

You can't handle the truth!

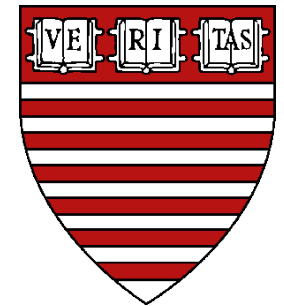
Errors in Affective
Perspective-Taking During
Disagreement



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Research Questions

1. What are the (specific) affective consequences of disagreement? (see also Dorison, Minson, & Rogers, 2019)
2. Can we accurately predict our counterpart's affective state during disagreement?

Hypothesis 1: Cognitive dissonance theory

- “The open expression of disagreement in a group leads to the existence of cognitive dissonance in its members” (Festinger, 1957, pg. 261-262)
- Anxiety-related states (Festinger, 1957; Greenwald & Ronis, 1978; Matz & Wood, 2005; Elliot & Devine, 1994; Russell & Jones, 1980; Harmon-Jones, 2000; Zanna & Cooper, 1974)

Hypothesis 2: Naïve realism

- Belief in the unmediated veracity of own views and opinions
- Anger-related states (but over-estimate anxiety for others) (Ross & Ward, 1995, 1996; Pronin, Gilovich, & Ross, 2004)

Competing Hypotheses

- Cognitive dissonance: anxiety-related states
- Naïve realism: anger-related states (but over-estimate anxiety for others)

Overview

- Studies 1-3: Document anger for self and anxiety misprediction (N = 1200)
- Studies 4-5: Rule out alternative explanations (N = 800)
- Study 6: Mediating role of naïve realism (N = 400)
- Study 7: Consequences for conflict (N = 400)

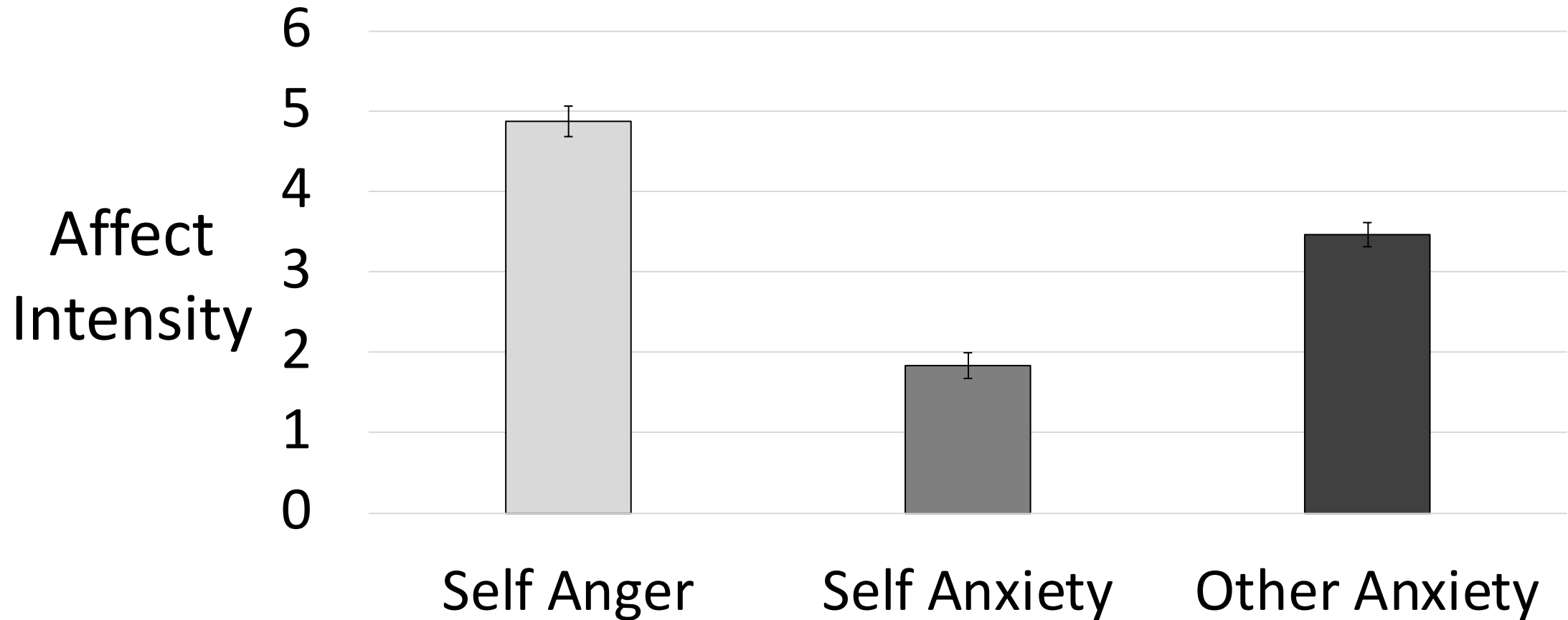
* All studies pre-registered. Data, code, pre-registrations, and materials available on the Open Science Framework.

Study 1: Exposure to Political Arguments

- Random assignment to **self** vs. **disagreeing other** condition in a between-subjects design
- Answer about own versus other's level of anxiety and anger-related reactions on 9-pt scale



Study 1: Exposure to Political Arguments



Same pattern holds for...

- Past arguments with close others (Study 2: N = 400)
- Future arguments with other mturkers (Studies 3-4, 6: N = 1200)
- Financial incentives for truth-telling (Study 5: N = 400)
- Real-time arguments (Study 7: N = 400)

* All t 's > 8.00, all Cohen's D > 0.80

Research Questions

1. What are the (specific) affective consequences of disagreement? (see also Dorison, Minson, & Rogers, 2019)

→ Anger more than anxiety.

2. Can we accurately predict our counterpart's affective state during disagreement?

→ Yes for anger, no for anxiety.

Thank you!

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