Social cognition, affect and motivation

1. Full title
Social cognition, affect and motivation

2. Research group
Social Psychology
Director: Joop van der Pligt

3. Members
Senior staff
Juliane Degner, Bertjan Doosje, Agneta Fischer, Jens Förster, Frenk van Harreveld, Kai Jonas, Nils Jostmann, Gerben van Kleef, Joop van der Pligt, Mark Rotteveel, Michael Vliek, Anneke Vrugt, Daphne Wiersema

Postdoctoral fellows
Markus Denzler, Sven Zebel

PhD’s
Daniel Alink, Lottie Bullens, Laura Dannenberg, Koen Dijkstra, Evert-Jan van Doorn, Marleen Gillebaart, Skyler Hawk, Janina Marguc, Suzanne Oosterwijk, Bastiaan Rutjens, Job van der Schalk, Iris Schneider, Elise Seip

4. Membership Research Schools and other Research Institutes
Nearly all staff are full members of the Kurt Lewin Institute (KLI), the inter-university research school for social psychology and its applications.

5. Research topics
The overall objective of this program is to conduct empirical (and typically experimental) research that advances theoretical knowledge about the antecedents and consequences of human social behavior. This knowledge is expected to also provide a basis for understanding behavior in applied domains, and these twin goals are seen as complementary. The program focuses on affective and motivational factors in both intra- and interindividual processes, as well as in intergroup processes. Moreover most of the research emphasizes the interplay between these factors and cognitive processes. Most of our research employs methods and paradigms derived from experimental research on (social) cognition.
A first line of research focuses on the interplay between affective and more cognitive factors in attitudes and decision making. Our research on decision-making investigates the role of value in judgment and decision making, as well as the impact of (anticipated) emotions in relation to more utilitarian considerations. This research also includes basic processes in approach-avoidance. The latter are also studied in the context of goal attainment.

A second line of research focuses chiefly on social and cultural aspects of emotion, the general objective being to show that the emotion process is influenced in important ways by the social and cultural context in which affect is experienced and expressed. Another line concerns the social antecedents and implications of more collective emotions such as guilt, and ‘Schadenfreude’. The program also addresses the role of emotions in interpersonal processes such as negotiating and persuasion.

A third line concerns the interplay between cognition and motivational processes. This research addresses the impact of motivation on cognitive processes such as the activation and accessibility of goal related constructs and behavior, perception and memory. This research also addresses self regulation issues such as the causes and consequences of goal setting, content of goals and needs (e.g., growth versus security) and goal pursuit, and the causes and consequences of success and failure in self-regulation and self-control.

6. Program development

In 2009 we further developed our research program and focused on possible ways in which the newly arrived staff could collaborate and add to the three themes described in the previous section. The group intensified collaboration with a number of research groups in Europe and the US and continued its successful PhD program. This year Michael Vliek and Daphne Wiersema obtained their PhD degree. Both extended their contract to work on their line of research as a postdoctoral fellow.

We expanded our research lab and invested in new eyetracking equipment. In the coming period we will assess ways to integrate this equipment in our psychophysiological lab.

We extended our research on risk perception and risk acceptance and Daniel Alink joined our program to work on a PhD on the role of trust in perceived risk and risk acceptability. Gerben van Kleef obtained a VIDI grant from the Dutch Science Foundation (NWO); this grant enables him to further develop his research on the role of emotions in human interaction and persuasion. Helma van den Berg left us and joined TNO’s program on Public safety as a researcher.
The scope of our applied work expanded and now focuses on stereotyping and discrimination, creativity, intergroup tolerance, compliance, and radicalization and terrorism.

7. Composition of research input of academic staff in 2009

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<th>wp3</th>
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<td>Associate professors (UHD)</td>
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<td>Assistant professors (UD)</td>
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<tr>
<td>Other tenured research staff</td>
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<td><strong>Total tenured research staff</strong></td>
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<tr>
<td>Non tenured research staff</td>
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<td>Ph.D. students (AIO)</td>
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<td>Research assistants</td>
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<td><strong>Total non tenured research staff</strong></td>
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RESEARCH OUTPUT

1. Academic publications
   1.a. Refereed articles


1.b. Non-refereed articles

- 1.c. Books

- 1.d. Book Chapters


1.e. Conference Papers
2. Ph.D. Thesis
   2.a. Internally prepared
   Promotor: R. Spears; co-promotor: C. W. Leach.
   Promotor: J. van der Pligt; co-promotor: F. van Harreveld.

2.b. Externally prepared

2.c. Doctorates at other faculties/universities, co-supervised by program members

3. Professional Publications

4. Publications aimed at the general public
Fürster, J. (2009). The inescapable here and now. A social psychological perspective on Pere Faura's dance performance "Dou you have a cigarette?" [Review of Dou you have a cigarette? And other ways of approaching]. Volume, 10.

5. Other results

5.a Book editors


5.b Journal editorships

Doosje, B.
Group Processes and Intergroup Relations (Associate Editor)

Fischer, A.H.
Cognition and Emotion (Associate Editor)

Fürster, J.A.
Social Cognition (Associate Editor)

Pligt, J. van der
Health Psychology Review (Editor)

5.c Inaugural lectures

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5.d Prizes

Fürster, J. (2009). Thomas M. Ostrom in Residence Award, Ohio State University.

5.e Organisation of conferences and symposia


5.f Research grants


Harreveld, F van., & Pligt, J. van der (2009). Achmea grant for ‘What we do when the ice is thin: An investigation into the psychology of risk management.’


5.g Keynote speeches at conferences

5.h Collaborations


Doosje, B. (2005 - present). Collaboration with A. Zick, B. Kuepper; University of Bielefeld, Germany and others in a European project (“Group Focused Emnity”). *Prejudice and discrimination.*


Doosje, B. (2008 - present). Collaboration with A. Maitner (American University of Sharjah, United Arab Emirates) on *retaliation in inter-group conflicts.*

Doosje, B. (2008 - present). Collaboration with T. Pysczcynski; University of Colorado, USA, A. Abdollahi; University of Limerick, UK, H. Coskun; University in Turkey, and A. Zimmermann; University of Amsterdam. *Terror Management Theory and international violence.*

Doosje, B. (2009 - present). Collaboration based on a grant from E.U., with a number of universities (e.g. Coimbra) and other organizations (e.g., T.N.O.) in Europe. *De-radicalization.*


Fischer, A. H. (1999 - present). Collaboration with Tony Manstead; Cardiff University, UK. *Social appraisal and emotion processes.*


Fischer, A. H. Collaboration with Alice Eagly; North Western University, USA. *Gender and leadership and emotion perception in men and women.*

Fischer, A. H. Collaboration with Eva Krumhuber; Universite de Geneve, Swiss Center for Affective Sciences, Switzerland. *Mimicry and smiling.*
Förster, J. A. (1996 - present). Collaboration with Nira Liberman; University of Tel Aviv, Israel. *Accessibility and construal level*.  
Jonas, K. J. (2002 - present). Collaboration with Veronika Brandstätter; University of Zurich, Switzerland. *Zivilcourage training development, implementation and evaluation*.  
Jonas, K. J. (2008 - present). Collaboration with Joseph Cesario; Michigan State University, USA. *Automatic behavior*.  
Jonas, K. J. (2009 - present). Collaboration with Daniel Richardson; University College London, UK. *Gaze tracking analysis*.  

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Kleef, G. A. van (2000 - present). Collaboration with Tony Manstead; Cardiff University, UK. Emotion in social decision making.


Kleef, G. A. van (2005 - present). Collaboration with Marwan Sinaceur and Hajo Adam; INSEAD, and Adam Galinsky; Northwestern University, USA. The role of emotions in negotiations.


Pligt, J. van der (2006 - present). Collaboration with Alex Rothman; University of Minnesota, USA. Health warning messages, perceived risk and health behavior.

