and coping flexibility on perceived FD symptom severity. A significant interaction effect between emotional support and coping flexibility was also found. The present findings provided support for the psychosocial interactionist model in showing that (a) monitoring is a risk factor related to greater perceived symptom severity, (b) emotional support and coping flexibility are resource factors related to lower perceived symptom severity, and (c) the beneficial role of emotional support is present only among those higher in coping flexibility but not among those lower in coping flexibility.

Presentation Keywords: psychosocial factors, psychosomatic disorders, applied social psychology

The DID Web

CLAYTON, K. (Macquarie University)

My paper focuses on the social aspects of dissociative identity, encapsulating history, theory and societal views. It more importantly looks at the experiential aspect of those with multiple selves in today's world. To add further substance to this developing picture, an exploration of how individuals with DI are using the Web to facilitate their lives is undertaken. Much of this paper is an exploration into what the Web facilitates for individuals with dissociative identity, the acceptance gained through online communities and how this further informs their sense of self and way of being in a society where multiple selves is still an unknown. I offer some preliminary findings, some theoretical positionings and explore how Theories of Self, Social Identity Theory (Tajfel & Turner, 1978) and Self-categorisation theory (Turner et al., 1987) are possibly disrupted by this different way of being. Theories of stereotyping (aim to use Van Dijk, (1998) as starting point) and theories covering formulation of disorder and functionality are also questioned in light of dissociative identity.

Presentation Keywords: dissociative, identity, web, therapy

Synthesis of research studies relating to emotional intelligence in Thailand

INTARAKAMHANG, U. & SUCAROMANA, A. (Behavioural Science Research Institute, Thailand)

The focus of this study was to summarise the progress of research studies concerning to Emotional Intelligence in Thailand, and to look for factors affecting Emotional Intelligence. Additionally, this study aimed to review programs examining Emotional Intelligence in Thai people using meta-analysis. Results showed that there were 49 variables affecting on Emotional Intelligence, 57 relationships between Emotional Intelligence and other variables, 15 studies comparing Emotional Intelligence with other variables, 16 studies developing and improving instruments, and 52 studies developing programs for nurturing Emotional Intelligence. The estimated effect size was divided into 4 groups which had relationships with Emotional Intelligence. Bio-social variables had an estimate effect size between 0.01-0.55, while the internal variables were between 0.03-0.65, and the family variables were between 0.2-0.55. Additionally, the estimate effect size of the external variables was between 0.20-0.35.

Presentation Keywords: emotional intelligence, research synthesis, Thailand

Attitudes and attribution concerning real life situations between two religious groups

KITTIVIBUL, T. (National Institute for Development Administration, Srinakharinwirot, Thailand)

This paper is aimed to investigate the biases in attitudes and attribution of Buddhist and Muslim Thais on collective aggressive events induced by Muslim instigators in southern-border provinces of Thailand on January4, April28, and October25, 2004. Data from two studies, conducted recently after the incidents, were analysed. In the first study, Buddhists and Muslims in Bangkok evaluated the Muslim mob in Takbai, a district of southern border, differently. That is, Muslims hold a better attitude toward the mob than Buddhists. In the second study, Muslim and Buddhist graduate students at southern border attributed the violence differently. Muslims attributed it to external causes more than internal ones; whereas Buddhists attributed it to individual dispositions more than situational causes. Moreover, Muslim participants involved and provided suggestions for better situations more than the Buddhists. The results supported biases in attribution, cultural influence on cognitions, and provide more understanding of intergroup attribution and stereotype.

Presentation Keywords: attitude, attribution, aggression/violence, social cognition, religious group

Using an extended Theory of Planned Behaviour to predict intention towards blood donation

KNOWLES, S. (Swinburne University of Technology)

The aim of this study was to test an extended Theory of Planned Behaviour (TPB) as utilised by Armitage and Conner (2001) to predict intention towards blood donation. A second aim of this study was to provide evidence for the distinction between Perceived behavioural control (PBC) and Self-efficacy (SE) in the TPB. Of the 91 university students surveyed ($M=24.09$, $SD=8.55$), 74 students reported being medically fit to donate blood. A hierarchical regression (Attitude (Att) and Subjective norm (SN) [Step 1], SE and PBC [Step 2], and Self-identity (SI) and Moral norm (MN) [Step 3]) to predict intention towards donating blood was found to account for 80% of the unique variance. While only Att, SE, and MN were found to be significant predictors in the final model, R^2 change indicated that all three steps accounted for a significant amount of variance providing support for the extended TPB.

Presentation Keywords: planned behaviour, blood donation

Using an extended Theory of Planned Behaviour to predict intention towards organ donation

KNOWLES, S. *(Swinburne University of Technology)*

The aim of this study was to test an extended Theory of Planned Behaviour (TPB) as utilised by Armitage and Conner (2001) to predict intention towards organ donation upon death. A second aim of this study was to provide evidence for the distinction between Perceived behavioural control (PBC) and Self-efficacy (SE) in the TPB. Of the 91 university students surveyed (M=24.09, SD=8.55), 84 students reported no medical reason that would prevent them from donating organs. A hierarchical regression (Attitude (Att) and Subjective norm (SN) [Step 1], SE and PBC [Step 2], and Self-identity (SI) and Moral norm (MN) [Step 3]) to predict intention towards organ donation was found to account for 76% of the unique variance. Only Att and SE were found to be significant predictors in the final model, R^2 change indicated that Step 3 did not account for a significant amount of variance. Findings in relation to the study's aims are discussed.

Presentation Keywords: planned behaviour, organ donation

Relationships between indoor navigation self-efficacy and navigational time within a virtual environment

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This study used a virtual environment to explore relationships between self-efficacy perceptions when navigating an indoor setting, and navigational times for search and return to origin tasks. A 30-item Indoor Navigation Self Efficacy Questionnaire (IN:SEQ) was developed specifically for the study. The survey was found to have high reliability, with a Cronbach's alpha value of .78 . Determination of participant (N=47) perceptions of indoor navigational self-efficacy required that each person navigate a virtual university for 30 minutes, and then complete the IN:SEQ. Participants were then randomly allocated to either a control environment (simple layout) or to a treatment environment (complex layout). Both groups were timed for simple search and return to origin tasks. No significant differences were found between participants of high and low navigational self-efficacy; nor between control and treatment group navigational times. Additionally, there was no interaction effect. Results call for refinement of the construct indoor navigation self-efficacy perceptions.

Presentation Keywords: indoor navigation self-efficacy, self-efficacy, navigation, virtual reality, virtual environment

Shared perceptions of prematurity amongst mothers of mild to moderately premature infants

PHILLIPS, J., ROUFEIL, L., & TYSON, G. *(Charles Sturt University)*

The plethora of research on prematurity, media interest on prematurity and associated communications all focus on the minority of preterm infants – those born less than 32 weeks of gestation, or with birthweights less than 1500 grams. Healthy, mildly preterm infants attract little research/media interest, are not considered particularly at risk from a medical perspective, and do not receive any special follow-up care. However, mothers of these infants may not conceptualise their infant in the same way as health professionals. After all, the maternal experience when an infant is born mildly preterm is necessarily far removed from that of a mother with a full-term infant. Thus, a qualitative approach which involved in-depth interviews was used to understand the maternal experience of mild prematurity. Findings indicated that these mothers' perception of their infant and experience paralleled those of mothers of healthy moderately preterm infants, though they receive no special support services.

Presentation Keywords: maternal perception, mild prematurity, qualitative

A better lemon-squeezer? Maximum likelihood regression with beta-distributed dependent variables

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Uncorrectable skew and heteroscedasticity are the "lemons" of social psychological data. Nonetheless, there are plenty of variables whose distributions naturally exhibit these properties. For too long researchers have been forced to ignore or transform away what could be important aspects of their data. For variables whose scales have a lower and upper bound, help is at hand via the beta distribution, which is very flexible and models skew quite well. We provide maximum-likelihood regression models assuming the dependent variable is conditionally beta-distributed, not Gaussian. Our approach allows researchers to model both means (location) and variances (dispersion) with their own distinct sets of predictors (either continuous or categorical), thereby modelling heteroscedasticity. The location submodel is analogous to logistic regression, while the dispersion submodel is log-linear. Examples from real data-sets demonstrate that these models can handle any experimental design or correlational study. User-friendly syntax is available in SAS, SPSS, and R/SPlus.

Presentation Keywords: methods, statistics, regression, beta distribution, skew

Development of emotional intelligence based on an Oriental approach in Thai students

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The purpose of this study was to investigate and develop a programme which fostered an Emotional Intelligence. The study was comprised of two phases. In the first phase, data was obtained from 1,204 students aged between 12 to 15 years old to determine their Emotional Intelligence. These data were collected using Emotional Intelligence screening test developed by the Department of Mental Health, the Ministry of Public Health, Thailand. The second phase of this study involved the trial of the Oriental-based programme emphasising on body and mind development. Physical exercise, crisis management, and meditation were concentrated. The sample was consisted of 108 students dividing to two groups. The first 54 students were an experimental group and the other was a control group. The result showed that the experimental group trained in the Oriental-based approach had Emotional Intelligence higher than the control group who were not ($p<0.01$).

Presentation Keywords: emotional Intelligence, oriental approach, Thai students

Wives' coping strategies for dealing with drug addicted husbands

WIRAWAN.H. E. & MERIYATI, A. (Tarumanagara University, Indonesia)

The current research examined whether stress levels in wives whose husbands are addicted to drugs. Husbands who use drugs are known to show bad behaviour, and are not able to fulfil their responsibilities to the family. Stress coping theory by Lazarus and Folkman (1984) and Carver, Weintraub, and Scheier (1989) was used to analyse the subjects. This research used in-depth interview from March to June 2003, among 5 respondents who have drugs addicted husbands. The results showed that all five respondents used emotion focused coping more than problem focused styles. It is expected that this occurred because wives have little control over the stressor. Instead, wives seek morality support and sympathy from the environment, become involved in religious activities, surrender their lives to God, and also learned to live with in the current circumstances.

Presentation Keywords: stress, coping, wives

Self-adjustment for older women overcoming loneliness in nursing homes

ZAMRALITA, L. (Tarumanagara University, Indonesia)

Loneliness is a feeling that really hurts for people that experience it, especially for older women who reside in a nursing home. Resources used to overcome loneliness are often very low. Due to this, self-adjustment becomes important, allowing older women to be able to overcome their problems and live life peacefully. According to Harber and Runyon (1984), there are some characteristics that older women must possess in order to be able to adjust effectively. These characteristics involve having accurate perceptions of reality, an ability to overcome stress and anxiety, a positive self-image, an ability to express their feelings, and having good interpersonal relationships. The purpose of this research was to examine the efforts of older women that stay in a nursing home to overcome loneliness. The method used to gather the data was an interview based on Mental Status Examination (MSE). This research involved woman over the age of 65. The results show that the women examined were able to adjust when they experienced loneliness in their nursing home by drawing near to God and building positive hopes for their future.

Presentation Keywords: self adjustment, loneliness, late adulthood, nursing home

Perceptions of husband support and depression symptoms in women after delivering a first born child

ZAMRALITA. L. (Tarumanagara University, Indonesia)

Depressed and distressed feelings often appear tom others after delivering. A lot of factors are assumed

to contribute creating depressive symptom. One of them is social support factor, specially husband's support. This research will be focused on the husband's support because the husband is the main and significant person who gives support to his wife during her pregnancy, delivery, and afterbirth period. Husband's support includes: emotional support, informational support, instrumental support. Respondents are women who just delivered a baby, the first born healthy baby without complication. Pregnancy was from the legal marriage. Data were obtained from 30 women. The data were collected by using questionnaire and analyzed by Pearson Product Moment. The result shows there is correlation between perception of husband's support with depression symptom.

Presentation Keywords: depression, husband, support

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Acknowledgements