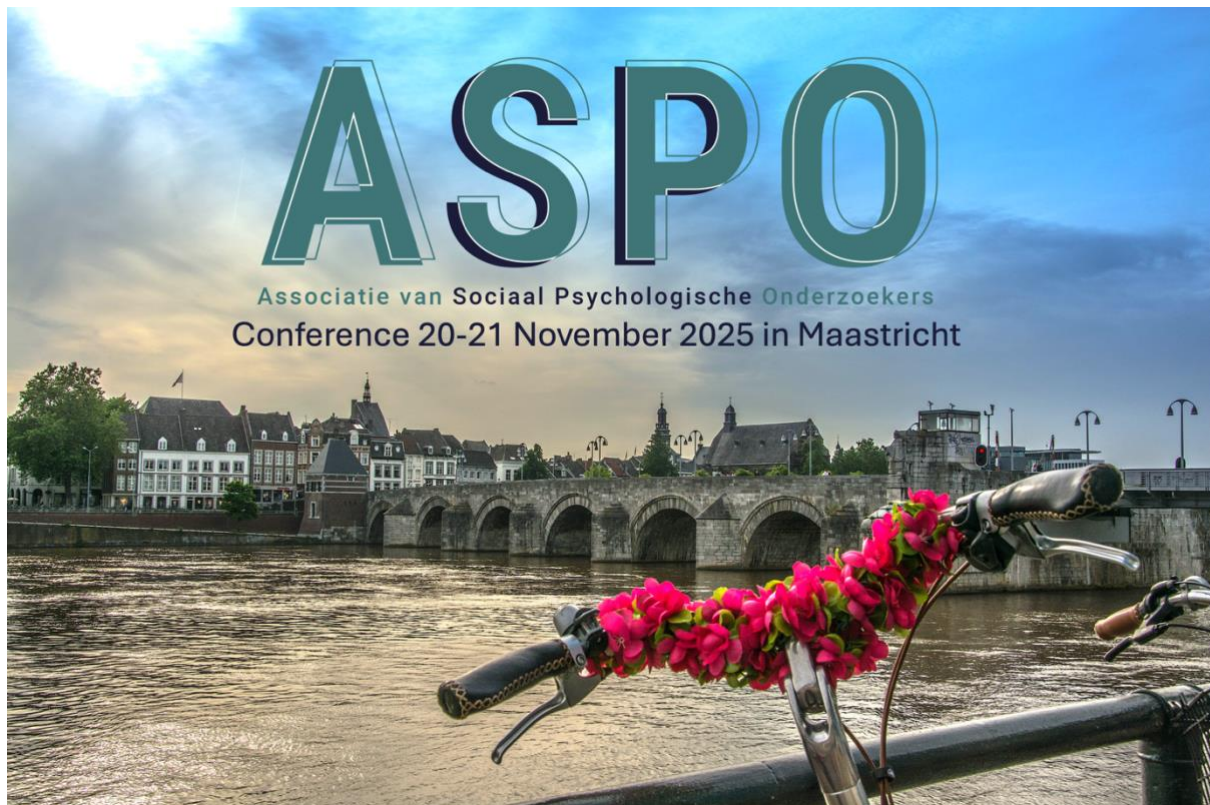




Picture: Tomas Turek - Pixabay

Program overview

Thursday 20 November

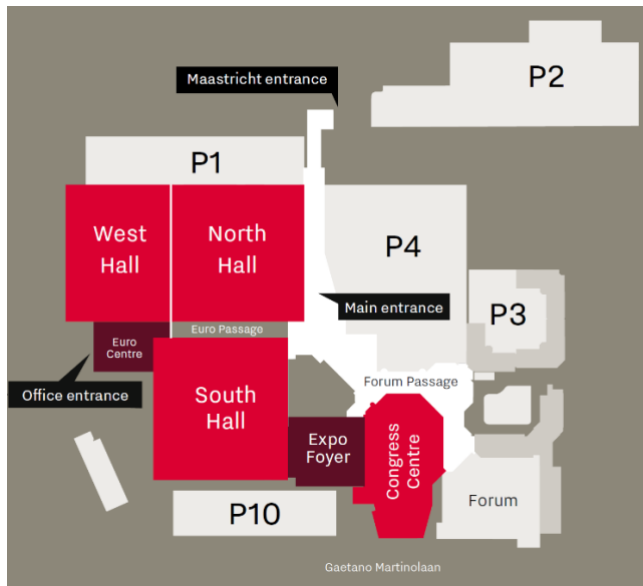
10:00	10:45	Registration - Coffee & tea	Promenade					
10:45	11:00	Opening	Plenary room					
11:00	12:00	Parallel Session 1	Plenary room P.1 Quick Pitch: Discrimination, marginalization, self and identity	Meuse/Rhine M.1 Ostracism	Amazon A.1 Environment and behavior	Tigris T.1 Intergroup contact, ingroup favoritism, and psychological network approach	Euphrates E.1 Gender inequality	
12:00	13:00	ASPO members meeting	Plenary room					
13:00	13:45	Lunch	Promenade					
14:00	15:00	Parallel Session 2	Plenary room P.2 Quick Pitch: Gender and diversity	Meuse/Rhine M.2 Allyship and intergroup solidarity	Amazon A.2 Veganism and climate communication	Tigris T.2 Responses to interpersonal and societal norm violations	Euphrates E.2 Social cognition	
15:00	16:00	Coffee & Tea	Promenade					
16:00	17:00	National keynote: Marie Rosenkrantz Lindegaard	Plenary room					
18:00		Conference dinner (optional)	Thiessen					

Program overview

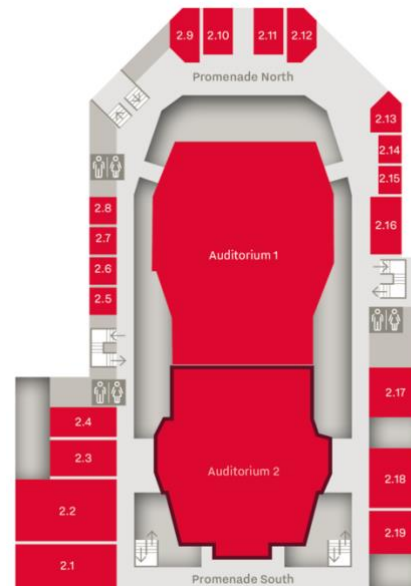
Friday 21 November

09:30	10:00	Coffee & tea	Promenade				
10:00	11:00	Parallel Session 3	Plenary room P.3 Quick Pitch: AI and communication, moral appeals, and emotions	Meuse/Rhine M.3 Responses to Intergroup Inequality	Amazon A.3 Close and interpersonal relations	Tigris T3. Collective action	
11:00	12:00	International keynote: Ana Guinote	Plenary room				
12:00	13:00	Lunch	Promenade				
13:00	14:00	Parallel Session 4	Plenary room P.4 Quick Pitch: Sustainability and prosocial behavior	Meuse/Rhine M.4 Political attitudes	Amazon A.4 Gendered emotions, individual differences, and personality	Tigris T.4 (inter)group dynamics in small groups	
14:00	14:30	Coffee & tea	Promenade				
14:30	15:30	Parallel Session 5	Plenary room P.5 Sustainable consumption	Meuse/Rhine M.5 AI-human interactions	Amazon A.5 Collective trust	Tigris T.5 Health and wellbeing	
15:30	16:30	Dissertation award - closing	Plenary room				

Where to find the rooms



Floorplan



Level 2 Congress Centre

The conference will take place at MECC Maastricht, Forum 100, 6229 GV Maastricht (main entrance). MECC Maastricht is a five-minute walk from the Maastricht-Randwyck train station. A bus leaves every five minutes from Maastricht city centre or Maastricht Central Station headed to MECC Maastricht (Forum MECC bus stop).

The conference rooms are located on Level 2 of the MECC Congress Centre. From the main entrance, follow the Forum Passage to the Congress Centre, then take the stairs or elevators to Level 2.

Conference Rooms - Level 2 Congress Centre

- Promenade
- 2.18/2.19 Plenary Room Mekong/Madeira
- 2.09/2.10 Meuse/Rhine
- 2.16 Amazon
- 2.12 Tigris
- 2.11 Euphrates

Still feeling a bit lost in the building? You can always ask for directions at the front desk near the main entrance, or take a virtual tour of the venue here: <https://www.mecc.nl/en/spaces/>

Parallel Session 1

Thursday, 11:00-12:00

2.18/2.19 Plenary Room Mekong/Madeira

P.1 Pitch session: Discrimination, marginalization, self and identity

Chair: Sasha Cook

The smoke-detector principle of pathogen avoidance: A test of how the behavioral immune system gives rise to prejudice

Florian van Leeuwen (1), Bastian Jaeger (2), John Axelsson (3), D. Vaughn Becker (4), Lina S. Hansson (5), Julie Lasselin (6), Mats Lekander (7), Matti Vuorre (8), Joshua M. Tybur (9)

Tilburg University (1), Tilburg University (2), Stockholm University (3), Arizona State University (4), Stockholm University (5), Stockholm University (6), Stockholm University (7), Tilburg University (8), Vrije Universiteit Amsterdam (9)

Motivations to avoid infectious disease seem to influence prejudice toward some groups (e.g., people with obesity, gay men, homeless people, immigrants from some countries), including groups not explicitly associated with infectious disease. The standard explanation for this phenomenon is based on signal detection theory and proposes that some prejudices partially arise from pathogen detection mechanisms that are biased toward making false alarms (false positives) in order to minimize misses (false negatives). Therefore, pathogen detection mechanisms arguably categorize a broad array of atypical features as indicative of infection, which gives rise to negative affect toward people with atypical features. We tested a key hypothesis derived from this explanation: specific appearance-based prejudices are associated with tendencies to make false alarms when estimating the presence of infectious disease. While this hypothesis is implicit in much work on the behavioral immune system and prejudice, direct tests of it are lacking and existing relevant work contains important limitations. To test the hypothesis, we conducted a cross-sectional study using a large U.S. sample (N = 1450). Using signal detection theory methods, we assessed tendencies to make false alarms when identifying infection threats. We further assessed prejudice toward multiple relevant social groups/categories. Results showed weak evidence for the key hypothesis: for only one of four tested target groups were tendencies to make false alarms in sickness detection significantly associated with prejudice. However, this relation was not significant when controlling for a potential confound. These results cast doubt on the notion that individual differences in appearance-based prejudices arise from individual differences in tendencies to make false alarms in assessing pathogen threats.

The Strength of Being Marginal - The Role of Marginal Group Members in Network Integration and Norm Divergence

Bleen Abraham (1), Hedy Greijdanus (1), Russell Spears (1)

(1) University of Groningen

Past research on marginality has typically portrayed marginal group members as individuals who are either newly entering or striving to attain a more central position within their group. Recent perspectives however, suggest a more nuanced understanding of marginality considering the individuals' and groups' negotiations about inclusion, as well as the marginal group members' potential role as connectors across different groups and sources of norm divergence.

Building on these insights and complementing them with concepts from Social Network Theory, the present research examines the roles of different kinds of marginals in bridging their ingroup with outgroups and offering norm-diverging views. In two cross-sectional survey studies (N=542), we investigated students' group and individual inclusion goals within their own study tracks (Dutch vs. International) as predictors of their connectedness with both their own and the other track. Further, we examined the relation between students' inclusion goals and their propensity to deviate from ingroup norms. We expected students scoring high on individual inclusion goals to be more well-connected with the ingroup and those scoring low on individual inclusion goals to be more well-connected with the outgroup. While we do not find support for the relationship between low individual inclusion goals and norm divergence, we find partial support for students with high individual inclusion goals as being more well-connected with the ingroup and those scoring low on individual inclusion goals as being more well-connected with the outgroup. Findings are discussed in the context of the groups' composition and the time at which the study tracks were examined. Future research should further investigate the role of marginals in integrating different groups and facilitating information transfer.

More meaning and social value, but less certainty: Comparing outcomes of viewing images of suffering to positive and neutral social situations.

Anastassia Vivanco Carlevari (1), Gerben van Kleef (1), Suzanne Oosterwijk (1)

(1) Universiteit van Amsterdam

Consuming information portraying people's suffering is effortful, and if done excessively, it can be detrimental to mental health (e.g., doomscrolling). In the current hyperconnected world, negative social information intake needs to be regulated, and a strategic way to do this can be by aligning with relevant goals. Previous work has shown that engaging with others' suffering may hold epistemic, personal, social, and affective value. However, these have been measured as anticipated benefits, leaving uncovered to what extent these are experienced benefits. In this research project, we focus on the outcomes of viewing images of negative social situations (e.g., an accident, a war survivor) compared to positive (e.g., a birthday party) and neutral ones (e.g., someone walking in the street). Across three studies, participants rated the epistemic, personal, social and affective outcomes of viewing a set of images showing emotionally evocative situations. Consistently across studies, analysis of variance results demonstrated that although people report higher levels of negative emotions, negative images also provide higher levels of knowledge, meaning, compassion, and moral reflection. Interestingly, negative images scored higher on remaining uncertainty, meaning that people wonder more about what happened in these scenes, compared to positive and neutral ones. Furthermore, we evaluated the effect of the agency of the engagement (e.g., active engagement vs. passive engagement) on these outcomes.

We discuss the theoretical implications of these findings and how they contribute to understanding the nature of negative social events compared to positive and neutral ones.

Where do we draw the line between discrimination and not discrimination? The influence of who the perpetrator is on Definitional Boundaries of Discrimination, applied to the Russo-Ukrainian war

Nina Le Compte (1), Colette van Laar (2), Katy Greenland (3), Keon West (4), Alice Saraiva Angra de Oliveira (5), Irem Nur Keskin (6), Sandrijn Van Den Noortgate (7)

(1) KU Leuven, (2) KU Leuven, (3) Cardiff University, (4) Goldsmiths, (5) VU, (6) KU Leuven, (7) KU Leuven

Definitional Boundaries of Discrimination (DBDs) reflect the cultural tools people deploy when demarcating the boundary between discrimination and not discrimination. People apply narrow or broad DBDs, respectively labeling few or many acts of potential discrimination as discrimination. While people often think a definition of discrimination is stable, this project aims to show that definitions vary, for instance, depending on who the perpetrator is. In the contemporary climate, where discrimination is still ubiquitous, investigation of context dynamics and individual characteristics influencing DBDs is highly needed. The first goal is to further validate the DBDs concept, now tested in an experimental setting. The second goal is to examine how the image of a perpetrator group influences the perception of the same discrimination. In two experiments, participants read a contrived newspaper article describing potential discrimination based on race by authorities at their borders in times of the Russo-Ukrainian war. We investigate differences in DBDs as a function of perpetrator characteristics: Russia or Ukraine as the perpetrator (Study A); and Ukraine as the perpetrator being described as not racist, deniably racist, or undeniably racist (Study B). It is hypothesized that Russia (Study A) and Ukraine being described as undeniably racist (Study B) lead to broader DBDs than other conditions. In Study B, it is further hypothesized that, reading the article in which Ukraine is presented as deniably racist, participants with lower Social Dominance Orientation (SDO) show broader DBDs compared to participants with higher SDO. Results from the sample of Study A (n=122) do not allow us to conclude on a difference in reported DBDs between participants who read either article. However, interesting patterns were found in the mediator and moderator analyses. For Study B, the intended sample size is n=225. Preliminary results reveal some of the same patterns as in Study A.

An I-frame and s-frame interventions review: The importance of the interaction between the individual and the system

Frank Doolaard (1), Wilco van Dijk (2), Sjoerd Goslinga (3), Suzanne Pietersma (4)

(1)Leiden University, Knowledge Centre Psychology and Economic Behaviour, (2)Leiden University, Knowledge Centre Psychology and Economic Behaviour, (3)Belastingdienst, (4) Belastingdienst

Do governments place too much responsibility on individuals to solve societal problems? Recent publications have fuelled the debate about governments' use of interventions that target either individuals' motivation and capability (i-frame) or aspects of the system (s-frame). These articles claim that the behavioral sciences approach has contributed to governments relying too heavily on i-frame interventions. These i-frame interventions are not only considered ineffective or insufficient, but are also thought to undermine the necessary system change. Drawing on the debate among behavioral scientists, research in the public policy domain and some fundamental social psychological frameworks, we have written a review paper that nuances the idea that i-frame interventions are at best in- and at worst counter-effective. We aim to contribute to shifting the debate away from the effectiveness of i-frame versus s-frame interventions. Instead, we suggest both are necessary, and that lasting solutions desire understanding of the interaction between the individual and the system. We emphasize how the behavioral sciences provide useful frameworks for this effort, and discuss how social psychologists can contribute to designing fitting i-frame and s-frame interventions.

The Interplay between Professional Identity and Digital Health Technologies among Healthcare Students and Professionals: A Systematic Integrative Review

Mila Grozdanovska (1), Marlon Nieuwenhuis (2), Maaïke Endedijk (3), Matthijs Noordzij (4)

(1) University of Twente, (2) University of Twente, (3) University of Twente, (4) University of Twente

Background: Adoption of digital technology in healthcare raises not only questions of utility and efficiency but also of professional identity, as technologies can impact roles, responsibilities, and values. While emerging work highlights the dynamic interplay between professional identity and technology, this remains underexplored among healthcare students and professionals. To date, no review has synthesized how professional identity is shaping, and being shaped by, digital technology, which professional groups and technologies have been examined, and what theoretical frameworks have been employed. This review therefore seeks to map and integrate existing findings to identify common themes, gaps, and directions for future research.

Method: Following Whitemore and Knafl's (2005) framework, we searched seven databases, screened records using ASReview and Covidence, and conducted thematic analysis in Atlas.ti.

Results: Thirty studies were included, the majority employing qualitative designs. Nurses and allied health professionals were most represented, and telehealth and electronic health records were the most commonly examined technologies. Most studies were conducted post-adoption, particularly during early adaptation phases. Theoretical approaches varied, ranging from sociotechnical and professional identity perspectives to implementation and behavior change models, while several studies did not apply any explicit framework.

Discussion: Our review highlights three gaps: the narrow focus on nurses and allied health professionals, the lack of longitudinal work on identity change, and limited explicit theoretical framing. Addressing these will be important for advancing our understanding of how digital technology and professional identity co-evolve, informing educators preparing students for tech-rich workplaces, policymakers designing identity-sensitive adoption strategies, and healthcare organizations managing identity tensions during digital transformation.

The Whole Picture: Revisiting the Associations between Left-Wing Authoritarianism, the Dark Triad, and Social Justice Commitment

Sasha Cook (1), Frank Asbrock (2), Bertolt Meyer (3)

(1) University of Amsterdam, (2) Chemnitz University of Technology, (3) Chemnitz University of Technology

Public interest in the psychological roots of political ideology has increased, with recent work linking "dark" personality traits, particularly narcissism, to left-wing authoritarianism (LWA). Krispenz and Bertrams (2024) argued for a "dark-ego-vehicle principle," claiming that individuals high in narcissism and psychopathy are drawn to left-wing authoritarian beliefs. However, their findings relied on limited subdimensions of LWA and isolated regression analyses. In this study, we reanalyze their original Study 2 dataset using structural equation modeling (SEM), applying a more holistic, latent-variable approach that simultaneously models the full LWA construct alongside narcissism, psychopathy, and Machiavellianism. Our structural-after-measurement (SAM) models accounted for interrelations among traits and controls (e.g., virtue signaling, social justice commitment). Our results reveal no positive association between narcissism and LWA.

Instead, narcissism showed a significant negative association with both the overall LWA construct and its subdimensions (anti-hierarchical aggression, anticonventionalism). Psychopathy, but not Machiavellianism, was positively associated with LWA. Social justice commitment was consistently and positively related to all facets of LWA. These findings challenge the claim that dark personality traits broadly drive left-wing authoritarianism. Instead, they suggest that methodological artifacts and selective modeling may have shaped previous conclusions. Our results emphasize the need for comprehensive modeling approaches when examining complex constructs like LWA and caution against overgeneralizing links between dark traits and political ideology.

Deviating from the Norms of Adulthood: Ostracism Across Relationship and Parental Roles

Anneloes, Kip (1) Math, Candel (1), & Dongning, Ren (1), Wen Wei, Loh (1)
(1) Maastricht University

Single households and childfree adults are becoming more common in the Netherlands. Yet they remain minorities that diverge from dominant social norms around coupling and parenthood. These norms are often tied to certain life stages and gender-related expectations. Individuals who depart from such expectations may face ostracism (i.e. feeling ignored and excluded), a subtle but consequential form of exclusion. This project examines whether perceived ostracism varies by relationship and parental status and whether these differences are moderated by gender or age. We analyzed three waves of Dutch household panel data (LISS). Study 1 (N = 4,234 Wave 1) compared coupled parents, coupled non-parents, single parents, and single non-parents. Study 2 (N = 3,610 Wave 1; N = 3,708 Wave 2; N = 3,996 Wave 3) compared married and never married participants. The largest proportions of the samples were coupled parents in Study 1 and married participants in Study 2, confirming prevailing social norms. In Study 1 single non-parents perceived more ostracism than coupled parents and coupled non-parents. In Study 2 never married participants perceived more ostracism than married participants across all waves. This gap appeared larger for men than for women, although the evidence was inconsistent. Otherwise, no moderating effects of gender or age were observed. While perceived ostracism was generally low, our findings suggest small differences among subgroups that deviate from normative expectations of coupling and parenthood. They also highlight potentially vulnerable subgroups, such as young single parents, never-married men, and childfree older adults, as important targets for research on ostracism. Another avenue for research is to examine how and when these social roles become salient targets of ostracism.

When Exclusion Sends a Message: How Norm-Based Attributions Shape Emotional Reactions

Larissa Damp (1), Selma Rudert (1)
(1) University of Kaiserslautern-Landau

Being left out hurts – but not all exclusion is created equal. While previous research mostly operationalized social exclusion as an ambiguous, uniformly painful event, exclusion in everyday life often comes with a reason. Across three preregistered studies (total N = 766), we examined whether being excluded for breaking a norm feels different from being excluded despite following the norm. We operationalized norm violations via actual cooperative behavior in a Public Goods Game (Study 1), manipulated feedback about cooperation (Study 2), and manipulated feedback about environmental behavior in a social media-like setting (Study 3). Across contexts, norm-based exclusion reliably amplified self-conscious moral emotions, especially guilt and shame. Effects on guilt and shame were mediated via fairness perceptions. Feelings of anger and sadness differed depending on the experimental setting: In Studies 1 and 2, norm-adherent participants had a tendency to respond with more sadness and – partially - anger, whereas in Study 3, norm violators felt more sadness and self-directed anger, possibly because the norm violation was experienced as an internalized moral failure.

Taken together, our findings challenge the view of exclusion as a one-size-fits-all experience. When exclusion signals a norm violation, it acts as moral feedback, prompting self-evaluation. When reasons are unclear, exclusion fuels distress rooted in perceived unfairness. These insights highlight the need to account for attribution processes when studying, predicting, and addressing the consequences of social exclusion.

Youth's Popularity Motivations and Beliefs, and Their Associations with Popularity, Bullying and Prosocial Behavior

Tessa A. M. Lansu (1), Mengtian Xia (1)

(1)*Radboud University*

As goals pertaining to one's power position in the peer group are important predictors of bullying perpetration in youth (Hensums et al., 2023; Lansu & van den Berg, 2024), improving our understanding of youth's motivations and cognitions regarding popularity seems necessary in order to combat bullying. Therefore, this preregistered study disentangles various (un)popularity motivation and beliefs subconstructs, and examines how they are related to youth's own popularity, and their bullying and prosocial behaviors. This is examined among 202 students from Dutch 4th-6th grade classrooms. Results showed that motivations pertaining to high popularity are distinct from those pertaining to unpopularity, and that the newly introduced concepts of popularity disinterest and popularity instability threat are empirically distinct from related motivation and belief measures and can be measured reliably. Moreover, youth high in popularity more strongly valued having high popularity status, and were motivated not to lose the status they already had, rather than seeking to further increase it. Bullying perpetration was associated with avoiding unpopularity and low tolerance for a low popularity position, with bully-assistants additionally also striving for high popularity, and having little disinterest in popularity. This whereas prosocial behavior was associated with a higher tolerance for having a low popularity position. Future work should further explore the role of these novel popularity motivation and context belief subconstructs, such as desired absolute levels of popularity, disinterest in popularity, tolerance for having a low popularity position and popularity instability threat belief, in social behavior among youth.

Is that evidence for group-based inequality? A reflection on the excluded observations using a causal lens

Dongning Ren (1), Wen Wei Loh (1)

(1) *Maastricht University*

Obtaining an accurate understanding of group-based disparities is an important pursuit. However, unsound study designs can lead to systematic exclusion of observations in the study sample, resulting in erroneous conclusions pertaining to inequality. In this talk, we highlight a critical methodological challenge to drawing valid causal inferences in disparities research – selection bias. We describe two commonly adopted study designs in the literature on group-based disparities. The first is outcome-dependent selection, when the outcome determines whether an observation is selected. The second is outcome-associated selection, when the outcome is associated with whether an observation is selected. We explain the methodological challenge each study design presents and why it can lead to selection biases when evaluating the actual disparity of interest. We urge researchers to recognize the complications that beset these study designs and to avoid the insidious impact of inappropriate selection.

We offer practical suggestions on how researchers can improve the rigor and demonstrate the defensibility of their conclusions when investigating group-based disparities. Finally, we highlight the broad implications of selection mechanisms for psychological science.

2.16 Amazon

A.1 Environment and behavior

Chair: Sezin Ekinçi

Valence and Personal Relevance in Environmental Communication: Opposing Sentiment Mediations of Information Seeking

Changyu, Jing (1), Disa, Sauter (1), Suzanne, Oosterwijk (1)

(1) University of Amsterdam

Environmental problems are intensifying, prompting expanded public communication efforts aimed at raising awareness and motivating pro-environmental action. Although existing research has focused primarily on message features such as framing, less attention has been paid to recipients' feelings. Their positive and negative sentiments towards environmental issues may play a central role in making messages effective. In the present study, we investigated four environmental message types systematically differing in valence (positive vs. negative) and self-relevance (human vs. animal related). We hypothesized that human-framed messages would elicit stronger shifts in positive and negative sentiments towards environmental issues. Using a selective exposure paradigm, we investigated whether participants' sentiments toward environmental issues changed after active exposure to these message types, and whether these changes predicted further information-seeking behavior. In an exploratory study (N=283), we observed no direct effect of message exposure on information-seeking intentions. However, mediation analyses uncovered competing indirect pathways: negative human-framed messages simultaneously (a) increased seeking intentions through enhanced negative sentiments while (b) decreasing intentions through diminished positive sentiments, yielding net null effects. These opposite mediation patterns were replicated in a confirmatory study (N = 1,009), establishing robustness. These findings shed light on psychological mechanisms that may contribute to the mixed effectiveness of environmental messages and suggest designing communication strategies that consider both positive and negative sentiment change.

Too close for comfort? The relationship between similarity of plant-based meat to animal meat and food preferences.

Bojana Većkalov (1), Femke van Horen (1)

(1) Vrije Universiteit Amsterdam

Reducing meat consumption and shifting toward plant-based diets is critical for mitigating climate change. In response, the food industry has heavily invested in developing plant-based meat alternatives (PBMA), typically aiming to mimic meat in appearance, texture, and taste. However, the core assumption behind this strategy—that greater similarity to meat increases consumers' liking of PBMA—has never been systematically tested. As consumers may experience discrepancy awareness—a sense that the product is trying to be something it is not when PBMA become too close to real meat, we predict an optimum of similarity.

Across two studies (N = 801), we examined how visual similarity of plant-based steaks to beef steaks predicts liking of PBMA using a comparative judgment task. This method enables ecologically valid assessments by capturing preferences in a realistic (i.e., comparative) context and allows for probing nonlinear effects. AI was used to generate seven PBMA that systematically varied in degree of similarity with beef steaks. For each stimulus pair, participants first indicated which PBMA they liked better. In the second task, they indicated which one was more similar, in the presence (Study 1) or absence (Study 2) of a beef steak referent. In Study 1, while similarity was positively associated with liking, the relationship is nonlinear: there are diminishing returns at higher levels of similarity (i.e., a negative quadratic effect). Moreover, this quadratic effect is moderated by gender, diet, and PBMA consumption frequency. Specifically, the effect is stronger for vegetarians and vegans, flexitarians, women, and frequent PBMA consumers. In Study 2, we find a positive linear, but no overall quadratic, relationship. However, the quadratic effect appears for the same consumer segments as in Study 1 (excl. flexitarians). These findings offer nuanced insights into consumer preferences and can inform more targeted development and marketing of PBMA.

(Dis)Entitlement to Eat Meat as an Opportunity to Promote Plant-Based Food Choices

Sezin Ekinici (1), Sadaf Mokarram Dorri (1), Carina Thuerridl (1), Willemijn van Dolen (1)

(1) University of Amsterdam

Reducing meat consumption and shifting to more plant-based diets is critical for addressing the climate crisis, yet many consumers resist this shift. We argue that this resistance stems from meat entitlement, the perception of an inherent right to eat meat, which remains widespread among consumers (Graça et al., 2015; Verain et al., 2024). We introduce disentanglement as a novel psychological intervention that reduces the sense of entitlement by prompting individuals to reflect on why eating meat may not be an unquestionable right, and test whether it encourages plant-based choices while examining its underlying mechanism and a boundary condition.

Across four preregistered studies (N = 2918; US and UK meat-eaters), disentanglement consistently increased the probability of choosing a plant-based option over meat. In one incentive-compatible study, 35.5% of participants in the disentanglement condition chose a plant-based (vs. meat) burger compared to 20.5% in the control condition (Wald $\chi^2 = 9.13$, $p = .003$). This effect was mediated by reduced self-focus (indirect effect: $b = 0.56$; 95% CI [0.33, 0.83]), suggesting that disentanglement shifts attention away from personal rights toward broader social considerations, which in turn, promotes plant-based choice. Our findings further demonstrate that the effectiveness of disentanglement depends on the source of the reasons against an unquestionable right to eat meat (Wald = 4.36, $p = .037$). Accordingly, disentanglement is effective only when reasons are self-generated ($p = .004$), and the disentanglement effect attenuates when reasons are externally imposed ($p = .922$), consistent with self-persuasion and self-determination theory.

Together, these findings identify disentanglement as a promising psychological intervention for dietary change, contribute to theory on entitlement and persuasion, and highlight practical pathways for policymakers, NGOs, and brands seeking to promote plant-based eating.

2.12 Tigris

T.1 Intergroup contact, ingroup favoritism and psychological network approach

Chair: Monique Chambon

Buddy up: How language buddy volunteers support newcomers' integration process in the Netherlands

Eline Heikamp (1), Nina Hansen (1), Liesbet Heyse (1), Sabine Otten (1)

(1) University of Groningen

Language buddy programs support newcomers' integration process by facilitating close contact with a volunteer from the majority group. We conducted two studies in collaboration with Kletsmaatjes, a nation-wide online language buddy program in the Netherlands. Newcomers met a Dutch volunteer online twenty times for an hour per week. In study 1, we longitudinally investigated how 30 newcomers benefitted from their interactions with a language buddy in terms of their integration into the host society (e.g., language proficiency, cultural knowledge, social contact with majority members, sense of belonging). Repeated Measures ANOVA's showed that newcomers significantly improved their language skills, cultural knowledge, and informal social contact with Dutch people, both immediately after the program and three months later.

Newcomers' felt more sense of belonging after the program, but this did not last after the program ended. In study 2, we conducted semi-structured interviews with 10 newcomers. Using a codebook approach, we thematically analyzed the integration benefits for newcomers, replicating findings from study 1. In addition, we coded in what different ways volunteers can support newcomers in their integration process. Preliminary findings suggest that, first of all, newcomers actively shape their own integration process. Besides practicing Dutch and discussing cultural differences, a volunteer can assist newcomers by providing contextualized (cultural) information, motivation to continue learning, and a sense of belonging. Crucial seems to be whether newcomers and volunteers can adapt to each other's goals and wishes. To conclude, a volunteer is an important resource for newcomers to navigate a new cultural and societal context.

Evaluating the effectiveness of the Living Library: a brief contact intervention to reduce prejudice

Afreen Khalid (1), Gijsbert Bijlstra (1), Tjits van Lent (1), Maximilian Primbs (1), Rob Holland (1)

(1) Radboud University

To tackle the widespread societal inequality perpetuated by discrimination, intervention techniques that sustainably change how people respond to marginalized groups are needed. While several promising techniques have emerged, interventions that facilitate intergroup contact seem to be the current gold standard in reducing prejudice (Pettigrew & Tropp, 2006). We evaluated the Living Library – an existing contact-based intervention where participants engage in brief conversations with different outgroups. We conducted two field studies (N = 341) – within four public libraries (Study 1) and nine organizations (Study 2) in the Netherlands. Across studies, we measured attitudes, intergroup anxiety, and empathy towards outgroup members at three time points (before, immediately after, and a week following the intervention). Results from Study 1 indicated that the intervention leads to improved intergroup attitudes and reduced anxiety towards the outgroup and these effects persist for at least one week.

Data from Study 2 with employees showed a similar pattern, with sustained improvements in attitudes and anxiety at post-test as well as at the 1-week follow-up. Notably, the results of our second study did not differ based on whether participants were mandated to attend the event by their organization or whether they chose to attend the event voluntarily – indicating that the intervention may be equally effective for a wide variety of individuals. In summary, our project offers valuable insights into the effects of the Living Library and whether these effects endure beyond the immediate intervention context.

Network Psychometrics in Practice: A Practical Framework for Designing Empirical Studies That Utilize a Psychological Network Approach

Monique Chambon (1), Jonas Dalege (1), Janneke E. Elberse (2), Frenk van Harreveld (1)

(1) University of Amsterdam (2) National Institute for Public Health and the Environment (RIVM)

A psychological network approach enables the study of psychological phenomena as networks of interacting elements using network psychometrics. This approach is gaining popularity across empirical psychology, including social and clinical domains. At the same time, a scientific debate has emerged about its added value and proper application. We contribute by providing an applied perspective on designing studies with a psychological network approach, based on best practices from previous research. We present a practical framework to support researchers and reduce potential criticism during study design. The framework consists of three iterative steps, illustrated with examples and practical considerations.

First, researchers are recommended to evaluate their argumentation for adopting a psychological network approach and whether this is the best approach for their research aim. This approach is suitable for aims ranging from descriptive accounts of complex survey data to testing hypotheses about the network's structure. Second, careful selection of variables, informed by theory and prior research, is essential. Third, researchers should choose the most appropriate design and data type to answer their questions, as different designs yield different insights. Applying a psychological network approach following this framework can strengthen study design and advance empirical psychological research.

2.11 Euphrates

E.1 Gender inequality

Chair: Gonneke Marina Ton

Like parent, like child? Intergenerational transmission of gender-inequality in occupations and work and family roles across countries.

Joyce Endendijk (1), Melissa Vink (1), Jiefeng Ying (1), Faye Chadwick-Brown (1), Kate Block (2)

(1) Utrecht University, (2) University of Amsterdam

Worldwide there is still gender inequality in the occupational and domestic spheres, with women being underrepresented in STEM fields and men being less involved in paid and unpaid care work (i.e., HEED). Previous research indicated that parents might play a role in the intergenerational transmission of these gender inequalities as they are important gender role models for their children. However, the available body of research on this topic has focused primarily on young children and adolescents in Western countries. Greater focus on young adults is important as they are actively making career and family decisions. Therefore, the aim of the current cross-cultural study was to examine whether parents' division of labor and occupations are related to young adults' work and family orientation and interest in HEED and STEM careers, and whether associations are different depending on parent and child gender. In addition, this study investigated whether these associations are moderated by country-level variation in collectivism, the value of personal autonomy, and gender equality. We used a large dataset with 17,629 young adults (aged 17-25) from 44 countries. Results showed that across countries a more traditional division of paid labor between one's parents (i.e., father & mother) was associated with a more gender-typical orientation to work for young adult men and to family for young adult women. Additionally, having a mother with a HEED occupation was related to a greater interest in HEED careers and a greater orientation to family vs. work for both young adult men and women. Societal indicators of collectivism, personal autonomy, and gender equality did not moderate any of the associations. Thus, gender inequalities in division of labor may be transmitted from parents to their children (similarly across different countries), whereas this process seems less relevant for explaining gender segregation in STEM and HEED careers.

When Gender Role Beliefs Shape Parenting: A Cross-Cultural View on Gender Inequality and Parental Overprotection and Responsiveness

Elli-Anastasia Lamprianidou (1), Katharina Block (2), Cindy Eira Nunes (1), Maria Bacikova-Sleskova (3), Eliana De Salvo (4), Frederik De Spiegeleer (5), Terese Glatz (6), Francesca Liga (4), Cyrille Perchec (7), Nino Skhirtladze (8), Bart Soenens (5), Spyridon Tantaros (9), Ana Tokić Milaković (10), Jolene van der Kaap-Deeder (11), Gaëlle Venard (12), Emilio Paolo Visintin (13), Melanie Zimmer-Gembeck (14), Grégoire Zimmermann (12), & Stijn Van Petegem (1,15)

(1) Université Libre de Bruxelles, Belgium; (2) University of Amsterdam, The Netherlands ; (3) Pavol Jozef Šafárik University, Slovakia; (4) University of Messina, Italy; (5) Ghent University, Belgium; (6) Örebro University, Sweden; (7) University of Bordeaux, France; (8) Ilia State University, Georgia; (9) National & Kapodistrian University of Athens, Greece; (10) University of Zagreb, Croatia; (11) Norwegian University of Science and Technology (NTNU), Norway; (12) Université de Lausanne, Switzerland; (13) University of Ferrara, Italy; (14) Griffith University, Australia; (15) FNS-FNRS Research Associate

This cross-national study examines how parents' gender role beliefs (i.e., gender essentialist beliefs) relate to their parenting practices across 11 countries with varying levels of gender inequality. Gender essentialism proposes that women are inherently more qualified for child-rearing than men. We investigated how fathers' and mothers' gender essentialist beliefs relate to their positive (i.e., responsiveness) and negative (i.e., overprotection) parental involvement in a sample of 5754 parents (Mage = 48.58, 28.8% fathers) of adolescents (Mage = 17.35, 54% girls). Additionally, we explored the role of the sociocultural context, by examining the indirect link between country-level gender inequality and parents' involvement through parents' endorsement of gender essentialist beliefs. Preregistered multi-level analyses indicated that across all countries, stronger endorsement of gender essentialist beliefs related to higher overprotection and lower responsiveness for both fathers and mothers. Further, we found that for mothers, stronger endorsement of gender essentialist beliefs accounted for the relationship between higher country-level gender inequality and higher overprotection. For responsiveness, we found that higher country-level gender inequality related specifically to lower maternal responsiveness and this link was partially explained by mothers' gender essentialist beliefs, while no relationship was found for fathers. Overall, these findings highlight the importance of considering both individual gender role beliefs and the broader sociocultural context when studying parenting practices—as these can be shaped both by personal beliefs and societal expectations surrounding parenthood.

Understanding the Orgasm Gap: Links to Gendered Sexual Scripts and Arousal

Lilli Meißner (1), Natalie Kort (2), Tanja Oschatz (3), Lisa Hoffmann (1)

(1) University of Bonn, (2) University Hospital Bonn, (3) Johannes Gutenberg-University Mainz

The orgasm gap refers to the robust finding that men report orgasms more frequently than women during (vaginal) sex. One explanation for this discrepancy is gendered sexual scripts which allocate different sexual roles and attributes to men and women. More traditional gendered sexual scripts, for example, suggest that men are more interested in sex, need sex more, and reach orgasm more easily than women. We investigated the association between gendered sexual scripts, orgasm frequency, and sexual arousal in response to an auditory sexual stimulus in women and men (N=334, N = 484). Higher agreement with gendered sexual scripts correlated positively with orgasm frequency among men, but negatively among women. No association was found between gendered sexual scripts and affirmative arousal in response to the auditory stimulus. However, women with stronger endorsement of gendered sexual scripts reported higher aversive arousal after presentation of the stimulus than women with less traditional scripts.

This pattern was not observed in the male sample. Overall, the findings underscore the relevance of gendered sexual scripts in understanding arousal and orgasm discrepancies and highlight the societal impact of gender roles on (female) sexuality.

More than Motivation: Lack of Social Support and Health Challenges as Key Factors in Women's Labour Market Disengagement

Gonneke Marina Ton (1), Lianne Aarntzen (1), Esther Kluwer (1, 2), Belle Derks (1)

(1) Utrecht University, (2) Radboud Universiteit

Despite gains in gender equality, many women in the Netherlands remain fully dependent on others' income (often a partner's). In 2019, 350,000 women—versus 76,000 men—reported no personal income from work or benefits, meaning women account for over 82% of this economically dependent group. To understand why these working-age women disengage from the labour market, we surveyed 859 women in collaboration with Statistics Netherlands. We measured psychological and financial motives, health and wellbeing, perceived job opportunities and compatibility of work with current task, and concrete social support (whether partners or others would help search for work or take over unpaid tasks). We apply a suite of methods—Structural Equation Models (SEM), Latent Profile Analysis (LPA), and Necessary Condition Analysis (NCA)—to map barriers and identify which constraints actually prevent job search. These explorative analyses and the explicit focus on constraints will be of particular interest to audiences seeking actionable diagnostics.

Results show that, overall, motivation directly drives job search, while other factors—such as perceived job opportunities, support and financial need—operate indirectly by influencing motivation. LPA reveals distinct subgroups: some women are highly motivated but constrained by poor health, limited support, or scarce vacancies; others—often financially secure and married—remain unmotivated unless conditions are nearly perfect. Crucially, NCA reveals that motivation to work, social support, and health are necessary conditions—without them, job search is effectively impossible, regardless of other advantages.

By combining MOA with constraint-focused, exploratory methods on a unique population, the study pinpoints leverage points for intervention: strengthen domestic support for job search and redistribution of unpaid tasks, address health barriers, and promote flexible, inclusive employment to foster women's economic independence.

ASPO Members Meeting

Thursday 12:00-13:00

2.18/2.19 Plenary Room Mekong/Madeira

Parallel Session 2

Thursday, 14:00-15:00

2.18/2.19 Plenary Room Mekong/Madeira

P.2 Pitch session: Gender and diversity

Chair: Gijsje Maas

Shaping Future Paths: Intervening in Gendered Educational Choices through Diverse Role Models

Alexandra Lux (1), Jocelyn Chalmers (2), Jenny Veldman (3), Ruth van Veelen (4), Alba Jasini (1), Colette Van Laar (1)

(1) University of Leuven (KU Leuven), (2) University of Portsmouth, (3) Utrecht University, (4) Netherlands Organization for Applied Scientific Research (TNO)

Gendered educational choices—shaped by stereotypes about how boys and girls should think, feel, and act—can prevent students from pursuing their true interests and realizing their full potential. These patterns contribute to the underrepresentation of men in HEED (Healthcare, Early Education, Domestic work) and women in STEM (Science, Technology, Engineering, Mathematics), reinforcing labor shortages, economic inequalities, and persistent gender segregation in the labor market. We developed and tested a role model-based intervention in three language contexts, namely Dutch (Flanders and the Netherlands), English (Ghana), and German (Germany). This intervention introduces high-school students to diverse professionals working in STEM and HEED jobs and encourages them to reflect on their own aspirations. We incorporated several evidence-based strategies into this intervention: showcasing relatable and diverse role models that students can choose themselves, highlighting both agentic and communal aspects of professions, and using activity-focused rather than identity-based language. Preliminary findings (N=107) reveal valuable insights. Romantic partners or love interests emerged as unexpectedly influential social agents in students' career aspirations and considerations—an influence largely overlooked in prior research. Additionally, we identified a gendered asymmetry in anticipated social support: boys expect less encouragement when pursuing gender-atypical paths, whereas girls do not anticipate this gap. These findings underscore the need for targeted strategies to support boys' educational flexibility—such as fostering open conversations with fathers and male peers—alongside broader efforts to reduce gender bias.

Conflicting expectations: Bisexuals+' perceptions of heterosexuals and homosexuals' norms around public displays of affection, and their impact on wellbeing.

Tony Holman (1, 2), Colette van Laar (2)

(1) Research Foundation Flanders (FWO), (2) KU Leuven

Despite making up a majority of the LGBTQ+ community, people who are sexually and/or romantically attracted to more than one gender (bisexual+ people) remain an underresearched group. More pressingly, research consistently shows bisexual+ individuals face worse (mental) health outcomes than heterosexuals, lesbians, and gay men. One proposed explanation for this is the so-called 'double bind', where bisexual+ individuals are stigmatised by the straight majority for their same-gender relationships and attraction, but at the same time face marginalisation within the LGBTQ+ community because of their 'heterosexual appearing' (opposite-gender) relationships.

We studied this ‘double bind’ in the context of public displays of affection (PDAs), as well as the perceived freedom to claim a bi+ identity. We assessed 300 Polish bisexual+ participants’ perceptions of the norms held by heterosexual and homosexual audiences. In front of each audience separately, participants generated positive and negative impressions of PDAs with opposite- and same-gender (appearing) partners, as well as of being loud and open about their bi+ identity (self-presentation paradigm).

In light of the double bind, we hypothesized participants would perceive straight audiences to disapprove of around same-gender PDAs, while gay audiences should be seen to disapprove more of opposite-gender PDAs. As for openly and loudly claiming a bi+ identity, we expected both groups would be seen to disapprove. Furthermore, we tested whether such perceptions are related to worsened (mental) health and well-being outcomes. For PDAs, we also tested if the relative difference between both audiences (i.e.: the double bind itself) predicts poorer (mental) health and wellbeing. Lastly, we explored several potential mediators of these effects (e.g., belonging, felt authenticity, internalized stigma).

We discuss the importance of paying attention to perceived audience demands for the (mental) health of stigmati.

Gendered Career Values in IT: How Student Preferences Align with Employer Branding

Vera Hermes (1), Wiebren Jansen (1)

(1) NHL Stenden

Despite high demand for IT professionals in the Netherlands, women remain significantly underrepresented in the sector. Understanding what attracts students to IT careers - and how this differs by gender - is crucial for addressing this gap. This research investigates male and female IT students’ career intentions and examines how IT companies can tailor their employer value propositions (EVPs; the promises organizations make to future employees) to better align with students’ priorities, particularly those of women.

In Study 1, we survey IT students attending a job fair with 23 companies present, aiming to collect responses from 150 male and 50 female students. We assess what students value in their future job by measuring the importance they place on each of the four EVP dimensions: material offerings, growth & development, connection & community, and meaning & purpose. We hypothesize that female students will prioritize the collective dimensions (connection & community; meaning & purpose), while male students will emphasize the individual dimensions (material offerings; growth & development).

In Study 2, we survey representatives of the 23 companies to examine how they plan to present themselves across the four EVP dimensions through their explicit employer branding communications at the job fair. This allows us to assess the extent to which companies’ branding reflects their EVP and whether they explicitly target women in their recruitment efforts. We expect that companies with a focus on attracting women will emphasize the collective dimensions (connection & community; meaning & purpose) more than the individual dimensions (material offerings; growth & development).

By comparing both studies, we can identify potential mismatches between students’ career priorities and the ways companies present themselves. These findings can provide guidance for IT companies on how to tailor their recruitment messaging to attract more women.

Is the sexual double standard maintained by pluralistic ignorance?

Gijsje Maas (1), Anita Eerland (1), Gijs Bijlstra (1), Marieke Fransen (1)

(1)Radboud University

The sexual double standard (SDS) consists of stereotypical expectations and evaluations that condemn female sexuality and approve of male sexuality (Emmerink et al., 2017; Endendijk et al., 2020), which negatively affects mental and physical well-being (Emmerink et al., 2016; Lefkowitz et al., 2014). Previous SDS investigations mainly conceptualised SDS based on attitudes and rarely distinguished personal perceptions about sex and gender from normative perceptions (beliefs about societal norms; Delgado Amaro et al., 2021). This is problematic because personal perceptions and normative perceptions are conceptually distinct (Sargent & Newman, 2021). Previous findings suggest that when these dimensions are separated, people believe SDS exists societally, but personally endorse more egalitarian standards (Milhausen & Herold, 2002). This suggests the occurrence of pluralistic ignorance; the mistaken belief that others' cognitions are systematically different than one's own (Miller, 2023). Such misperceptions have been shown to perpetuate other unpopular practices by increasing participation through overestimating norm acceptance (Lewis et al., 2014).

To investigate pluralistic ignorance in SDS perceptions, we hypothesized that personal perceptions about sex and gender are less stereotypical than normative perceptions (preregistered on <https://osf.io/ceyqr/>). 205 Dutch participants (18+) answered 2x24 matched, counterbalanced statements to report their personal perceptions ("I think...") and normative perceptions ("Most people think..."). These statements were constructed by adapting the behaviours and formulations from existing SDS measures (Caron et al., 1993; Emmerink et al., 2017; Muehlenhard & Quackenbush, 1998). Personal perceptions were significantly lower ($M = 4.11$, $SD = .48$) than their normative perceptions about sex and gender ($M = 5.03$, $SD = .54$), $t(204) = -19.73$, $p < .001$, $d = 1.38$. Implications, exploratory findings and future directions will be discussed.

Bridging The Divide: Perceptions of Muslim Feminist Identities Among Western Feminists

Ayşe Gul Efe (1), Jonas R. Kunst (2)

(1) University of Amsterdam, (2) University of Oslo

Muslim feminist identity has received criticism from non-Muslim feminists and non-feminist Muslims. Understanding how Western feminists perceive the social identity of Muslim feminists may be key to achieving solidarity within the broader feminist movement, yet it has received little attention in the literature. Two pre-registered experimental studies tested the effect of the identity styles of Muslim feminists on how Western feminists perceive them and their willingness to collaborate with them. In Study 1 (Nparticipants = 101, Ntrials = 1,212), Western feminist women evaluated women adopting four identity styles: Hybrid (Muslim-feminist), Alternating (switching between Muslim and feminist), Assimilated (feminist but not Muslim), and Control (Muslim but not feminist). Assimilated and Hybrid were perceived more favorably than the control group, whereas Alternating produced more modest improvements in evaluations. In Study 2 (Nparticipants = 110, Ntrials = 1,320), the alternating condition was further differentiated into two identity styles based on the motive for alternating: Practical Alternating (i.e., alternating identities due to contextual pressures) and Theoretical Alternating (i.e., alternating identities due to perceived incompatibility). The experiment replicated Study 1 and only found minor differences between the effects of the two alternating identities. In both studies, the influence of identity style was consistent across varying levels of individual characteristics (i.e., feminist identification, collective narcissism, intersectional awareness, political orientation, need for closure, and religiosity). Only the perceived compatibility of Islam and feminism moderated the effect of identity style on perceptions in Study 2. The results are discussed in terms of facilitating collaboration between these feminist communities.

Spiraling to War on Behalf of Allies: A Social-Psychological Approach to Third-Party Reciprocity and Public Support for Military Escalation

Tasja S. Mueller (1), Pontus Leander (1, 2), Ewa Szumowska (4, 5), Katarzyna Growiec (3), Sabine Otten (1)

(1) University of Groningen, (2) Wayne State University, (3) SWPS University, (4) University of Maryland, College Park, (5) Jagiellonian University

With international conflicts and the risk of third-party nations entering wars on behalf of allies, localized violence can escalate into system-level crises — including nuclear war. Yet social psychology lacks explanations for why citizens of third-party countries support military interventions in such contexts. We propose and test a model of third-party support for military escalation, drawing on reciprocity theory and its notion of proportional responding to perceived harm. Across two active international crises — the 2022 Russian invasion of Ukraine (N = 1,977) and the 2023 Israel–Hamas war (N = 1,254) — we surveyed participants in Poland, Germany, and the United States.

Using within-subject manipulations of horizontal escalations (wider geographic spread) and vertical escalations (including nuclear war), we examined whether third-party publics endorse proportional reciprocity on behalf of allies. Results of our analyses showed that, regarding Ukraine, participants supported tit-for-tat escalation in response to hypothetical Russian escalations. Regarding Israel, however, participants withdrew support in response to hypothetical Israeli escalations. Relational closeness to the focal country generally intensified reciprocity-based support, but these effects were attenuated under Israeli escalation. Findings indicate that third-party support for reciprocity in military conflicts has boundary conditions. In sum, third-party publics, guided by dynamic interpretations of reciprocity and relational closeness, may act as accelerants or constraints in the spiral of war.

“Now You Know, Don’t Be Indifferent”: The Emotional Effects of Learning About Historical Violence and Their Relationship with Current Pro-Social Motivation

Máté Szilassi (1,2), Bertjan Doosje, (1), Hanna Szekeres,(1)

(1) University of Amsterdam, (2) Vrije Universiteit Amsterdam

Can learning about historical violence inspire social change today, and if so, how? Existing research offers fragmented answers, often focusing narrowly on specific emotional mechanisms promoting reconciliation, such as empathy, guilt, or inspiration. We propose a broader framework that accounts for how learning about one’s own group’s involvement in historical violence can evoke emotions directed at multiple actor groups: empathy for victims, positive moral emotions toward ingroup upstanders, and negative moral emotions toward ingroup perpetrators. We examined how these emotions relate to current pro-social motivation toward the victim group in a field study of 1,371 Dutch youths visiting the National Holocaust Museum. Using Structural Equation Modeling, we compared responses from youths who completed surveys either before or after the museum visit. The visit increased empathy for victims, positive emotions toward upstanders, negative moral emotions toward perpetrators, and motivation to stand up in an anti-Semitic bullying scenario. However, only empathic concern mediated the effect of the museum program on upstanding motivation. This highlights the central role of personal victim narratives in fostering moral engagement among youth. Emotions such as collective pride or guilt may not suffice on their own. By capturing the complexity of emotional responses in a real-world context, this study offers practical guidance for educational programs aiming to promote prosocial action.

From Atrocity to Action: Knowledge of Systematic Rape in War Increases Ally Public Support for Intervention through Animalistic Dehumanization of Soldiers

Hanna, Szekeres (1), Boglarka Nyul (2)

(1) University of Amsterdam (2) Örebro University

Systematic rape in armed conflict is perceived as a severe moral transgression that can increase public support for intervention. This study examines the psychological pathway linking awareness of conflict-related sexual violence (CRSV) to greater support for action, focusing on dehumanization and emotional responses among participants from a prominent allied nation. In a preregistered online experiment (N = 470), U.S. adults were randomly assigned to read either a rape-focused or a generic-violence vignette about Russia’s war on Ukraine.

We then asked about their willingness to support U.S. intervention to aid Ukraine. Results reveal that exposure to the rape-focused account increased support for military, economic, humanitarian, and diplomatic intervention, along with readiness to accept national sacrifice – but only when participants perceived Russian soldiers as less than human in an animalistic way (i.e., viewing them as primitive, savage, or lacking civility). In contrast, perceiving them as machine-like and emotionless (“mechanistic dehumanization”) did not yield the same effects. Relying on Structural Equation Modelling, we examined how rape framing and animalistic dehumanization influenced support. Results indicated that animalistic dehumanization led to greater empathy for victims, which in turn mediated support for intervention; moral outrage did not mediate this relationship. The findings reveal a distinct psychological pathway from gender-based atrocity to animalistic dehumanization to empathic concern that helps explain why conflicts marked by mass sexual violence might increase public support to intervene.

2.16 Amazon

A.2 Veganism and climate communication

Chair: Daniela Becker

Vegans are seen as taste martyrs by people who eat meat – but they're not

Esther Papies (1), Aycan Adigözel¹ (1), Dagne Bagdonavičiūtė (1), Iris van de Poll (1), Lisa Cramer (1)
(1) Radboud University

The food system is the main driver of environmental degradation, and contributes up to 1/3 of the global greenhouse gas emissions that fuel the climate crisis. Most food system impacts result from the production of meat and dairy. Hence, shifting to more plant-based diets is a highly effective demand-side strategy to mitigate climate change. However, plant-based foods are often perceived as bland by people who consume meat, and they are typically presented as healthy or vegan, but not as enjoyable. In addition, vegans are often stereotyped as “moral”, which might conflict with a short-term enjoyment motive, and might imply that they are ok with eating bland food. Here, we examined omnivores' (i.e., people who eat meat) perceptions of vegans' food motives, to test the notion that vegans are seen as taste martyrs. This could have implications for people's willingness to shift toward plant-based diets, and could reduce the effort put into preparing enjoyable vegan foods.

In a pre-registered online study, omnivore (n = 152) and vegan (n = 34) University students rated their own liking and health food motives, the other group's liking and health motives, as well as their openness to shift towards more plant-based diets (omnivores only). As predicted, omnivores rated vegans' liking motives lower than vegans themselves did. In contrast to our hypothesis, the same was true for health motives. As predicted, among omnivores, perceiving a larger discrepancy between one's own and vegans' liking motives was associated with a lower openness to a more plant-based diet. Again, unexpectedly, the same was true for health motives. Means show that vegans care about liking, health, climate/biodiversity, and animal welfare when they choose food, while omnivores care about liking and somewhat about health. Underestimating vegans' motivation to enjoy good food, or seeing them as taste martyrs, could hinder the much-needed transition to more plant-based food systems.

Understanding young adult students' experiences of talking about climate change: A qualitative interview study

Laura Niestegge (1), Esther Papies (1)
(1) Radboud University

Climate change poses not only environmental threats but also significant psychological challenges, particularly for young adult students (aged 18-25). Indeed, young people globally report high levels of distress from climate change which often affect daily functioning. However, most people are hesitant to discuss the issue. Talking about climate change could have significant benefits for mental health through recruiting social support, and could facilitate the societal transitions needed to limit further climate change, especially among university students who could develop into future leaders for climate action. Therefore, the current study was designed to explore how University students experience talking about climate change, and what would help them to talk about it more.

¹ Presenting author

Semi-structured interviews were conducted with students of different academic programs of Radboud University, aged 18-25 (N = 14). Using conventional content analysis, interview transcripts were coded and thematically organized into four categories: (1) Climate-change information induces negative emotional responses, such as worry, anxiety, and avoidance, (2) Positive and actionable information can have a motivating effect (3) Assuming that others don't care about climate change keeps students from bringing it up, and (4) an emotionally safe, nonjudgmental conversation climate is essential for talking about climate change. Overall, it appeared that students who were distressed about climate change were less willing to talk about it. In contrast, hopeful narratives and actionable recommendations facilitated engagement.

This study illustrates the emotional and interpersonal factors that jointly influence willingness to talk about climate change among young adults. It further highlights the importance of emphasising solutions and offers practical insights for educators and activists who seek to empower young adults as agents of change.

“They should do it for my future”: Climate change conversations of child-parent dyads

Maïen Sachisthal (1), Disa Sauter (1)

(1) University of Amsterdam

Parent-child conversations play an important role in how children cope with stressors, including the climate crisis. Given that children experience many emotions, including negative emotions such as hopelessness and worry in relation to the climate crisis, creating space for their emotional experiences in conversation is thought to be important. Given the likely importance of such conversations, in the current study we investigate how parents communicate about climate change with their child, and what emotions children bring up in emotion-focused climate change conversations with their parent. This was done by recording 47 children (aged 8–12) discussing their emotions about climate change with one of their parents during a visit at a science museum. During the emotion-focused conversations, children expressed a range of emotions, including worry, confusion, and calmness. Experienced emotions were related with appraisals of climate change, including its effects, potential solutions, and questions of responsibility and justice. Parents differed in the communication style they used in response to their child's emotional expressions; and conversations varied considerably in overall affective tone and emotional depth.

Doing good vs. feeling good: The benefits of emphasizing enjoyment (vs. environmental reasons) when talking about vegan food choices

Daniela Becker (1), Esther Papies (1), Disa Sauter (2), Sandra Klaperski-van der Wal (1)

(1) Radboud University, (2) University of Amsterdam

Talking about climate change and personal sustainable choices is important, yet tricky. People who talk about their choice to eat vegan, for example, are often perceived more negatively—a phenomenon also known as do-gooder derogation. This is problematic for at least three reasons. First, people might be less likely to talk about their sustainable behaviours with others. Second, when they talk about them, they might indeed be confronted with negative reactions. And third, people listening might be less likely to adopt the sustainable behavior themselves. In the present study we tested whether emphasizing the hedonic aspects (i.e., enjoyment) of a vegan food choice (e.g., the food was tasty) instead of the underlying environmental reasons (e.g., good for the planet) will increase perceivers' intentions for vegan eating and reduce do-gooder derogation.

Results from one pre-registered study (N = 210) confirmed those predictions: when a vegan food choice was talked about in a hedonic way, participants reported higher intentions to try it out compared to when it was talked about in an environmental way. Participants also rated the sender as more positive when the tone was hedonic (vs. environmental) and felt more positive and less threatened themselves. These findings suggest that the way we talk about sustainable choices matters—emphasizing personal enjoyment in sustainable choices tends to motivate others more and feels less threatening to them.

2.12 Tigris

T.2 Responses to interpersonal and societal norm violations

Chair: Annika Karinen

The Effect of Threat and Challenge States on Ethical Voice Behavior

Lena Rieder (1), Madelijn Strick (1), Daan Scheepers (1), Maaïke Homan (1), Naomi Ellemers (1)
(1) Utrecht University

Ethical voice behavior – openly speaking up about moral transgressions is important for signaling shared norms and values to others and thereby creating socially safe work environments. In this lab study, we adopted the lens of the biopsychosocial model of threat and challenge to investigate whether induced physiological threat and challenge states could predict ethical voice behavior. We hypothesized that participants in the challenge condition would be more likely than those in the threat condition to speak up about a moral transgression. Ninety participants were randomly assigned to a threat (singing competition) or challenge (reading competition) condition. Afterwards, they evaluated another participant's performance and were then exposed to an immoral, disrespectful feedback comment about that performance. Afterwards, participants were given the opportunity to voluntarily respond to the comment by recording an audio message. Contrary to our hypothesis, Bayesian analyses revealed that participants in both conditions were equally likely to speak up and disagree with the disrespectful comment. In fact, 82% of the participants voluntarily chose to speak up. Qualitative analyses revealed distinct voicing content and strategies used. Interestingly, threat states were associated with morally-oriented responses, addressing the unfairness of the feedback, while challenge states were linked to competence- and sociability-oriented responses. Our findings suggest that physiological states might shape the way people speak up about moral transgressions. Results, implications and directions for future research will be discussed.

Gossip or Confrontation? Sanctioning Environmental Norm Violations and the Reputation of Punishers

Xiyan, Song (1), Catherine, Molho (2), Paul, Van Lange (1)
(1)Vrije Universiteit Amsterdam, (2) Toulouse School of Economics

Prior research has shown that peer punishment can promote norm adherence, but whether people believe environmentally harmful behaviors should be sanctioned—and how they should be sanctioned—remains underexplored. Shedding light on this question is important because sanctioning these norm violations may represent a crucial pathway for environmental protection especially in daily life. While previous research has documented how different types of sanctions (i.e., gossip, exclusion, and confrontation) are perceived, little is known about the appropriateness of these sanctions for promoting pro-environmental behavior specifically. Our research addresses this gap through three studies (N = 1,750) examining the perceived appropriateness of different sanctioning responses to environmental norm violations and how these sanctions affect the reputation of those who employ them. We assessed reputation across several dimensions (i.e., warmth, morality, competence, and aggressiveness), as well as third parties' decisions to trust punishers.

Results revealed that (1) more severe norm violations led to higher perceived appropriateness of informal sanctions; (2) gossip was perceived as the most appropriate informal sanction for moderate violations, while confrontation was seen as most appropriate for severe violations; (3) those who responded with confrontation received a more favorable reputation and greater trust compared to those who responded with gossip or exclusion. This research suggests that informal sanctions are appropriate methods for addressing environmental norm violations, and they impact the reputation of those who implement them.

How humor hurts: Differing interpretations of ridicule across roles

Zhaoquan, Yu (1), Jan-Willem, van Prooijen (1), Paul, A.M. Van Lange (1)

(1) Vrije Universiteit Amsterdam

Making fun of one another is a basic part of social life, yet individuals may interpret it differently depending on their role in the interaction. The present research investigated how perspective of roles (actor vs. target vs. observer) shape evaluations and judgements of ridicule, particularly when it is used to enforce conformity to group norms. In four preregistered studies ($N_{\text{total}} = 2008$), we manipulated the perspective of role by asking participants to write a narrative they experienced in real life (Study 1) and read scenarios we created (Studies 2-4) about ridicule with a randomly assigned role (actor, target or observer). Based on these ridicule incidents, we measured their perceptions of ridicule, inferences about the actor's intentions and the target's emotional responses. Role-based differences were examined across various contexts, including general real-life events (Study 1), conventional norm violations (Study 2), moral norms violations (Study 3), and norm violations with high versus low cost to the whole group (Study 4). Results across studies revealed that actors perceive the ridicule behavior, their intentions and targets' emotions as more positive and less negative compared to targets. Observers' perceptions align more with targets when the triggering behavior violates conventional norms, but more with actors when the triggering behavior violates moral norms. These effects of role were not moderated by the perceived costs of the triggering behavior to the group. These findings highlight the importance of role in shaping evaluations of ridicule. They may also imply that when ridicule is used to address immoral behavior, it can be interpreted less as malicious and more as morally justified and socially acceptable.

When the ends justify the means: How perceived benefit and disruptiveness shape support for and opposition to real-world norm violations aimed at societal change

Annika Karinen (1), Gerben van Kleef (1)

(1) University of Amsterdam

From the Suffragettes and Stonewall riots to Extinction Rebellion blocking the road, norm violations have long been used to push for societal change, sparking controversy and public debate. Here, we examine how perceived disruptiveness and perceived benefit of norm violations aiming for societal change affect people's opposition and support for them. In a within-subjects study ($N = 97$), participants rated descriptions of 12 real-world norm violations (e.g., whistleblowing, vigilantism, releasing animals from factory farms) on the variables of interest. Mixed model analyses showed that perceived disruptiveness increased anger and opposition, particularly when benefit of the violation was seen as low.

Anger mediated the link between disruptiveness and opposition. Further, perceived benefit increased admiration and support, with admiration mediating the effect of benefit on support. The effects of both benefit and admiration on support were stronger when the norm violation was seen as highly disruptive, suggesting that perceptions of benefit and admiration towards the actors become especially important for justifying support of disruptive norm violations.

These results give insights into when and why people support or oppose breaking norms in the name of societal progress. I will also present a plan for a registered report in which we aim to replicate the results. In this study, participants will rate videos (e.g., from the news) of norm violations done by issue-based social movements centered around moral and ethical concerns (e.g., environmental protection, animal welfare, antiracism), and express their support and opposition via real donations/counter-donations to the organizations the norm violators represent.

2.11 Euphrates

E.2 Social cognition

Chair: Thorsten Erle

If I Had Not Fallen for Conspiracy Theories: Encouraging Counterfactual Thoughts About Conspiracy Beliefs Reduces Engagement With Conspiracy Content

Valentin Mang (1), Kevin Winter (2), Bob M. Fennis (1), Kai Epstude (1)

(1) University of Groningen, (2) University of Hohenheim

Belief in conspiracy theories can have numerous negative consequences for individuals and society at large. Interventions aimed at tackling conspiracy theories have primarily focused on reducing existing beliefs. We demonstrate in four experiments (total $N = 2,487$) that encouraging counterfactual thoughts – thoughts about what might have been – could help prevent the development of conspiracy beliefs in the first place. Exposure to subtractive counterfactuals about the negative consequences of conspiracy beliefs makes individuals more likely to reflect on their own, and consider opposing, views on conspiracy theories. Reading these counterfactuals did not significantly influence individuals' belief in conspiracy theories, but it changed individuals' engagement with conspiracy content in a behavioural selective-exposure task. Encouraging conspiracy-related counterfactual thoughts made individuals select a smaller share of conspiracy (vs. non-conspiracy) articles to read. It furthermore reduced the time they spent reading conspiracy (but not non-conspiracy) articles. None of these effects were moderated by individuals' general tendency to believe in conspiracy theories (i.e., conspiracy mentality). These studies deepen our understanding of the cognitive operations triggered by counterfactual thoughts, how counterfactuals could be harnessed to mitigate the development of conspiracy beliefs, and how individuals behaviourally engage with conspiracy information.

Enforcing situations - When instrumental choices following from emotions turn hedonic

Jurriaan, Tekoppele (1), Ilona, De Hooge (2), Hans van Trijp (2)

(1) Utrecht University, Utrecht, (2) Wageningen University & Research

Emotions motivate various choices including prosocial and hedonic ones. Paradoxically, the same emotion seems to motivate choices that help people reach their long-term goals, or to let them feel better directly. Recent evidence suggests that whether emotions motivate such instrumental or hedonic choices depends on the situations in which emotions occur. Whereas existing research enforces people into situations, in real life people experiencing emotions seek out situations before making choices. Two experiments ($n=191$, $n=191$) test whether enforced (vs. freely chosen) situations can explain when emotions (guilt, gratitude) lead to instrumental choices and when to hedonic choices. A separate pilot ($n = 229$) suggests that guilt participants more often chose situations that match the instrumental goals that emotions signal (i.e. repairing the relationship with the guilt-victim; 88%) than control participants (48%), $\chi^2(1,228) = 34$, $p < .001$.

Experiment 1 showed that guilt participants who got situations enforced ($M = 34.3$, $SD = 15.5$) spent less on gifts than participants who could freely choose situations ($M = 40.3$, $SD = 13.2$; $t(181) = -2.87$, $p = .005$, Cohen's $d = -.42$), because people mostly chose instrumental situations (83%) and in these instrumental situations, guilt prioritised prosocial choices (gifts) over hedonic ones ($F(1,187) = 58.45$, $\eta^2 = .40.43$, $p < .001$). Experiment 2 replicated these effects for gratitude using chocolate-bars as gifts instead of bath products. Grateful participants who got enforced a situation spent less on gifts ($M = 31.2$, $SD = 11.2$) than those who could choose situations ($M = 36.3$, $SD = 9.77$); $t(186) = -3.42$, $p < .001$, Cohen's $d = -.50$). These findings suggest that enforced situations trump instrumental effects of emotions and give way to more hedonic behaviours following emotion. Practitioners can use situation choices following emotional experiences to stimulate instrumental choices like healthy, prosocial and sustainable.

Interpreting generic versus quantified claims about age and gender groups: How sentence structure drives implicit communication of stereotypes

Felix Hermans (1), Walter Schaeken (1), Susanne Bruckmüller (2), Vera Hoorens (1)

(1) KU Leuven, (2) Friedrich-Alexander-Universität Erlangen-Nürnberg

Language shapes how we think about social categories. While being crucial for sharing knowledge, language can reinforce stereotypes, especially if the vocabulary and syntax imply strong generalizations. Generic statements (e.g., “Adolescents are reckless”), for instance, make broad claims about features of group members without specifying the prevalence of the feature. Their vagueness arguably encourages variable interpretations and complicates falsification. Generic statements may therefore be particularly potent in perpetuating stereotypes. Quantified statements (e.g., “Some men are violent”, “Many adolescents are reckless”), while still vague to a certain extent, offer more precise information and should therefore contribute less to the perpetuation of stereotypes.

We present results from an ongoing project on how syntax drives the communication of stereotypes. In two studies, participants estimated the prevalence meant by generic and quantified statements about neutral, benign, or dangerous features of social groups (Study 1: adolescents and seniors; Study 2: men and women). We analyzed the means and the variability of the inferred prevalences. Syntax interacted with content (i.e., the combination of group and feature) and communicative norms to affect the perceived prevalence of the features in the groups. Generic statements tend to elicit stronger, but also more variable generalizations. This allowed information about the combination of a particular group and a particular feature to affect the interpretation of generic statements more than those of quantified statements. Generic sentences might thus be uniquely suited to perpetuate stereotypes. However, we also found that certain quantified sentences might be more similar to generic sentences than previously assumed. These findings contribute to our understanding of how language affects stereotype formation and maintenance, and suggest avenues for future work on the transmission of stereotypes.

Does visuo-spatial perspective-taking training also increase empathic perspective-taking? A longitudinal study

Thorsten Erle (1), Louise Wong (1)
(1) Tilburg University

Empathic perspective-taking is a psychological process by which individuals understand others. It causes feelings of social cohesion and leads to the adoption of another person's thoughts, feelings, and other mental states. Furthermore, it is associated with a plethora of positive social, interpersonal, economic, and organizational outcomes. Despite this, the question of how this important skill can be developed remains unclear. The present study investigated whether this can be achieved via training participants in visuo-spatial perspective-taking (i.e., imagining how the world appears to another person). This was based on recent research, which has shown that these two kinds of perspective-taking share some cognitive mechanisms, and cause similar interpersonal outcomes. For the present study, N = 142 participants were assigned to either a visuo-spatial perspective-taking or a closely matched control training. For seven days, participants had to complete a daily training exercise in either taking the visuo-spatial perspective of another person or remaining egocentric for about 5 minutes. We assessed their levels of empathic perspective-taking before and after these trainings. While we did observe training effects in terms of visuo-spatial and control task performance (i.e., faster and more accurate responses over time), we did not find any effects on either empathic perspective-taking, other facets of trait empathy, or newly developed state measures of empathy. This demonstrates for the first time the malleability of visuo-spatial perspective-taking over time but also shows that these training effects do not transfer to other domains of perspective-taking. These findings and methodological limitations are discussed from a social-cognitive perspective on the mechanisms underlying empathic perspective-taking, and in relation to the debate whether far-transfer effects in psychology exist.

National Keynote

Thursday, 16:00-17:00

2.18/2.19 Plenary Room Mekong/Madeira

Marie Rosenkrantz Lindegaard

(VU University Amsterdam)

Bystanders in Action: What We Know and What We See

Parallel Session 3

Friday, 10:00-11:00

2.18/2.19 Plenary Room Mekong/Madeira

P.3 Pitch session: AI and communication, moral appeals, and emotions

Chair: Matteo Perini

Intentional action in artificial agents

Timea, Nagy (1), Ruud, Custers (1), Baptist Liefoghe (1), Henk Aarts (1)

(1) Utrecht University

Every day, people interact with artificial agents in various social contexts, often responding as if they were social beings. For effective collaboration in this novel technological landscape, humans must be able to interpret an agent's behavior and anticipate its actions; inferring its intentions playing a crucial role in this. Unlike human partners, many prevalent AI systems lack physical embodiment and transparent internal states, leaving observed behavior as the sole source for inferring intentionality. Since existing research on intention attribution often focuses on human-human interaction or uses complex, context-rich stimuli, the fundamental question remains unanswered: which features of behavior make an artificial agent perceived as intentional? Drawing on theories of goal-directed action, we propose that three behavioral components underlie perceptions of intentionality: goal-direction, vigor, and instrumentality. In Experiment I, participants viewed animated dots whose behavior varied only in the presence of these components. Component-specific ratings showed that each additional component significantly increased corresponding judgments (all $p < .001$), validating our operational definitions. In Experiment II, overall intentionality ratings increased systematically with each added component, with goal-direction exerting the greatest impact on perceived intentionality. Moreover, perceptions did not vary significantly with individual differences in adopting the intentional stance toward robots. Our findings demonstrate that people can attribute intentions to artificial agents based on minimal behavioral cues, and that these inferences are independent of their pre-existing perceptions of robots. This work contributes to the fields of social cognition and human-AI interaction by studying the fundamental behavioral components driving intention perception in artificial agents.

Artificial Agents & Social Barriers to Conspiracy Correction

Paul Ballot (1), Philipp Schmid (1)

(1) Radboud University

Conspiracy beliefs are highly resistant to change with most interventions yielding negligible outcomes. This persistence is frequently attributed to underlying identity needs. Yet, recent findings on the effectiveness of reducing conspiracy beliefs by debating them with a chatbot challenge the role of social inaccuracy motivations: Maybe, previous interventions simply lacked the level of depth and personalization necessary to trigger belief change – something Large Language Models (LLMs) are particularly well at. However, what if the effects observed do not stem from the quality of the message but rather from the non-human nature of the sender?

Perhaps, for conspiracy correction, LLMs allow for favourable communication outcomes precisely because they are not seen as humans. While computers are often perceived as social actors, they are perceived as less social actors and therefore evoke weaker social responses. For LLM-driven interventions, this could decrease identity threats triggered by the rebuttal and therefore weaken defense motivations, reactance, and resistance to change. An effect further facilitated by how we perceive computational sources: Following machine heuristics, artificial agents are often seen as more neutral, unbiased, and non-judgemental. So, while individuals challenging the conspiracy might be automatically perceived as part of a rival outgroup, artificial agents could instead be categorized as a less competitive outgroup and as such induce less identity threat. This should render them especially effective in reducing conspiracy beliefs. To investigate this, we will invite 546 participants to debate their individual conspiracy theories with an LLM while manipulating the perceived source ('human' vs 'AI' label). Measuring pre- and post-treatment confidence levels and attitudes towards the source, we intend to deepen our understanding on the role of source characteristics.

Mapping the Mental Representational Structure of the Self in Time, Space, and Social Dimensions via a Modified Redundancy Gain Paradigm

Hyunji, Kim (1), Arnd, Florack (2)
Utrecht University (1), University of Vienna (2)

The ability to project oneself into an alternative situation – whether that of another person, a different point in time, or a different – is an essential human capacity. While research demonstrating that such abilities underlie human decision-making is abundant, the cognitive organization of the self across social, temporal, and spatial domains – constituting the basic materials for self-projection – is not clear. The current study introduces a new paradigm to gauge the representational overlaps among social (myself), temporal (now), and spatial (here) selves by utilizing a shape-label matching task in a modified redundancy gain paradigm. Based on the conceptual redundancy gain effect, we modified the redundancy gain paradigm to infer the level of shared representational properties between two social constructs. Based on the rationale of the redundancy gain paradigm, the strength of the redundancy gain signals the extent to which two stimuli overlap at the perceptual or conceptual level. Consequently, when two distinct stimuli, each associated with two overlapping social constructs as labels, are presented, responding to one stimulus while another is present may result in a certain level of redundancy gain, depending on the structure of the representational overlap between those two constructs. We tested this hypothesis across three lab experiments utilizing a within-subject design.

Our results showed that the spatial self resides at the core of self-representation (Experiment 1, N = 66), which conceptually extends to the temporal (Experiment 2, N = 43) and ultimately to the social self (Experiment 3, N = 51), echoing the human developmental stages of self-representation and the topographically nested neural structure of self-processing. This novel finding advances the understanding and theorizing of the self-concept as an orderly structured mental construct.

Emotional Gains Relate to Close Partners, Cognitive Gains to Familiar Others

Paul, Van Lange (1) Yue, Li (1) Catherine, Molho (2)

(1) Vrije Universiteit, (3) University of Toulouse Capitole

Social interactions play a pivotal role in human well-being. A key question is whether the benefits of social interaction (sometimes referred to as Vitamin S) depend on the nature of the relationships involved, and if so, in what ways. This study investigates the emotional and cognitive benefits of social interactions with close partners, familiar others, and strangers. Using Experience Sampling Methodology (ESM), a diverse community sample of Dutch participants (N = 619) recorded over seven days their social interactions and well-being, including their judgments of emotional benefits and cognitive benefits. Results revealed that interactions with close partners showed stronger emotional benefits than those with familiar others or strangers. In contrast, interactions with familiar others were associated with greater cognitive benefits than did interactions with strangers or close partners. These findings illustrate how relationships with close partners, familiar others, and strangers may serve different functions in that they carry distinct emotional and cognitive benefits. One take-home message is: For those who seek to broaden their minds, please extend warm interactions with close partners to those with familiar who are more likely "unlike us".

What are the most common collective regrets: Evidence from a UK survey study

Xin Wang (1), Kai Epstude (1), Martijn van Zomeren (1)

(1) University of Groningen

People sometimes regret their group's decisions or behavior rather than their own. Yet, regret as a group emotion has received limited attention, and its function in intergroup contexts remains underexplored. To better understand such collective regret, we conducted an online survey study in the UK context (N = 325). Participants were asked about their biggest collective regrets, how they regulated those regrets, and several questions related to the regrets. Through coding and clustering the open answers, we identified the primary types of groups and domains commonly involved in collective regrets. The results revealed that collective regrets were mostly related to social categories (e.g., demographic groups, such as country) and failures in task/goal achievement (compared to intragroup relations and moral issues). The results of logistics regression indicated that people were more likely to take action to regulate their regret when the problem was perceived as a fixable issue. Additionally, we observed an action effect in collective regret: regrets about actions were stronger than those about inactions, which was consistent with the well-documented finding in the individual regret literature. The present study provides preliminary insights into what people regret most about their group's behavior or decisions and highlights the functional role of regret regulation in intergroup contexts.

Deep Emotions, Deeper Thoughts: Awe Promotes Reflective Depth in Naturalistic and VR Experiments

Matteo Perini (1), Hein van Schie (1), Jasper de Groot (1), Johan Karremans (1)
(1) Radboud University

Awe has been linked to prosociality, curiosity, authenticity, and meaning, yet a unifying account remains underspecified. We propose that awe's broad effects arise because it promotes psychological depth, operationalized via ratings collected after reflection tasks. We test this account in naturalistic and virtual reality (VR) settings. Participants completed reflection tasks and a scale for experienced depth, measuring (a) the depth of ideas and principles evoked in the reflection and (b) the depth of the reasoning process as a whole. In our naturalistic study (N=74), each participant underwent two separate reflection tasks on topics chosen before the experiment. Awe was manipulated by counterbalancing the reflection location (top vs. ground floor) in an 88-m-tall building with a panoramic, awe-eliciting view. Mixed-effects models showed that reflections in the awe condition were experienced as deeper than those in the control condition. Awe also increased state authenticity, reflecting alignment with deeper values and beliefs. In our lab study (N=79), participants completed reflection tasks under four conditions—neutral control, positive-emotion control, awe-nature, and awe-space—with stimuli presented via a VR headset. Awe reliably increased experienced depth relative to both controls, and this effect was accompanied by higher ratings of emotional engagement, insight, and meaning. Collected data include manipulation checks, dispositional awe and several other measures (e.g., a 100-item Big Five inventory), writing samples from participants' reflections, and heart rate monitoring. This research underscores awe's role in promoting reflection and psychological depth, with theoretical and practical implications. Findings support a depth-based account of awe, showing how this emotion can support reflection on personally relevant topics. These results also suggest practical interventions to elicit deeper self-examination in applied settings.

2.09/2.10 Meuse/Rhine

M.3 Responses to intergroup inequality

Chair: Konstantinos Savva

The distance between concept and reality: the psychological meaning and response of economic inequality for the day-laborers

Keke Zhu (1), Yasin Koc (1), Toon Kuppens(1)
(1)University of Groningen

Psychological research has increasingly focused on subjective economic inequality—perceptions of economic disparities. However, existing research on economic inequality is constrained by different measurements stemming from researchers’ divergent interpretations, overlooking the lived experience of lay people. Therefore, we investigated how economically disadvantaged people themselves define and interpret inequality. Thematic analysis of 20 semi-structured interviews from 20 day-laborers in Northwest China clustered into conceptual construction and actual response with four themes—meaning, attribution, impact, and coping. Participants caught the core of inequality—distribution disparities, emphasizing income inequality and their disadvantaged position. They attributed inequality to meritocratic (e.g., competence) and fatalistic factors (e.g., luck), and displayed learned helplessness for their disadvantaged position. As discussions deepened, participants shifted from focusing on constructing economic inequality to emphasizing ‘feeling poor’ (i.e., insufficient funds). The underlying logic is that economic inequality makes it harder for them to find work, reducing income and thus lack of money. Participants perceived the impact of inequality as stress which centered on material deprivation (e.g., food). They adapted negative impacts for survival, although someone expressed strong negative emotion about their disadvantaged status. Their copings primarily involve practical strategies (e.g., cutting expenses), and psychological copings were largely passive, such as attacking other marginalized groups, displacing negative emotions, or numbing. This study provides authentic insights into disadvantaged groups’ perceptions of economic inequality, revealing a distance between their conceptual understanding and actual responses.

Prescriptive and Descriptive Meritocracy: the Acceptance of Social Inequalities

Mortada Al-Amine (1), Toon Kuppens (1), Russell Spears (1)

(1) University of Groningen

Meritocracy can be understood descriptively as the belief that society does reward effort and ability or prescriptively as the belief that society should do so. While both have been invoked in debates about inequality, research often conflates them. Across three studies, we examined how descriptive and prescriptive meritocracy beliefs differentially shape the acceptance of social inequalities. In Study 1 (student sample, N = 258), we experimentally contrasted inequalities based on education versus ethnicity. As hypothesized, descriptive meritocracy predicted greater perceived fairness and support for both types of inequalities, whereas, contrary to our hypothesis, prescriptive meritocracy showed no significant associations.

In Study 2 (UK online sample, N = 300), we developed and validated a new prescriptive meritocracy scale. Exploratory factor analysis identified three dimensions: soft meritocracy (emphasizing equality of opportunity), strict meritocracy (endorsing individual performance as the sole basis of reward), and egalitarian values. In Study 3 (UK online sample, N = 498), we replicated Study 1 while distinguishing between soft and strict prescriptive meritocracy. Descriptive meritocracy again legitimized both education- and ethnicity-based inequalities, while soft-prescriptive meritocracy had the opposite effect. Strict prescriptive meritocracy selectively predicted greater acceptance of education-based but not ethnic-based inequalities. Together, these studies clarify the conceptual and psychological distinction between descriptive and prescriptive meritocracy and within different dimensions of prescriptive meritocracy. They show that descriptive beliefs consistently legitimize inequality, whereas prescriptive beliefs are multidimensional and context-dependent, sometimes reinforcing and sometimes challenging social inequalities.

How (In)stability of Inequality and Demands for Equality Influence Support for Inequality Reduction Among the Advantaged

Konstantinos Savva (1), Cátia P. Teixeira (1), Karen Schelleman-Offermans (1), Kai Jonas (1)
(1) Maastricht University

Despite widespread support among advantaged groups for social equality, public reports consistently show decreased support for implementing policies and actions to achieve it. This discrepancy between endorsing equality in principle but not in practice is known as the Principle–Implementation (PI) Gap. We suggest that different threats among privileged groups (resource vs. moral image) may explain this gap. We propose two competing hypotheses: Resource threat alone leads to the biggest PI-gap, with the motivation of protecting the group’s resources. Conversely, both resource threat and moral image threats simultaneously lead to the biggest PI-Gap, with the motivation of protecting the group’s resources while maintaining a positive group image. In a preregistered online experiment (N = 399 White-Americans), participants were randomly assigned to conditions varying on whether inequalities between White and Black Americans were presented as stable or unstable, and whether the disadvantaged group’s (Black Americans) demands to address these inequalities emphasized compensations or redistribution of resources. We tested how these conditions influence White Americans’ reactions to different types of support (principle vs. implementation) and the role of resource/moral image threats as mediators. As pre-registered, we explored ingroup-identification as a moderator, controlling for political orientation. Results showed that high-identifying White Americans showed the highest PI-Gap (through decreased implementation support), when inequality was presented as stable and demands emphasized redistributions. Importantly, the interaction between ingroup identification and the predictors was fully mediated by moral-image threat, only partially supporting our hypothesis. We discuss the implications of these findings and future directions, while highlighting the importance of distinguishing between different support types when examining privileged groups’ reactions to social inequality.

2.16 Amazon

A.3 Close and interpersonal relations

Chair: Carla Anne Roos

For Me or for You? Divergent Effects of Altruistic and Egoistic Motives on Interpersonal Emotion Regulation

Lisanne, Pauw (1), Shir, Ginosar Yaari (2), Maya, Tamir (3), Anne, Milek (4)

(1) Utrecht University, (2) Hebrew University of Jerusalem, (3) Hebrew University of Jerusalem, (4) Witten/Herdecke University

Whether cheering up your partner after a bad day or calming them down when they are upset, people constantly engage in strategies to influence each other's emotions—yet the motivations behind these behaviors remain surprisingly understudied. We examined how hedonic motives, specifically altruistic (enhancing a partner's well-being) and egoistic (enhancing one's own well-being), relate to interpersonal emotion regulation (IER) in romantic relationships. We predicted that altruistic motives would primarily drive the use of engaging IER strategies (Acceptance, Advice, Reappraisal and Encouraging Expression), whereas egoistic motives would predict the use of disengaging IER strategies (Suppression, Distraction and Ignoring). These preregistered hypotheses were tested in a 10-day ESM study (Study 1, N = 126) and are being replicated in a 7-day ESM study (Study 2, N = 496). Results of Study 1 partially supported these predictions. Altruistic motives positively predicted the use of all engaging IER strategies, as expected, but also unexpectedly predicted more Distraction and Suppression—though less Ignoring. Egoistic motives were positively linked to nearly all IER strategies, showing that self-oriented motives do not exclusively lead to disengagement from the partner's emotions. Exploratory analyses suggested that altruistic (vs. egoistic) motives drive greater overall engagement in IER, whereas egoistic motives predict more Ignoring. Thus, when people wanted to feel better themselves, they regulated their partner less. Analyses of instrumental motives—protecting the relationship versus protecting one's own interests—largely mirrored these patterns. These findings reveal that people are not merely regulating their romantic partner to feel better themselves. Altruistic motives generally promote broader engagement in IER, whereas egoistic motives tend to reduce it, highlighting how underlying motivations shape the way we manage emotions in close relationships.

Predicting our implicit evaluations of close others: Awareness or inference?

Ruddy, Faure (1), Jim, McNulty (2)

(1) Radboud University, (2) Florida State University

Implicit evaluations of close others—people's automatic reactions toward their close others, as assessed by implicit measures like the Implicit Association Test (IAT)—have unique implications for close relationships. While implicit evaluations have traditionally been considered unconscious, recent evidence shows that people can predict their IAT scores toward social groups (e.g., Black/White, Adults/Children) with surprisingly high accuracy, suggesting they are aware of their implicit evaluations. However, it remains unclear whether people can predict their implicit evaluations of close others—specific individuals (rather than social groups) for whom implicit evaluations cannot be easily inferred from explicit evaluations (due to strong motivational biases; e.g., positive illusions) or shared knowledge (e.g., cultural stereotypes). In Study 1 (N = 107, pre-registered), participants learned about implicit evaluations and the IAT, predicted their IAT scores

toward four pairs of close others (i.e., Mother/Father, Self/Partner, Friend/Sibling, Grandmother/Grandfather), indicated their level of confidence in each prediction, and completed the four corresponding IATs. Results revealed that participants could significantly predict the pattern of their implicit evaluations of close others (within-person $r = .20$). However, their accuracy was two to three times lower compared to prior research on social groups and, critically, participants were not more accurate when they felt more confident about their predictions. These findings challenge the notion that people are aware of their implicit evaluations and suggest that their predictions may emerge more from deductive reasoning than introspection. Study 2 ($N \geq 400$, pre-registered) will replicate and extend these findings by examining whether predictive accuracy may be explained by reliance on non-introceptive cues, such as perceived descriptive and prescriptive norms about social biases.

Eye to Eye: The effects of silent eye-contact on social connection and depolarization in dissenting dyads

Carla Anne Roos (1), Debby Damen (1), Emmelyn Croes (1)

(1) Tilburg University

Political and social polarization is a growing concern globally. While traditional depolarization strategies emphasize verbal dialogue, there are indications that eye contact without further conversation may already foster interpersonal connection. This study investigates whether five minutes of silent eye contact between individuals holding opposing views can increase perceived understanding and social attraction, and promote willingness to interact. We conducted a between-subjects, multilevel experiment with 76 unacquainted dyads assigned to one of three conditions: 1) standard videoconferencing, 2) Eye-Catcher: a tool enabling direct eye contact online, or 3) face-to-face (FtF). This design allowed us to separate the effects of eye contact (present in Eye-Catcher and FtF) from physical copresence (unique to FtF). Participants were informed they would engage in a five-minute eye contact task with someone holding opposing views on salient political topics (e.g., immigration). Pre- and post-interaction questionnaires assessed participant perceptions.

Interactions were video-recorded and coded for nonverbal behaviors. Results showed no support for the hypotheses that sustained eye contact, controlling for copresence, would reduce perceived disagreement and increase understanding and social connection. However, across all conditions, perceived disagreement decreased post-interaction, driven by the belief that the other person had shifted their stance. Moreover, social attraction increased after the wordless interaction, especially in the FtF condition. Contrary to expectations, willingness to interact slightly declined post-interaction in all conditions. Behaviorally, only head nodding differed between conditions, being more frequent FtF. Notably, smiling positively predicted both social attraction and willingness to interact. Together, these findings suggest that eye contact and copresence can influence interpersonal dynamics in the context of disagreement.

2.12 Tigris

T.3 Collective action

Chair: Amarins Jansma

The Secret to Their Success? How Experienced Activists Organize Collective Actions

Bart Kranenborg (1), Martijn van Zomeren (1), Toon Kuppens (1), Emma Thomas (2)

(1) University of Groningen, (2) Flinders University

Much research on collective action assesses the motivational factors that drive people to engage in protest actions when the opportunity to do so arises. However, we know relatively less about how activists create that opportunity, the strategic considerations involved, and the challenges related to collective action organizing. To learn more about these processes, we conducted eight semi-structured interviews (range 42 – 82, M = 59 minutes) with experienced activists from a variety of backgrounds, including anti-vaccine, environmental, and socialist movements, among others. We asked the activists open-ended questions about their experiences organizing protest actions in the past, and how they would go about organizing a protest in the near future.

After thematic analysis, we identified three core themes that underpinned the organizing of protest actions. First, activists indicated balancing resources and opportunities to determine whether to initiate action planning and coordination by composing a capable organizing team, considering collaboration with other activist groups, and assessing potential for momentum. Second, activists emphasized the importance of crafting a fitting frame and narrative of the action, important for successful rallying efforts, and for increasing the chances of the action being portrayed as desired in various media. Finally, activists reflected on when they perceived an action to be successful, highlighting the importance of distinguishing between topic-level outcomes and movement-level outcomes. Due to the unique and diverse group of activists that we interviewed, the findings offer new insights into the psychology of activism, as well as the social and strategic aspects of collective action organizing across the socio-political spectrum.

What makes us act for the climate? A systematic review on the psychological underpinnings of collective climate action

Anna A. Sach (1), Anna Castiglione (2), Benjamin Abera (1,3), Disa Sauter (1), Nils Jostmann (1), Cameron Brick (1)

(1) University of Amsterdam, (2) University of Trento, (3) London School of Economics and Political Science

Worldwide, a small minority of individuals mobilizes to address the climate crisis through activism, advocacy, educational initiatives, civic engagement, and community projects. Understanding the underlying psychology can inform the collective action efforts needed for fundamental societal changes. In the last years, collective action research has drastically increased. By systematically reviewing the literature, we synthesize and critically evaluate the empirical evidence on the psychological underpinnings of collective climate action. The review examines (a) which psychological constructs, collective mitigation behaviour, methods, and samples have been studied, (b) which psychological constructs are associated with collective climate action, and (c) what methodological limitations constrain that evidence, including non-objective behaviour measures (e.g., self-reported behaviour or intentions) and lack of causality through the research design.

We searched four databases for publications between 2010 and 2024. After manual screening 33,016 titles, we included 230 peer-reviewed papers in English which contained any psychological construct(s) and any collective climate action.

The papers were predominantly based on Global North participants. The majority of papers relied on surveys. Activism and civic engagement were more studied than advocacy, education, and community projects. The most frequent psychological factors were affective engagement, followed by attitudes and worldviews. Most studies relied on self-reports, only 10% included observed behaviours. Causal conclusions were only possible in one out of ten papers. With this review, we gather the psychological evidence existing today on the psychological factors associated with collective climate action, make it available to a larger audience, and highlight the need for more rigorous evidence on which psychological factors trigger collective action.

How Social Norms Shape Citizen Action for Systemic Change towards more Circularity

Isabel M. Pacheco (1), Isabel Richter (2), Ellen van der Werff (1), Linda Steg (1)

(1) University of Groningen, (2) Norwegian University of Science and Technology

Addressing today's environmental and social challenges requires more than individual lifestyle changes—it demands systemic transformation. Citizens play a crucial role in advancing such transformations, by urging broader societal actors such as governments, businesses, and fellow citizens to act. Such citizen actions, i.e. circular citizenship behaviours (CCBs) include protesting, attending public assemblies (aimed at governments), boycotting companies, speaking up in one's organisation (aimed at businesses), or motivating people around (aimed at other citizens). We hypothesize that group and societal social play a crucial role in promoting CCBs.

Drawing on representative samples from five European countries (N = 5,651), this multi-national, cross-sectional study examines how norms at different levels—societal descriptive norms (macro), descriptive norms of relevant others (meso), and personal norms (micro)—relate to engagement in CCBs aimed at systemic change. Our findings reveal that a substantial share of citizens never engage in CCBs, though participation is somewhat higher when actions target fellow citizens. Results further show that societal and group-level norms are internalized into personal norms, which in turn are the strongest direct predictor of action. Together, these norms explain a significant portion of variance in engagement (44% for actions directed at businesses, 49% for actions directed at other citizens). Societal descriptive norms were most strongly related to descriptive norms of relevant others, which in turn strongly related to personal norms. These findings underscore the pivotal role of social and personal norms across levels in fostering citizen engagement for systemic change, offering insights into how citizen action for circularity may be strengthened.

Protecting the Earth Radically: Perceiving police injustice activates climate protesters' need for significance

Amarins Jansma (1), Arie Kruglanski (2), Kees van den Bos (1), Beatrice de Graaf (1) Oliver Riordan (1)
(1) Utrecht University, (2) University of Maryland College Park

Based on significance-quest theory and research on procedural justice, we propose that climate protesters' support for ecotage (i.e., the tactic of property damage to prevent environmental harm), is affected by their need for significance and perceived police injustice. To test this assumption, we surveyed climate protesters in the United States (Study 1, N = 253) and the Netherlands (Study 2, N = 333). In these studies, we manipulated whether participants were reminded about experiences of unfair police treatment. We measured protesters' support for climate actions involving property damage, such as arson, slashing SUV tires, and sabotaging pipelines. Both studies showed that need for significance was positively related to support for ecotage when protesters were exposed to police injustice, but not in daily life situations, providing evidence for the situational activation of significance quest. Furthermore, we found that the more protesters perceived unfair police treatment, the more they experienced feelings of personal humiliation and disrespect, which was related to greater support for damaging climate actions.

International Keynote

Friday, 11:00-12:00

2.18/2.19 Plenary Room Mekong/Madeira

Ana Guinote

(University College London)

Social Power and the Experiential Self

Parallel Session 4

Friday, 13:00-14:00

2.18/2.19 Plenary Room Mekong/Madeira

P.4 Pitch session: Sustainability and prosocial behavior

Chair: Lisa Willemsen

Exploring the Power of Moral Responsibility in Engagement with Pro-environmental Behavior

Ömer, Ergün (1), Félice van Nunspeet (1), Frank Hindriks (2), Naomi Ellemers (1)

(1) Utrecht University, (2) University of Groningen

Moral appeals, messages designed to evoke a sense of moral responsibility, are commonly used to promote pro-environmental behavior, but findings on their effectiveness are mixed. The present research investigated three dimensions of moral appeals to examine which are most effective in motivating performance for a climate-related cause. First, we varied the time perspective: responsibility in past unsustainable behaviors vs. future responsibility for addressing climate change. Second, we manipulated the responsibility level: individual vs collective responsibility for climate action. Third, we varied the appeal type: moral ideals, virtues, and positive outcomes vs. moral obligations, duties, and negative outcomes. After reading one of the appeal texts, participants ($n = 447$) completed an online time estimation task in which they could earn monetary rewards either for themselves (self-gain) or for a climate-friendly charity (charity-gain). In this task, motivated performance was defined as relative accuracy of time estimations in charity-gain compared to self-gain trials. In addition, participants completed self-report measures related to responsibility motivation, and intentions as well as a donation task. The linear regression analysis with donation amounts and Manova with four self-report measurements did not show any significant main effect between moral appeal conditions. However, the linear regression analysis with motivated performance revealed that individual (vs. collective) responsibility appeals and forward-looking (vs. backward-looking) appeals increased motivated performance, whereas no differences emerged between moral ideals and obligations. This indicates that framing moral responsibility as forward-looking and focusing on individual responsibility increased motivated performance in our paradigm, implying that focusing on future responsibility and individual responsibility may be more effective in motivating pro-environmental engagement.

A Convenient Truth? Complexity Framing and Climate Change Inaction

Saara Taavila (1), Nils Jostmann (1), Bastiaan Rutjens (1)

(1) University of Amsterdam

Skeptical narratives around climate change have historically taken many forms, including denial of the reality of climate change, but also denial of responsibility—both by industry actors and, to some extent, skeptical individuals. However, as the reality of climate change itself becomes increasingly evident, this skepticism may be shifting from outright denial towards more subtle mechanisms, such as delaying or challenging the proposed solutions (Lamb et al., 2020). Yet, empirical understanding of the psychological impact of these solution narratives remains limited. In this project, we test the impact of complexity narratives (that is, narratives positioning climate solutions as overly complex or highlighting the uncertainty of their effectiveness) on support for solutions.

Across three studies (ongoing; planned N = 1 200) we experimentally test the impact of complexity narratives on attitudes in a variety of environmental domains (e.g., energy, transport). More specifically, we predict that exposure to a complex (versus simple) solution framing is associated with lower policy support and higher willingness to delay action. We also investigate political ideology as a moderator in the relationship between exposure to complexity narratives and policy support, predicting that people endorsing right-wing ideologies will be more susceptible to the effects of complexity narratives on than those endorsing comparatively more left-wing ideologies. The results of this project contribute to a better understanding of framing effects and provide insights for policymakers and the media on constructive communication of solutions. The findings can also be useful for developing interventions to decrease individual susceptibility to the effects of complexity narratives.

Positive emotion and climate change actions: A scoping review

Linli Zhou (1), Cameron Brick (1), Disa Sauter (1)

(1) University of Amsterdam

Emotions can guide environmental behavior. We conducted a scoping review to understand individuals' positive feelings before and after climate-relevant actions. In addition, we examined whether positive emotions would facilitate pro-environmental behaviors based on the existing literature. Following the PRISMA guidance, we used pro-environmental behavior and positive affect as our main search themes in psychology and sustainability related datasets. This search ended on the second week of March 2023 . We included studies that measured two key themes: pro-environmental behavior and intention, as well as positive emotions associated with such intentions or behaviors. In total, 72 papers were included in the final analysis. A preliminary synthesis reveals that there is a growing interest in this topic since 2019. Regarding measured emotions, feeling pride, good, satisfied, and happy were the most frequent studied. A specific term, warm glow, was used to describe the positive emotions resulting from climate change actions. It is defined as positive internal psychological rewards from contributing to the common good. Positive associations have been found between positive emotions (both anticipated and experienced) and a wide range of pro-environmental behaviors/intentions, such as green consumption and wild animal protection behaviors. This suggests that people who anticipate feeling positive emotions from pro-environmental actions tend to act more pro-environmentally and have stronger intentions, and they also experience positive feelings after engaging in pro-environmental actions. However, about 80% studies used correlational designs; Due to lack of experimental studies, causal inferences should be made with caution. Experimental and longitudinal designs are warranted to test causal links and to investigate the potential reinforcement mechanism between positive emotions and climate change actions.

Cutting Back: A Qualitative Study of Reduced Consumption Suggestions and Their Implications for Consumer Well-Being

Maddy Vollebregt (1), Carina Thürridl (1), Ruth Mugge (2), Willemijn van Dolen (1)

(1) University of Amsterdam, (2) Delft University of Technology

Each year we exceed nature's budget, and some countries exceed this budget significantly faster than others. Solutions to excess resource use include technological innovations and efficiency gains. Reductions in absolute consumption levels in high-income economies are also recommended. There is evidence that consumption reductions often have a positive association with consumer well-being, but reduced consumption can also have detrimental effects, particularly when it is not the consumer's choice. We explore both the perceived feasibility of consuming less and the implications for well-being through in-depth interviews. Different maximum consumption recommendations are investigated, such as keeping a smartphone for seven years, limiting new fashion purchases to five per year, consuming no more than 140 grams of animal products per week, and halving flight hours. An inductive, three-stage coding process is used to identify key barriers to reducing consumption and opportunities for policy support. Preliminary findings reveal a willingness to reduce material purchases but highlight the prioritization of convenience and a preference for experiences over material goods. Reductions in certain categories, such as fashion, could support well-being, but others, such as flying, may have negative consequences. Systematic barriers such as limited secondary options and perceived social norms seem to prevent reduced consumption. These findings illustrate the potential of specific reduction suggestions as an intervention as they seem to increase saliency of reduced consumption. We provide further suggestions for reducing consumption, recognizing that different consumption categories likely require tailored approaches to support consumer well-being and feasibility.

Similarities and differences in the hierarchy of moral concern across 41 cultural groups

Bastian Jaeger (1), Işıl Ayça Akkuş (1)

(1) Tilburg University

Disagreement about the moral standing of different individuals has shaped history (the abolishment of slavery, the Holocaust, the feminist movement) and underpins many of the most contentious debates today (abortion, environmental protection, the treatment of undocumented immigrants). Recent work on moral concern (i.e., how much people intrinsically care about the welfare and interests of different beings) has uncovered a seemingly robust hierarchy. For example, people extend most moral concern toward family and friends, followed by ingroup members (e.g., a co-worker), outgroup members (e.g., a foreign citizen), the environment (e.g., a coral reef), and, lastly, criminals (e.g., a murderer). However, these studies were all conducted in a few countries from the Anglosphere, raising doubt about the cross-cultural generalizability of the results. We analyzed a data set with 6,665 participants recruited from 41 cultural groups to explore cultural variation in the hierarchy of moral concern. We find that (1) on average, 11 of the 13 rankings in the typical hierarchy of moral concern replicated across the 41 cultural groups, pointing to substantial cultural similarities; (2) countries that are culturally more similar to the US (based on a multidimensional cultural distance score) showed a more similar hierarchy; and (3) some rankings (e.g., prioritizing family and friends over human ingroups) replicated more often than others (e.g., prioritizing human outgroups over the environment) across countries.

Understanding spontaneous cooperation in emergency situations

Lisa Willemsen (1), Tom Postmes (1), Russell Spears (1), Hedy Greijdanus (1), Frank Hindriks (1)
(1) University of Groningen

This study investigated spontaneous cooperation, defined as an automatic prosocial response when there is insufficient time for an organized reaction, such as during emergencies. A quasi-experimental lab study simulated a building evacuation to examine how social-psychological mechanisms influence cooperation under threat. Participants (N = 268) were assigned to small groups and exposed to one of two conditions: a fire alarm signaling danger or a verbal announcement. Key constructs included cooperation (working together, spontaneous cooperation, planned cooperation, leadership), perceived emotions, common fate, solidarity (identification, belonging, entitativity), and joint intentions. Multilevel modeling accounted for individual- and group-level variance.

Hypothesis 1 predicted higher levels of cooperation, perceived emotions, common fate, solidarity, and joint intentions in the alarm condition. Hypothesis 2 proposed positive associations between group processes and cooperation. Hypothesis 3 tested whether these associations were stronger in the alarm condition. Results partially supported the hypotheses. Vigilant emotion perceptions (e.g., anxiety, urgency) were elevated in the alarm condition, consistent with predictions. However, spontaneous cooperation, leadership, and common fate were unexpectedly higher in the announcement condition. Furthermore, uncertain shared emotions (e.g., confusion, surprise) moderated cooperation: significant effects on working together and leadership emerged only under the alarm condition. These findings suggest that shared emotional perceptions—not simply alarm cues or group identity—catalyze spontaneous cooperation under threat. The results refine collective resilience models by highlighting the importance of emotional divergence and uncertainty in group dynamics. Implications for disaster response emphasize the nuanced role of affective cues in fostering prosocial behavior during crises.

“One Election to Decide It All”: The effect of Tipping-Point communication in political campaigns

Ashay Ashish Deshpande (1), Kai Epstude (1), Martijn van Zomeren (1)

(1) Rijksuniversiteit Groningen

As global politics become increasingly polarized, strategies to motivate voter engagement are critical. We test whether tipping point framing (“now or never” messages) shifts emotions, motivation, and political action intentions in partisan samples. Four preregistered experiments during the 2024 UK and US pre-election periods compared tipping point frames with neutral controls. Prior work shows benefits of tipping point framing in environmental communication; its effects in electoral contexts remain underexplored. We used a 2 (valence: positive vs. negative) + controls design (US: one neutral control; UK: neutral and futility). Participants (UK: Labour $n = 502$, Conservatives $n = 506$; US: Democrats $n = 299$, Republicans $n = 302$) were randomly assigned, exposed to party-tailored campaign materials framing the election as a tipping point, and then completed post-exposure measures of emotions, motivation, and political action intentions.

Across samples, emotional effects aligned with valence: negative messages reliably heightened negative emotions, while positive messages increased positive emotions in some samples (e.g., US Democrats). Emotional intensity tended to be higher under negative than neutral or positive framing. Motivational outcomes varied by identity and context. In the UK, Labour participants showed higher motivation and a small increase in normative action intentions. In the US, Democrats showed effects on perceptions (including others’ motivation) but not actions; Republicans reported higher non-normative action intentions under negative framing, with other composites unchanged. These findings show that responses to tipping point framing vary by political identity and context, highlighting the need to tailor frames to specific audiences when the goal is mobilization.

The Polarization Triangle: An Integrative Framework of Polarization and its Consequences for Democracy

Chantal D'Amore (1), Namkje Koudenburg (2), Martijn van Zomeren (2)

(1) University of Amsterdam, (2) University of Groningen

Rising levels of polarization are believed to fuel anti-democratic tendencies. Despite its popularity, however, the concept of polarization is plagued by a lack of integrative theorizing and by inconsistent definitions, measures and findings. Consequently, it is unclear how “polarization” may affect individual political tendencies, and whether this poses a threat to the healthy functioning of democracy. To organize the literature and generate specific predictions, we (1) theoretically develop the Polarization Triangle Framework and (2) empirically test its specific predictions through a systematic review ($N = 57$ articles, $n = 173$ effects).

The framework differentiates between three dimensions of polarization (Opinion Distance, Moral Conflict, Structural Alignment) which, when combined, reflect specific polarization kinds with distinct psychological consequences. Supporting the framework's main propositions, the systematic review shows that only when all three dimensions come together, rising polarization poses a democratic threat (i.e., triggering anti-democratic, zero-sum conflict tendencies, such as support for violence). In contrast, non-structural polarization kinds were found to foster positive consequences, such as content-informed political engagement and action. The findings therefore suggest that the Polarization Triangle Framework can be used to generate a better understanding of polarization and its negative but also its positive consequences, and can serve as a useful tool to guide future research in the field.

The Rise of the Right in Uncertain Times: Associations between Perceived Threat, Loss of Control, Societal Uncertainty, and Political Orientation in Four European Countries

Jasmin M. L. Hagemann (1), Allard R. Feddes (1), Bertjan Doosje (1)

(1) University of Amsterdam

In recent years, European democracies have witnessed growing support for far-right political parties. This trend raises questions about the psychological mechanisms driving ideological shifts in times of rapid and unpredictable global change. The present study investigates how subjective societal uncertainty – defined as individuals' perception of unpredictability and instability in the social, political, and economic landscape – relates to political orientation (assessed via self-reported ideology and vote intention, $r = .73$) across four European countries: Germany, France, the Netherlands, and the United Kingdom. We developed and validated the Subjective Societal Uncertainty Scale (SSUS) to assess these perceptions. Participants ($N = 736$) reported high levels of uncertainty.

We examined whether perceived threat and loss of control mediate the link between uncertainty and political orientation. Structural equation modeling showed that uncertainty was positively associated with perceived threat, which in turn was linked to stronger right-wing orientation, while uncertainty was directly related to left-wing orientation. Exploratory analyses clarified this inconsistency: under high threat, uncertainty was associated with right-wing orientation, but under low threat, the pattern reversed. Immigration-related threats were most strongly tied to right-wing orientation, while economic and political threats were the strongest correlates of societal uncertainty. Loss of control was not a significant mediator but was associated with left-wing political orientation. Results were broadly consistent across both indicators of political orientation, though effects were weaker for vote intention. These findings suggest that threat perceptions in uncertain times may help explain political shifts and offer insight into how far-right parties may capitalize on societal uncertainty through threat framing, with implications for strengthening democratic resilience.

2.16 Amazon

A.4 Gendered emotions, individual differences, and personality

Chair: Yasmin Abbaszadeh

More Developed, More Divided? Gender Differences in Emotion Experiences Across Cultures

Ye Zhou (1), Katharina Block (1), Michael Boiger (1), Suzanne Oosterwijk (1), Disa Sauter (1)

(1) University of Amsterdam

Gender differences in emotion are well-documented in Western countries but have been sparsely studied across countries. Controversial research on the “Gender-Equality Paradox” suggests that gender differences in some psychological traits may be larger in more gender-equal and economically developed societies. However, recent work indicated that structural and cultural factors associated with development could be key drivers of these widening gender gaps. To investigate whether this paradoxical pattern extends to emotion, and what cultural factors may underlie it, we examine whether economic development also predicts gender gaps in emotion experiences on a large-scale dataset covering 60 countries ($N = 19,936$; $Mage = 37.26$). We found a “development paradox” for communal emotions (compassion, gratitude, and love): gender differences are larger in more economically developed (higher HDI) countries. Further analyses suggest that this pattern may be explained by decreased cultural collectivism (i.e., prioritizing interpersonal harmony over individual autonomy), but not by sex segregation in the labor market (i.e., men and women in different occupations). For power-related emotions, development predicts lower anger in both genders. However, country-level development more closely relates to less anger among women, and the effect of HDI may be explained by higher gender equality in highly developed countries. In contrast, women reported consistently higher levels of powerless negative emotions (fear, sadness, anxiety) than men across countries. Importantly, these patterns hold even after controlling for multiple confounding factors such as data quality, and country- and individual-level demographic characteristics. Overall, these findings suggest that gendered emotion experiences vary cross-culturally and differ between communion- and power-related emotions. Moreover, the magnitude of these gender gaps is shaped by cultural and structural factors.

Reputation, Trust, and Coalition Formation: Insights from an Interactive Behavioral Game

Merve Timuroğulları (1), Thorsten Erle (1), Frans Cruijssen (1), Seger Breugelmans (1)

(1) Tilburg University

This study examined how company reputation, operationalized via Social Value Orientation (SVO), influences trust and coalition behavior. Using a real-time negotiation experiment, we combined pre-survey data with interactive group decision-making in a simulated transport setting. Participants ($N = 681$; 227 triads) first completed an incentivized SVO measure two weeks prior, indicating their prosocial or individualistic orientation. They were then matched in triads to play an incentivized weighted majority game simulating coalition formation among three transport companies. Coalitions required at least two players, who negotiated how to divide a monetary incentive. In the experimental condition, participants saw their counterparts’ SVO scores via a simplified gauge as a reputation signal. The control condition included only company information. We measured trust using a two-dimensional scale we developed, capturing predictability (assurance, knowledge) and benevolence (prosocial expectations), assessed before and after the information phase, and after negotiation.

Contrary to expectations, not all players were equally affected by the reputation manipulation. Player A, the strongest actor, was more often included in coalitions, contributing to a significantly higher frequency of grand coalitions (ABC) when reputation was visible. Player A was also perceived as more benevolent at the second trust measurement, when reputation was revealed. Prosocial participants were more likely to be included, especially when their reputation was visible. They proposed less self-serving offers, formed more inclusive coalitions, and earned more. These findings may be partly due to the unexpectedly high proportion of prosocial participants (78.6%), which likely increased trust and willingness to collaborate under visible reputation. Taken together, the results contribute to understanding how early social information shapes trust dynamics and negotiation in multi-party decision-making.

Into the Shadows: Exploring Naïve Perceptions of Dark Leadership

Magdalena Kotek (1), Julie Rosaz (2), Clara Letierce (2)

(1) Luxembourg Institute of Socio-Economic Research, University of Luxembourg, (2) Université Bourgogne Europe, Burgundy School of Business

Dark leadership (DL), characterised by subclinical forms of Machiavellianism, narcissism and psychopathy, might appear to foster performance — but it often undermines employee wellbeing and organisational functioning. To understand how affected parties make sense of DL and respond to it in the workplace, it is essential to explore the very perceptions that shape interpretations and behavioural (re)actions. This study explores how novices without work experience perceive DL and whether these perceptions differ by gender, personality and emotional intelligence. Drawing on a naïve sample of 137 first-year undergraduate students, we examine their evaluations of DL and compare them to published, normative data from a working sample. Our findings reveal a consistent hierarchy, with psychopathy being the most and narcissism the least concerning trait — supporting the uniqueness perspective of distinct Dark Traits and the “malicious two” idea, which separates Machiavellianism and psychopathy from narcissism. Notably, naïve perceptions of Machiavellianism and psychopathy differed by gender, personality and emotional intelligence, while those of narcissism did not: Women and individuals high in openness, neuroticism or others’ emotion perception (a dimension of emotional intelligence) perceived Machiavellianism as more concerning; whereas women and individuals high in openness or conscientiousness perceived psychopathy as more concerning. Comparing the students with employees revealed consistent trait rankings — possibly reflecting broader societal consensus — but greater differentiation among traits, with weaker trait correlations in the student sample. Overall, these findings provide a foundational view into how individuals initially perceive DL — suggesting that these perceptions emerge before individuals enter the workforce and are shaped by individual differences, which may lay the groundwork for later responses to DL behaviours.

Chronotype Bias in Leadership Perceptions

Yasmin Abbaszadeh (1), Seval Gündemir (2), Alexandra (Sasha) Cook (1), Byron G. Adams (1,3), and Astrid C. Homan (1)

(1) University of Amsterdam, (2) Erasmus University Rotterdam

(3) University of Johannesburg

Chronotype—the biological tendency to prefer earlier or later sleep-wake times—is a relatively stable trait with important implications for organizational life. While prior research has linked chronotype intrapersonally to health and performance outcomes, its role in shaping interpersonal perceptions relevant to one’s career mobility remains underexplored.

Across three studies (two pre-registered; $N = 1,195$), we investigated whether and how chronotype results in biased leadership evaluations (i.e., willingness to follow and perceived leadership development potential). We also examined two mediators—perceived competence and dedication—and tested whether the bias could be mitigated by explicit competence cues. In Study 1 ($N = 195$), the total effects analysis indicated that later chronotypes were rated significantly lower on both willingness to follow ($b = -0.88$) and leadership potential ($b = -0.63$). Mediation analyses revealed that these effects were driven primarily by perceived competence ($b = -0.52$ and -0.50 , respectively), and secondarily by dedication ($b = -0.24$ for followership only). Study 2 ($N = 381$) replicated these effects and demonstrated that the bias was not due to a preference for early risers but a targeted devaluation of later chronotypes. Moderation analyses in Study 3 ($N = 619$) further confirmed the chronotype bias on willingness to follow and willingness to allocate salary bonuses to the target, and showed that competence signals reduced—but did not fully eliminate—the bias ($p = .046$, $\eta^2 = .01$ for followership, $p = .282$, $\eta^2 = .00$ for salary bonuses). These findings position chronotype as an overlooked but consequential basis for bias in leadership evaluations. By uncovering both the mechanisms and a boundary condition of chronotype bias in leadership perceptions, our research extends Implicit Leadership Theory and highlights chronotype bias as a critical, biologically grounded barrier to leadership diversity.

2.12 Tigris

T.4 (Inter)Group dynamics in small groups

Chair: Vera Weissenbacher

Ingroup Favoritism in Cooperation under Equal and Unequal Contexts

Tycho, van Tartwijk (1), Leticia, Micheli (1), Angelo, Romano (1)

(1) Leiden University

Cooperation is crucial to achieve and sustain public goods. An obstacle to cooperation is ingroup favoritism, the tendency to cooperate more with ingroup members than outgroup members. Past research and theoretical frameworks on ingroup favoritism largely focus on equal contexts, where individuals have access to equal resources, endowments, and productivity. However, many social interactions are often characterized by inequality. Economic disparities exist even in the most equal societies and therefore should be accounted for when examining ingroup favoritism in cooperation. The present experimental laboratory study (N = 240) investigates whether ingroup favoritism in cooperation differs between equal and unequal contexts. Furthermore, we model whether an individual's socioeconomic status in society influences this effect. To do so, we utilize a 2 (advantaged vs disadvantaged status; between-subjects) x 2 (ingroup vs outgroup partner matching; within-subjects) x 3 (equality vs low inequality vs high inequality; within-subjects) mixed design. Participants' cooperation is measured in a two-person repeated prisoner's dilemma game involving stranger matching in groups of eight participants. Our findings reveal that cooperation decreases as inequality rises, and that individuals cooperate more with ingroup members than outgroup members. Ingroup favoritism in cooperation persists across all levels of inequality but decreases among disadvantaged individuals in the high inequality context. We review the implications of these findings on current theoretical frameworks of ingroup favoritism in cooperation.

When differences matter: Discriminatory punishment in pluriform groups

Chonghao Peng (1), Angelo Romano (1), Welmer Molenmaker (1)

(1) Leiden University

Cooperation is essential for achieving collective goals yet challenging to maintain. Despite its costs, people often employ punishment against free riders, making it a key mechanism for sustaining cooperation. However, this has been examined primarily in uniform groups, where members share similar characteristics, and much less in pluriform groups, where members differ from one another. In such pluriform groups, punishment can be harmful rather than beneficial, because it can be based not only on low contributions but also on any differences in characteristics among individuals. This raises a critical question: why do some individuals choose to punish similar and dissimilar others in a discriminatory manner, even when all members belong to the same overarching group and benefits are shared equally? To address this issue, we explored the factors underlying discriminatory punishment within pluriform group structures. A total of 160 participants (40 groups of four) completed a multi-round public goods game, in which they had the opportunity to punish other members anonymously in each round. The pluriform group structure was operationalized by dividing members into different subgroups using the minimal group paradigm. Overall, our results indicated that people in the pluriform groups punished dissimilar others more than similar others regardless of the target's contribution, which in turn undermined individual cooperation. Several factors driving

discriminatory punishment were identified. Discriminatory punishment was associated with individuals' stronger affiliation with similar rather than dissimilar others and the belief that they were disproportionately targeted by dissimilar others. In contrast, it was negatively associated with a concern for personal reputation and, against our pre-registered hypothesis, the endorsement of anti-egalitarian values. The study emphasizes that pluriform groups, widespread in the real world, present unique challenges for cooperation.

A Bottom-up Approach to Polarization: Interactional Practices and Roles in Small Group Discussions

Jorien de Keijzer (1), Mike Huiskes (1), Namkje Koudenburg (1)

(1) University of Groningen

Previous studies on polarization have focused on top-down processes to explain the phenomenon, examining biases in (social) media, diverging values and stereotypes. This study takes a complementary, bottom-up approach, by exploring how polarization in attitudes, and relational distance emerges in discussions. The data consists of 18 videotaped discussions on different sensitive and/or controversial statements of 29 participants in small ad-hoc student groups. Each participant indicated their attitudes towards the statement (pre and post discussion) and experienced closeness to each other participant (post discussion). The visualization of these scores point to attitude clustering post discussion and these clusters coinciding with groups based on closeness. Using Conversational Analysis on the videotaped discussions, we identified six different interactional practices that were linked to increased cohesion in the group as a whole: claiming and gaining higher epistemic access than others, choral agreement, formulations, repetition, collaborative completion and a single participant acting as a spokesperson for the group. Conversely, we identified three interactional practices that lead to the formation of subgroups within the group: a participant acting as a spokesperson for a group but this is resisted by others, back-and-forth between participants spiraling them into a dispute, participants being forced to show color and negative formulation.

In addition, we identified two roles participants took through which polarization was tempered: the diplomat, presenting a more relation-focused solution, and the bridge-builder, presenting a more content-focused solution to the polarized discussion.

By combining psychological measures with a detailed study of the interactions, this study adds to our understanding of what people feel and do that leads to the formation of (sub)groups.

The Future of Us: Exploring Effects of Anticipated Future Interaction on Relational and Attitudinal Outcomes in Online Communication

Vera Weissenbacher (1), Namkje Koudenburg (1), Russell Spears (1)

(1) University of Groningen

Despite the democratic promise of digital communication environments, empirical results also point to an increase of social fragmentation and exacerbation of conflict online. This exploratory study examined whether the factor of anticipated future interaction clarifies when digital communication promotes cooperation versus division, focusing on its joint effects.

Using a 2 (medium: online vs. face-to-face) $\times$ 2 (interaction expectation: meet again vs. never again) between-subjects design, participants (N = 110) deliberated in groups of 3 or 4 on the implementation of a pass/fail grading system. We measured participants' attitudes as well as relational and cognitive outcomes. Using linear mixed modeling for the data analysis, we found that participants felt significantly more heard face-to-face than online. Further, anticipated future interaction predicted feeling more heard, perceiving less polarization and higher identification. While interaction effects were not significant, stronger patterns appear in the online condition, suggesting that the anticipation of future interaction may be a way to overcome negative perceptions. Additionally, the role of social influence of group members on individual attitude change differs online compared to face-to-face: While online anticipated future interaction elicits similar patterns to the face-to-face groups, we observe the reverse effect when participants do not anticipate future interactions. These findings are discussed in

Parallel Session 5

Friday, 14:30-15:30

2.18/2.19 Plenary Room Mekong/Madeira

P.5 Sustainable consumption

Chair: Rabia Kodapanakkal

Cluttered Closets: How Preference for Quantity Drives Unsustainable Fashion Consumption

Janneke Koster (1), Marijke C. Leliveld (1), Maarten J. Gijsenberg (1), Hans Risselada (1)

(1) Rijksuniversiteit Groningen

The fashion industry faces overconsumption challenges. Little research focuses on avoiding overconsumption, even though this is the most effective sustainable strategy according to the waste hierarchy. Therefore, we study why people overconsume and how it can be avoided. We extend fashion literature, which argues that people use fashion to express themselves, resulting in a need for variety, distinctiveness, or belonging. However, this only explains that or what consumers consume, and not how much.

Study 1 provided insights into consumers' preferences for smaller or larger basket sizes. We asked participants on Prolific (n = 269) what basket size they would choose: 1 sweater for £100 or 5 sweaters for £20 each. Additionally, we manipulated whether the sweaters were environmentally sustainably produced or not. We found that participants in all conditions predominantly chose the larger basket size (77.5%-91.8%). Participants' need for variety and distinctiveness affected their choice, and environmental concern only affected their choice when we mentioned sustainability. To understand what attribute consumers find most important, Study 2 comprised a dual response choice-based conjoint, conducted on Prolific (n = 299). Results showed that price was most important, followed by basket size. Style (trendy vs. timeless), uniqueness (standout vs. blend in), and variety (similar vs. different from what you already own) were not (as) important. Moreover, we found that a higher need for variety resulted in a higher preference for larger basket sizes. Study 3 tested interventions that could increase the preference for small basket sizes. The preliminary results suggest that providing information about the sustainability issues in fashion is an effective strategy.

Measures and predictors of clothing acquisition: A scoping review

Anna Bosshard (1), Anda Rus (1), Frenk van Harreveld (1), Cameron Brick (1)

(1) University of Amsterdam

The clothing industry transgresses planetary boundaries like climate change and freshwater pollution. Reducing demand for new clothes is critical for staying within planetary boundaries. Understanding behavior is central to this challenge: What drives frequent purchasing? When do individuals buy less and adopt alternative consumption modes like renting and secondhand? Although these questions are widely studied in the social sciences (including psychology), most research measures acquisition through self-reported intentions or past behavior using broad categories (like "often" for frequency).

As these measures can have limited overlap with actual acquisition, this scoping review synthesizes 89 studies (2013-2022) measuring acquisition behavior more directly (whether through consequential decision paradigms, experience sampling techniques, or behavioral traces like expenditure data) to (1) identify alternative outcome measures and (2) examine the studied individual and contextual predictors. Overall, we aim to inform future theorizing about clothing acquisition and support interventions for sustainable behavior change.

The impact of tipping point framing on sustainable consumption

Chiara Galiotto (1), Kai Epstude (1), Bob Fennis (1)
(1) University of Groningen

Climate change requires unprecedented societal transitions, making it crucial to identify strategies that encourage sustainable consumption. One increasingly popular communication strategy is tipping-point framing: if a critical mass of people are adopting a behavior, this can create the subjective impression that a tipping point will be soon reached and motivate consumers to change. Yet, it remains unclear how and to what extent such messages shape behavior.

To address this gap, we conducted a pretest (N = 500) and two online experiments (N = 198; N = 598) using between-subjects designs. Study 1 compared a tipping-point message against two controls and a dynamic-norms message in a product choice task. Participants exposed to the tipping-point message chose more sustainable products than those in the no-message condition, but did not differ significantly from the other two conditions. To ensure effects were not driven by wording, the pretest evaluated several messages on various variables, such as clarity, perceived norms, and urgency; the best-performing message was used in Study 2. Results showed that tipping-point framing significantly increased sustainable food choices, as well as intentions and motivation to buy sustainable products, compared to a neutral control message.

Exploratory analyses indicated that the effect of condition on sustainability scores was partly mediated by urgency perception. In contrast, environmental self-identity, while being a robust predictor of sustainable consumption, did not emerge as a significant mediator.

Together, these findings clarify the mechanisms underlying tipping-point communication and suggest it can be an effective tool for promoting sustainable consumption. Moreover, they offer insights for both theory and practice, informing policymakers and practitioners on how tipping-point framing may foster pro-environmental consumption behavior, for instance in the context of an intervention in online supermarkets.

Evaluating the effectiveness of (behavioral) measures to reduce household consumption of drinking water in the Netherlands

Rabia, Kodapanakkal (1), Marcus, van Toor (1), Thea de Haan (1)
(1) Algemene Rekenkamer

Drinking water security is becoming an urgent problem in the Netherlands driven by increased economic activity, population growth, and climate change. RIVM (2023) warned that 102 billion liters more drinking water would be needed in 2030 as compared to 2020 to meet the demands for drinking water. One of the targets that the minister of Infrastructure and Water Management has set to tackle this problem is reducing household consumption from 119 litres per person per day in 2023 to 100 litres in 2035.

In this project, we reviewed the expected effectiveness of measures that the minister plans to implement to meet this target, including potential behavioral interventions and the implementation of rainwater harvesting systems. We used consumption data from Statistics Netherlands (CBS), prognosis data for future consumption from Vewin (association of water companies), and information from pilots about rainwater systems and smart meters to conduct our analyses. We also reviewed existing literature to assess the current outlook of citizens towards this issue. We found that the urgency among citizens for reducing consumption was very low which in turn makes the success of behavioral interventions uncertain. We found that the scientific literature on this issue in general and within the Dutch context is very limited and due to the absence of strong psychological theory, it is extremely tough for policymakers to directly implement scientific knowledge.

Applications of social psychology can play a role in bridging this knowledge but is not visible in this policy domain and the burden of successful pilots and interventions is currently on policymakers. We also found that the price elasticity of drinking water is very low and increasing the price of water (unlike for energy) will not influence behavior. Rainwater harvesting includes judicial measures which although effective take longer to implement, making behavior change even more important in the meantime.

Not Just a Puppet on a String? Exposure to AI-related Conspiracy Theory Increases Anthropomorphism of AI

Qi Zhao, Xinying Jiang, Yuan Zheng, Giuliana Spadaro, Karen Douglas, Jan-Willem van Prooijen
Qi Zhao (1), Xinying Jiang (2), Yuan Zheng (2), Giuliana Spadaro (3), Karen Douglas (4), Jan-Willem van Prooijen (1,5)

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People tend to anthropomorphize Artificial Intelligence (AI), attributing human-like qualities and behaviors to it. Although quite common, it remains less clear when people are more likely to anthropomorphize AI. One potential trigger could be a heightened perception of uncertainty or threat posed by AI, such as that fueled by conspiracy theories. We propose that exposure to AI-related conspiracy theories increases anthropomorphism of AI. Four pre-registered experimental studies (total N = 2,201) examined this effect. We manipulated exposure to AI-related conspiracy theory and measured participants' anthropomorphism of AI across specific AI applications—including social media (Study 1, N = 400), predictive policing (Study 2, N = 602), and health (Study 3, N = 599)—as well as through a more general description of the AI attributes (Study 4, N = 600). Although we did not find the significant relationship in Study 1, we received support for our hypothesis in subsequent studies. A mini meta-analysis using data from Studies 1 to 4 revealed a main effect (Cohen's $d = 0.23$). When participants interacted with a real AI chatbot in Study 4, the effects of the manipulation persisted even after such interactions. Moreover, participants used more personal pronouns (e.g., "you"; "your") in their interactions with AI after having been exposed to conspiracy theories. These findings demonstrate that exposure to AI-related conspiracy theories increases anthropomorphism of AI, underscoring its far-reaching implications for society and providing a robust framework for future research.

Expected cooperation in algorithms: Evidence from the Stag-Hunt Game

(Roxy) Yuyao Zhang (1), Martijn J. Mulder (1), J. Leon Kenemans (1), Henk Aarts (1), Baptist Liefoghe (1)

(1) Utrecht University

The willingness to cooperate with a coplayer depends on the extent to which this coplayer is expected to cooperate and the updates in this expectancy based on behaviors of that coplayer. Here, we investigated differences in expectancy and updating when cooperating with algorithms and humans. Participants played a cooperation game against humans or algorithms, who were in reality all preprogrammed. In some conditions the cooperation rate of an upcoming coplayer was presented to create an expectancy about that coplayer. In Experiment 1 cooperation was initially higher with virtual humans than with algorithms. This difference diminished and even reversed over the course of the game. Cueing the cooperation rate only increased the inclination to cooperate with algorithms.

In Experiment 2, the coplayers' game behavior was more interactive, and an elaborate background story about the cooperation rates was offered. Cooperation was again initially higher for virtual humans than for algorithms. Cueing the cooperation rate had no longer an effect. In addition, we observed a quicker adjustment in cooperation with humans than algorithms when the coplayers changed their decision strategy. We conclude that humans are initially expected to cooperate more than algorithms, but this expectancy is quickly updated by their actual behaviors.

You and the Greater Good: Exploring Personal Responsibility and Social Influence in Individual Decision-Making

Mandy, Muller (1), Félice, van Nunspeet (1), Vincent, Buskens (1), Naomi, Ellemers (1)
(1) Utrecht University

To address societal challenges, individuals are sometimes required to adjust their behavior in response to prevailing needs. This can involve making choices that benefit the broader society, even when such choices do not offer direct personal gain, a situation often described as a social dilemma. In our research, we investigate how personal responsibility and social influence shape individual decision-making in these kinds of dilemmas. By understanding the roles of personal responsibility and perceived influence from others, we aim to identify ways to encourage behavior that supports collective well-being. We conducted two experimental studies using a scenario in which there is a risk that an AI system could spread scientific disinformation. Participants (students) repeatedly chose between correcting the AI system (a prosocial action benefiting society) or working on their own study project (a self-serving action). In Study 1 (n = 374), we examined the effects of personal responsibility, as well as presumed responsibility and presumed behavior. That is, participants' assumptions about how responsible others feel to mitigate negative outcomes and how they would behave. We found that presumed behavior was strongly positively correlated with participants' own behavior, while presumed responsibility was not. Additionally, personal responsibility showed a small but positive effect on prosocial behavior. In Study 2, data collection will begin in September. In this lab-based study, we aim to increase the sense of social presence and manipulate both the responsibility and behavior of others using a 3x3 design (high/low/none for both factors). At the ASPO conference, I would like to discuss the implications of our findings of study 1 and explore directions for future research, particularly how social influence and perceived norms can be leveraged to promote behavior that serves the common good.

Human-GenAI Cooperation: From Descriptions to Impressions to Cooperation

Terence Dores Cruz (1), Nils Köbis (2), Tiffany Matej Hrkalovic (3, 4) & Shaul Shalvi (1)
(1) University of Amsterdam, (2) University Duisburg-Essen, (3) Jheronimus Academy of Data Science (4) Delft University of Technology

Reputation-based cooperation has been a cornerstone of human social life from our evolutionary origins to the present day. In particular, present developments in artificial intelligence (AI) provide novel opportunities for cooperation. People increasingly interact with generative AI through a range of Large Language Model (LLM) chatbots, offering a range of AI cooperation partners. Three key elements of reputation-based cooperation extend to interactions with AI: (1) Framing: Who are people interacting with? (2) Perceptions: Which impressions do people have of AI partners? (3) Cooperation: How do people select and cooperate with AI partners?

Participants read self-descriptions of 3 out of 8 prominent LLMs (N = 600, Nobs = 1600). Participants rated the LLMs (and an average human) on person perception, mind perception, and perceptions of technological capabilities. Participants were then presented with partner selection for cooperation in an incentivized prisoner's dilemma as well as a work task, brainstorming ideas, a sensitive conversation. In each, they selected an AI partner and selected between AI or a human. Results show that (1) LLM descriptions are largely similar with some slight variation, (2) perceptions of LLMs are closely clustered and different from humans, LLMs are seen as more competent but less warm, as having less experience and agency, and as computationally better but as less autonomous; (3a) people preferably select LLMs but defect against LLMs while expecting LLMs to cooperate; and (3b) perceptions of trustworthiness and competence mattered in selection for cooperation, only trustworthiness mattered in conversations, and only competence mattered for creativity tasks. We are currently collecting data on how (1) LLMs perceive each other, themselves, and humans; and (2) how perceptions of LLMs are updated after an interaction with an LLM in a cooperation setting.

2.16 Amazon

A.5 Collective trust

Chair: Frank Gootjes

Trust under inequality: A many-labs registered report

Leon P. Hilbert (1), Dianna R. Amasino (2), Laura C. Hoenig (3), Christoph Kogler (2), Leticia Micheli (4), Ziga Puklavec (1), Angelo Romano (4), Alan G. Sanfey (5), Giuliana Spadaro (3), Mirre Stallen (4), Tycho Van Tartwijk (3), Sarah Vahed (5)

(1) University of Amsterdam, (2) Tilburg University, (3) Vrije Universiteit Amsterdam,
(4) Leiden University, (5) Radboud University

Economic inequality is rising globally: while the wealthy capture a disproportionate share of economic growth, opportunities for upward mobility decline for the poor. Beyond its material consequences, inequality undermines trust—both in fellow citizens and in institutions. Since trust is a prerequisite for cooperation and for public support of redistributive policies such as taxation, its erosion risks creating a vicious cycle: inequality reduces trust, which in turn weakens our collective capacity to reduce inequality. Yet, the mechanisms through which trust forms, persists, or deteriorates under unequal conditions remain insufficiently understood.

In this many-labs collaboration across five Dutch universities, we aim to conduct a highly powered and incentivized lab experiment (expected $N = 1,000$) in which participants play repeated trust games in unequal settings. We leverage the many-labs approach by drawing on different sub-samples across participating universities. Students from “the same” versus “another” university create naturally salient group boundaries, enabling us to investigate how inequality shapes trust toward ingroup and outgroup members. Moreover, we manipulate both the degree and the source of inequality (merit versus luck) between and within sub-samples, allowing us to address conflicting findings in the existing literature. To support this, we will disentangle the competing motivations driving trustor and trustee behavior (e.g., prosociality, expectations of reciprocity, and risk aversion) toward unequal ingroup and outgroup members.

By the time of the presentation, we expect to have finalized our Stage 1 registered report submission.

The erosion of trust in science: Lessons from Groningen

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In Groningen, Netherlands, decades of gas extraction led to induced earthquakes and over 200,000 damage claims. For decades, these risks were denied by industry. The claim that extraction would be completely safe was backed by scientific and knowledge institutions. Thus, this paper investigates how trust in science erodes as a consequence of the costly failure to acknowledge the hazards involved. Using a mixed-methods approach on data collected during the release of the Parliamentary Inquiry into Gas Extraction in Groningen ($N = 1081$), we compare the evolution of public trust in science and knowledge institutions between residents of Groningen and the rest of the Netherlands.

Quantitatively we find trust, operationalized by three components: competence, benevolence and integrity, to be lower in the extraction region. Following these results, we explore what trust in science and knowledge institutions means for the participants. Qualitatively, alongside competence, benevolence, and integrity, we find a new relational dimension of trust, shaped by the personal proximity participants have to science. We identify that perceived complicity is particularly damaging to trust. Finally, we examine participants' expectations for the future of science, and what must be preserved to restore trust. This study contributes to understanding both how scientific authority becomes fragile, and the conditions under which it may be restored - insights that resonate far beyond Groningen.

The Ape That Has to Pay Taxes: A Social Exchange Perspective on Tax Compliance

Paul Nachtwey (1), Seger Breugelmans (1), Christoph Kogler (1), Florian van Leeuwen (1)
(1) Tilburg University

Because tax revenue is crucial for modern societies, understanding tax compliance is essential. Existing theories offer only partial explanations. Economic models make precise predictions about enforcement but ignore relevant psychological factors, while psychological theories lack specific predictions about tax compliance and the conditions that foster trust. To overcome these limitations, we introduce a theory of tax compliance based on cognitive mechanisms for social exchange, including cheater-detection, revenge, and forgiveness. States collect taxes and in return provide goods and services. The theory predicts that when people attribute failures to provide goods and services to neglect (i.e., cheating, rather than unfortunate circumstances or incompetence), then they feel exploited, lose trust, and reduce compliance. Furthermore, if they believe the state is non-valuable and likely to exploit them, then this should trigger revenge or avoidance rather than forgiveness, resulting in lowered willingness to comply with tax regulations. Results from a cross-sectional survey of a representative UK sample (N = 300) are largely consistent with predictions. Confirmatory Factor Analysis revealed that respondents distinguished between active and passive neglect, circumstances, and incompetence as reasons for failures to provide goods or services. These different reasons had distinct correlations with trust in the tax authorities. Trust in the tax authorities was negatively correlated with both active and passive neglect, and incompetence, while the correlation with circumstances was positive. Additionally, voluntary tax compliance was associated with lower motivation to avoid the state and greater willingness to forgive the state. These findings provide preliminary evidence suggesting that interactions of taxpayers with the state are governed by the same psychological mechanisms that regulate social exchange between individuals.

Beyond Trust and Distrust: Linking a Two-Dimensional Scale of Political Trust to Democratic Behaviour

Frank Gootjes (1), Tom van der Meer (1)
(1) University of Amsterdam

Political Trust measures are frequently employed as a thermometer for how a country is doing. However, based on the current literature, it is unclear how to “read” this thermometer: high political trust can both be regarded as good for democracy but also as an indicator of uncritical credulity, and low trust can be interpreted as an indicator of democratic erosion but also of a critically engaged citizenry beneficial for democracy.

This makes trends in political trust notoriously difficult to interpret. To ameliorate interpretation, this study aims to distinguish detrimental from beneficial forms of trust by employing novel measures to distinguish dispositional trust (non-responsive trust regardless of performance of politicians) from evaluative trust (responsive trust conditional on performance) and relating these to (anti-)democratic behaviors. Based on a longitudinal survey (2 waves) consisting of 22,632 participants from 8 European countries (known to vary in trust, e.g. Hungary, Poland, The Netherlands), the novel measures were validated and results revealed that, in response to a new hypothetical policy both evaluative trust and distrust predicted democratic reactions such as protesting, contacting politicians, and voting, while dispositional distrust (e.g. cynicism) was mainly related to anti-democratic reactions. Subsequent analyses showed country-based variation and that perceptions of societal decline (societal discontent) acts as an amplifying moderator to these reactions, but only for dispositional forms and not evaluative forms of trust. This indicates underlying motivations for dispositional trusters and distrusters. Going beyond traditional one-dimensional measures, this study suggests to measure evaluative trust and distrust as an indicator of an active critical citizenry supporting democracy. Future experimental studies are discussed to further test the hypothesized psychological underlying evaluative and dispositional trust.

2.12 Tigris

T.5 Health and well-being

Chair: Karen Schelleman-Offermans

STI Risk Perception of MSM and university students in the Netherlands

Beatrice Helena Gänzler (1), Mertcan Mutlu (1), Lucía Canora Flores (1), Britte Carabain (1), Yasin Koc (1)

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Sexually transmitted infections (STIs) are on the rise across Europe, with the Netherlands experiencing a marked increase. The present research explores how STI risk perception is understood and experienced among two high-risk groups in the Netherlands: men who have sex with men (MSM) and heterosexual university students. Sixteen semi-structured interviews (8 MSM, 8 students) were conducted and analyzed by reflexive thematic analysis. Four central themes were identified: risk behaviors, risk awareness, perceived severity, and affective responses. Both samples reported behaviors that elevate STI risk, including casual sex, inconsistent condom use, and infrequent testing.

However, their perceptions of risk diverged notably. MSM participants demonstrated higher perceived susceptibility and more emotionally charged responses. In contrast, heterosexual students often underestimated their risk and minimized STI severity, shaped by cognitive dissonance, limited knowledge, and peer norms. These findings show that STI risk perception extends beyond factual awareness, shaped instead by emotional, cognitive, and social dynamics. Public health interventions must therefore be tailored to these group-specific influences to promote accurate risk appraisal and improve sexual health outcomes.

Keywords: risk perception, men who have sex with men, university students, casual sex, sexually transmitted infections, HIV, early detection.

Today is Going to be a Good Day: New Mothers' Daily Affective Forecast and Well-being

Chau, Tran (1), Katya, Ivanova (1), Anne K., Reitz (2), Olga, Stavrova (3)

(1) Tilburg University, (2) Greifswald University, (3) Mannheim University

Do new mothers' expectations about the day ahead matter for their well-being, and if so, what kind of forecasting is most beneficial? The current literature on parents' expectations offers no clear answer. To clarify these mixed conclusions, we examined affective forecasts in daily life, where within-person fluctuations capture processes often missed by global averages and contribute to the scarce literature on real-time forecasting. Using three waves of experience sampling (7 days each wave during pregnancy, 2–3 months postpartum, and 6 months postpartum), new mothers reported morning forecasts and evening experiences of the day, as well as their psychological well-being. Multilevel models revealed that, on average, new mothers' forecasts were positive and accurate, yet daily deviations mattered. Days with more positive forecasts and underestimation were linked to higher same-day well-being. When valence and residual forecast error were modeled together, forecast error was the more consistent and stronger predictor.

We also tested the often-neglected nonlinear effects of forecast error. Three significant quadratic patterns were identified with notable asymmetric (apex points between -3.3 and -1.6), suggesting that expecting a moderately worse day than experienced was optimal for mothers' well-being. This aligns with the defensive mechanism literature, where cautious expectations buffer against disappointment and support adaptation. These findings highlight the potential of interventions that help new mothers calibrate daily expectations during the motherhood transition. Future research could explore how targeted strategies to manage forecasting error might enhance well-being, support adaptation to parenthood, and reduce daily stress.

Social media addiction and internet gaming disorder in adolescents: Testing the spectrum hypothesis using a network approach

Federica Ruzzante (1), Nino Gugushvili (2), Philippe Verduyn (2)

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The internet plays a central role in today's society. Despite the many benefits offered by the internet, there are public concerns about excessive internet usage resulting in social media addiction and internet gaming disorder. The aim of the present study is to get a better understanding of the comorbidity of these disorders and their relationship with mental health using a network approach. Italian adolescents ($N = 2,646$) completed a cross-sectional questionnaire on social media addiction symptoms, internet gaming disorder symptoms, and mental health.

Network analysis revealed that social media addiction and internet gaming disorder are two separable but related addictions (confirming the spectrum hypothesis). Mood modifications symptoms acted as bridging symptoms, constituting a key mechanism accounting for the comorbidity between both internet addictions. Finally, internet addiction symptoms exhibited stronger connectivity in adolescents suffering from mental health problems (confirming the connectivity hypothesis). These results highlight the potential of interventions targeting affective processes to fight internet addictions.

Why do the adoption and magnitude of the declining trend in adolescent drunkenness between 2002 and 2022 differ across countries? A test of the Theory of Diffusion of Innovation

Karen Schelleman-Offermans (1), Emmanuel Kuntsche (2), Margreet de Looze (3), Gonneke Stevens (3), Alessio Vieno (4), Hans Bosma (1)

(1) Maastricht University, (2) La Trobe University, (3) Utrecht University, (4) University of Padova

Introduction: Based on the Theory of Diffusion of Innovation, we investigated whether countries with higher (vs. lower) innovation capacity showed an earlier tipping point (the shift from high or increasing drunkenness levels to decreasing ones) and steeper declines in adolescent drunkenness trends between 2002 and 2022. **Methods:** Trends in adolescent lifetime drunkenness were examined across 46 countries using six repeated cross-sectional HBSC waves comprising reports from 319,843 15-year-olds. Data were complemented by country-level innovation capacity, per capita GDP, and GINI coefficients. Multilevel growth models tested cross-level interactions between innovation capacity and linear and quadratic time trends in adolescent drunkenness frequency.

Results: Significant small-to-moderate cross-level interactions were found. Countries with high innovation capacity showed an immediate linear decline ($B = -.256$), which flattened over time ($B = .024$). In contrast, countries with low innovation capacity displayed an inverted U-shape trend in the early 2000s, and a later shift from increasing to decreasing drunkenness ($B = -.007$). Additionally, a steeper linear decline was observed for countries with higher (vs. lower) innovation capacity from their respective tipping point onward ($B = -.136$). Discussion: Stronger innovation capacity may enable adoption and diffusion of healthier drinking behaviors through quicker translation of health evidence into effective policy, parenting, and more restrictive adolescent drinking norms. Higher initial levels of drunkenness in countries with high innovation capacity may have created greater urgency for action, while stronger societal emphasis on achievement may have further reinforced the declining trend.

ASPO Dissertation award ceremony and closing

Friday, 15:30-16:30

2.18/2.19 Plenary Room Mekong/Madeira

**(Including presentation by the
Winner of the 2025 dissertation award)**