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
   Helma van den Berg, Juliane Degner, Bertjan Doosje, Agneta Fischer, Jens Förster, Matt Gailliot, Frenk van Harreveld, Kai Jonas, Nils Jostmann, Gerben van Kleef, Roel Meertens, Joop van der Pligt, Mark Rotteveel, Russell Spears, Michael Vliek, Anneke Vrugt, Daphne Wiersema
   Postdoctoral fellows
   Markus Denzler, Dianne van Hemert, Sven Zebel
   PhD’s
   Lottie Bullens, Laura Dannenberg, Koen Dijkstra, Evert-Jan van Doorn, Marleen Gillebaart, Skyler Hawk, Janina Marguc, Suzanne Oosterwijk, Sjoerd Pennekamp, 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 interindvidudal 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.

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 2007 Jens Förster accepted our offer and now holds a chair in Social Psychology at our Department. This was the start of building a new group to work on the three themes described in the previous section. This process continued in 2008. Several new staff members were appointed. Kai Jonas joined us from the Universität Jena. He will continue his research on social cognition, stereotyping and pro-social behavior. Nils Jostmann joined us from the Free University in Amsterdam. His background is in the study of motivational processes, and his research also includes a number of themes in the general area of social cognition. Juliane Degner from the University of Saarland also joined our group. Her research focuses on social cognition and stereotyping. Finally, in 2008 six new PhD’s joined the program, Lottie Bullens started a project on ‘Decision difficulty’, supervised by Jens Förster and Frenk van Harreveld, Koen Dijkstra started a project on ‘Intuitive decision making’ supervised by Joop van der Pligt and Gerben van Kleef, Evert-Jan van Doorn started a project on ‘Emotion and social influence’, supervised by Gerben van Kleef and Joop van der Pligt, Marleen Gillebaart started a project on ‘Consequences of Novelty’, supervised by Jens Förster and Mark Rotteveel, Iris Schneider started a project on ‘Attitudinal ambivalence’, supervised by Frenk van Harreveld and Joop van der Pligt, and finally Elise Seip started a project on ‘Altruistic (costly) punishment’, supervised by Mark Rotteveel and Joop van
der Pligt. The latter project is in collaboration with Wilco van Dijk from the Free University at Amsterdam.

In 2008 Sjoerd Pennekamp obtained his PhD and joined the Dutch Public Broadcasting Company (NPO) as a researcher/consultant.

Finally, Frenk van Harreveld and Joop van der Pligt obtained a grant from one of the large insurance companies in the Netherlands in order to study issues of risk perception and risk acceptability. Juliane Degner obtained a grant from the Deutsche Forschungsgemeinschaft (with Dirk Wentura) on automatic prejudice.

7. Composition of research input of academic staff in 2008

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<td>Assistant professors (UD)</td>
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RESEARCH OUTPUT

1. Academic publications
   1.a.1 In refereed journals issued in English


Openness to experience, salience of intra-group differences, and performance of diverse work groups. *Academy of Management Journal, 51*, 1204-1222.


### 1.a.2 In refereed journals issued in other languages


### 1.b In other journals

### 1.c Book chapters


1.d Edited books


2. Monographs

3. Ph.D. Theses
3.a Internally prepared

3.b Externally prepared

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

4. Professional publications


5. **Popular publications**


**OTHER PROOFS OF PRODUCTIVITY**

6. **Editorships**

   Fischer, A. H.
   *Social Cognition (Associate Editor)*

   Förster, J.A.
   *Cognition and Emotion (Associate Editor)*
Pligt, J. van der

*Health Psychology Review (Editor)*

### 7. Organisation of conferences and symposia


### 8. Research grants

Degner, J., & Wentura, D. (01.05.2007 – 31.04. 2008). Start-up funding program of the Saarland University, Saarbruecken (Germany) Research grant for “Dissociation of Semantic and Affective Processes in Bilinguals”.

Harreveld, F. van, & Pligt, J. van der (01.10.2008-31.12.2012). Grant by Achmea for research on risk perception entitled: “*What we do when the ice is thin*”.

Wentura, D., & Degner, J. (01.06.2009-31.10.2010). DFG grant (Deutsche Forschungsgemeinschaft - German Research Association) for "*Assessing Automatic Prejudice with the Masked Affective Priming*; part of the Research Group "Discrimination and Tolerance in Intergroup Relations".

### 9. Keynote speeches at conferences


Pligt, J. van der (2008, November). *Emoties en Risico’s*. Key-note address at the annual conference of IT accountancy, organized by the ‘Voortgezette Educatie Registeraccountants’ (VERA) and ‘Koninklijke Nederlands Instituut van Registeraccountants’ (NIVRA). Ermelo, the Netherlands.

### 10. Collaborations


Doosje, B., & Zebel, S. (2006 - present). Collaboration with Zimmermann, A.; School of Psychology, Cardiff University, Wales, and Viki, G. T.; Department of Psychology, University of Kent, United Kingdom. *The role of dehumanization in perpetrator-victim intergroup relations*.

University of Coimbra, Portugal. *How intergroup meta-perceptions shape self-critical emotions in the context of colonial injustice.*


