

ESERCITAZIONI per frequentanti

Individuare un effetto o 1-2 esperimenti tra quelli riportati negli articoli, analizzarli e progettare un esperimento che estenda le conclusioni o proponga spiegazioni alternative.

- Struttura del progetto:
 - obiettivi
 - ipotesi
 - metodo
 - disegno sperimentale
 - partecipanti
 - materiale e procedura
 - risultati attesi

1

Loman, et al. (2018)

"Self-Persuasion in Media Messages: Reducing Alcohol Consumption Among Students With Open-Ended Questions".
Journal of Experimental Psychology: Applied, 24, 81-91.

Self-persuasion (self-generation of arguments) is often a more effective influence technique than direct persuasion (providing arguments). ... In two experiments, it was examined whether self-persuasion can be successfully applied to antialcohol media communications by framing the message as an open-ended question. ... Together, the results demonstrated the potential of self-persuasion in persuasive media messages for interventions aimed at alcohol consumption reduction specifically and for health communication in general.

2

Fisher & Keil (2014)

"The Illusion of Argument Justification".
Journal of Experimental Psychology: General, 143, 425-433.

Argumentation is an important way to reach a new understanding. Strongly caring about an issue, which is often evident when dealing with controversial issues, has been shown to lead to biases in argumentation.

We suggest that people are not well calibrated in assessing their ability to justify a position through argumentation, an effect we call the illusion of argument justification.

Furthermore, we find that caring about the issue further clouds this introspection.

3

Yang et al. (2012)

"Polarized Attitudes Toward the Ground Zero Mosque are Reduced by High-Level Construal".
Social Psychology and Personality Science, 4, 244-250.

On the basis of construal level theory (Trope & Liberman, 2010), we hypothesized that political polarization on controversial issues may be reduced by increasing abstract mental construal. Using the issue of the "Ground Zero Mosque" and political polarization on it as an example, we first established that liberals and conservatives hold opposing attitudes toward building a mosque near Ground Zero (Study 1). Polarized attitudes were significantly reduced by increasing the abstract (vs. concrete) level of construal, by having participants answer a series of why (vs. how) questions before considering the issue (Study 2) or ... We conclude that abstract mental construal may potentially provide a means for dialogue and compromise on divisive political issues.

4

Rich et al. (2017)

"Belief in Corrective Feedback for Common Misconceptions: Implications for Knowledge Revision".

Journal of Experimental Psychology: Learning, Memory, and Cognition, 43, 492-501.

When correcting a common misconception, it seems likely that for corrective feedback to be effective, it needs to be believed. In 2 experiments, we assessed how participants' belief in the validity of corrective feedback regarding individual misconceptions influenced knowledge revision. After responding about the validity of a set of misconceptions, participants received either a refutation alone (feedback that they were correct or incorrect) or a refutation accompanied by a supporting explanation, and then rated their belief in the corrective feedback. One week later, participants once again responded about the validity of the misconceptions. Across both experiments, participants corrected their misconceptions more often when they believed the corrective feedback.

5

Savitsky et al. (2011)

"The closeness-communication bias: Increased egocentrism among friends versus strangers".

Journal of Experimental Social Psychology, 47, 269-273.

People commonly believe that they communicate better with close friends than with strangers. We propose, however, that closeness can lead people to overestimate how well they communicate, a phenomenon we term the closeness-communication bias. In one experiment, participants who followed direction of a friend were more likely to make egocentric errors—look at and reach for an object only they could see—than were those who followed direction of a stranger. In two additional experiments, participants who attempted to convey particular meanings with ambiguous phrases overestimated their success more when communicating with a friend or spouse than with strangers. We argue that people engage in active monitoring of strangers' divergent perspectives because they know they must, but that they "let down their guard" and rely more on their own perspective when they communicate with a friend.

6

Lee et al. (2014)

"The serial reproduction of conflict: Third parties escalate conflict through communication biases".

Journal of Experimental Social Psychology, 54, 68-72.

We apply a communication perspective to study *third party conflict contagion*, a phenomenon in which partisan spectators to others' disputes not only become involved in, but escalate, the dispute to a multitude of others. Using the serial reproduction method, we demonstrate the role of third parties' communication biases in conflict escalation, revealing that successive generations of partisan observers share and reproduce conflict narratives that become increasingly biased in their moral framing, attributions for the conflict, evaluations of the disputing parties, and quest for revenge. Despite equal fault between the disputing parties at the beginning, these communication biases increased, rather than subsided, with each iteration throughout communication chains, cumulating in distortions and group biases far above and beyond initial ingroup favoritism. Implications for strategies to debias conflict information transmission are discussed.

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