Social cognition, affect and motivation

1. Full title
Social cognition, affect and motivation

2. Research group
Social Psychology

Program 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, Wim Koomen, Joop van der Pligt, Mark Rotteveel, Michael Vliek

Postdoctoral fellows
Markus Denzler, Lukas Koning, Marte Otten

PhD’s
Daniel Alink, Lottie Bullens, Laura Dannenberg, Koen Dijkstra, Evert-Jan van Doorn, Marleen Gillebaart, Marc Heerdink, Liesbeth Mann, Janina Marguc, Hannah Nohlen, Bastiaan Rutjens, 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 emotions, and addresses the role of emotions in intrapersonal, interpersonal, intragroup, and intergroup settings. Research in this line focuses primarily on discrete emotions (e.g., anger, happiness, fear, disappointment, guilt), although more diffuse affective states are also studied in some projects.

A second line concerns motivational processes. Examples are self-regulation issues such as goal setting, the content of goals and needs, resisting temptations, and goal pursuit. This line also addresses the activation and accessibility of goal-related constructs and their impact on perception, memory, and behavior.

A third line focuses on social cognition, with special emphasis on the role of affect. It deals with social perception, attitudinal judgment, and decision-making. This line also includes research on the impact of processing style on judgment and decision-making. Research on approach-avoidance processes links the second and third line of research.

6. Program development

Research is coordinated in small, informal lab groups covering the themes described above. These groups meet on a frequent basis to discuss research in more detail. Group boundaries are flexible; some individual researchers attend meetings of more than one group. The three lines of research do not constitute independent, isolated research programs. Every two weeks informal, plenary presentations of ongoing research are scheduled in our brown bag lunches.

The group intensified collaboration with a number of research groups in Europe and the US. This year Luuk Albers, Skyler Hawk and Job van der Schalk obtained their PhD degree.

We expanded our research lab, and, in the coming period we will assess ways to integrate our eyetracking equipment in our psychophysiological lab. The scope of our applied work further 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 2010**

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1. Academic publications

1.a. Refereed articles


1.b. Non-refereed articles

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1.c. Books

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1.d. Book Chapters


1.e. Conference Papers
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1.f. Reports
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2. Ph.D. Thesis
2.a. Internally prepared


2.b. Externally prepared

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

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3. Professional Publications


Jonas, K. J. (2010). Zivilcourage in der Schule. In Frühprävention an Grundschulen (pp. 130). Rheine: MEDETO.


4. Publications aimed at the general public


5. Other results

5.a Book editors

5.b Journal editorships
Doosje, E. J.
*Group Processes and Intergroup Relations (Associate Editor)*

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

Förster, J. A.
*Social Cognition (Associate Editor)*

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

5.c Inaugural lectures
Förster, J.A. *De psychologie van de nieuwheid*.

5.d Prizes
Fischer, A.H. Christiaan Hamaker Onderwijsprijs Psychologie

Förster, J.A. Mid career award: Charlotte und Karl Bühler Award from the German Society.


Jonas, K. J. Grassroots Award voor ICT gebruik in onderwijs.


5.e Organisation of conferences and symposia

5.f Research grants
Jonas, K. J. (2010). Grant from the European Association of Social Psychology for the project “The Application of Self Regulation to Social Psychological Phenomena”
Jonas, K. J. (2010-2013). NWO Grant from the Fast Track Scheme “Conflict and Security” for the project “Humiliation in Conflictual Intergroup Contexts”.


5.g **Keynote speeches at conferences**

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5.h **Collaborations**

Degner, J. (2003 - present). Collaboration with Dirk Wentura, Andrea Paulus, & Michaela Rohr (Saarland University, Germany) on *automatic prejudice measurement and unconscious emotion processing in faces*.

Degner, J. (2006 - present). Collaboration with Burkhardt Gniewosz (University of Würzburg, Germany) on *prejudice socialization*.

Degner, J. (2006 - present). Collaboration with Yarrow Dunham (University of California-Merced, USA) on *prejudice development*.

Degner, J. (2008 - present). Collaboration with Matthias Blümke (University Heidelberg, Germany) on *implicit attitude measurement*.

Degner, J. (2009 - present). Collaboration with Girishwar Misra (University of Delhi, India) on *cultural aspects of intergroup attitudes*.

Denzler, M. (2008 - present). Collaboration with Mario Gollwitzer (University of Marburg, Germany) on *determinants of satisfactory revenge*.


Denzler, M. (2009 - present). Collaboration with Roland Neumann (University of Trier) and Stefan Belles (TU Dortmund, Germany) on *the activation of the self as a regulatory resource*.

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

Doosje, B. (2007 - present). Collaboration with A. Kruglanksi and E. Orehek (University of Maryland, USA) on *the need for closure and reactions to terrorism*.


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) on ‘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, on de-radicalization.


Fischer, A. H. (1999 - present). Tony Manstead (Cardiff University, UK) on social appraisal and emotion processes.


Fischer, A. H. (2005 - present). Alice Eagly (North Western University, USA) on gender and leadership and on emotion perception in men and women.

Fischer, A. H. (2010 - present). Eva Krumhuber (Universite de Geneve, Swiss Center for Affective Sciences, Switzerland) on mimicry and smiling.

Fischer, A. H. (2010 - present). Paula Niedenthal (Universite Pascal Blaise, Clermond Ferrand, France) on mimicry and smiling.


Förster, J. A. (1996 - present). Collaboration with Nira Liberman (University of Tel Aviv, Israel) on accessibility and construal level.


Jonas, K. J. (2000 - present). Collaboration with Pascal Huguet (Université Marseille, CNRS, France) on time orientation.

Jonas, K. J. (2002 - present). Collaboration with Veronika Brandstätter (University of Zurich, Switzerland) on Zivilcourage training development, implementation and evaluation.

Jonas, K. J. (2008 - present). Collaboration with Joseph Cesario (Michigan State University, USA) on automatic behavior.


Jonas, K. J. (2009 - present). Collaboration with Daniel Richardson (University College London, UK) on gaze tracking analysis.

Jostmann, N.B. (2008 - present). Collaboration with Pamela Smith (University of California at San Diego, USA), on social power.


Jostmann, N.B. (2008 - present). Collaboration with A. Galinsky (Kellogg School of Management, USA), on social power.


Kleef, G. A. van (2000 - present). Collaboration with Tony Manstead (Cardiff University, UK) on emotion in social decision making.
Kleef, G. A. van (2003 - present). Collaboration with Davide Pietroni (University of Chieti-Pescara, Italy) on *emotions in negotiation*.


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

Kleef, G. A. van (2005 - present). Collaboration with Stéphane Côté; (University of Toronto, Canada) on *emotion regulation in social interaction*.

Kleef, G. A. van (2006 - present). Collaboration with Lu Wang (University of New South Wales) and Gregory Northcraft (University of Illinois, USA) on *emotions in negotiation*.

Kleef, G. A. van (2007 - present). Collaboration with Dacher Keltner (UC Berkeley), Christopher Oveis (Harvard University, USA), and Ilmo van der Löwe (University of Oxford, UK) on *the effects of power and social sensitivity and behavior*.

Marguc, J. (2006 - present). Collaboration with Abigail Scholer (Gettysburg College/USA) on *regulatory engagement and value*.


Pligt, J. van der (2004 - present). Collaboration with Mariëtte Berndsen (Flinders University, Adelaide, Australia) on *food-related behaviors*.

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

Pligt, J. van der (2006 - present). Collaboration with Marco Yzer (University of Minnesota, USA) on *communication of health risks*.

Rotteveel, M. (2009 - present). Collaboration with Piotr Winkielman (University of San Diego, USA) on *the embodiment of emotion*.

Rutjens, B. (2009 - present). Collaboration with Tom Pyszczynski (University of Colorado, USA) on *Terror Management Theory*. 