Does Expressing a Different View Cause Negative Consequences as We Think?

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Introduction

Research Question

- **Exposure to diverse views is beneficial.**
    - ✓ Promote reflection on one's own viewpoint, perspective taking, and creativity and promote a tolerant climate (Nagda, 2006; Shin et al., 2012).
- **However, people tend to avoid expressing a different opinion.**
    - ✓ How likely will you raise an opposite view to a friend whose opinion you did not agree with? (1 = definitely likely, 7 = definitely unlikely) (N = 50)
    - ✓ The results showed a score (M = 4.40, SD = 1.29) significantly higher than the midpoint of the scale (i.e., 4), $t(49) = 2.19$, $p = .034$, Cohen's d = 0.31, 95% CI = [0.02, 0.59].
- **Why do people tend to avoid expressing a different opinion?**

Theoretical Background and Hypotheses

- Accessibility + harm avoidance concern → Different sensitivity to benefits and harm → Misprediction made by opinion responders who raise a different view to proposers.

Psychological mechanism	Role	Benefit experienced by opinion proposer	Harm experienced by opinion proposer
1. Accessibility	Opinion proposer	High	High
	Opinion responder	Low	Low
2. Concern about harm avoidance	Opinion proposer	Low	Low
	Opinion responder	Low	High
3. Overall sensitivity (1 + 2)	Opinion proposer	High	High
	Opinion responder	Low	High

- **Opinion responders(who respond to opinion proposers) overestimate opinion proposers' negative reactions when responders express different views.**

## Study 1: A real setting

Method
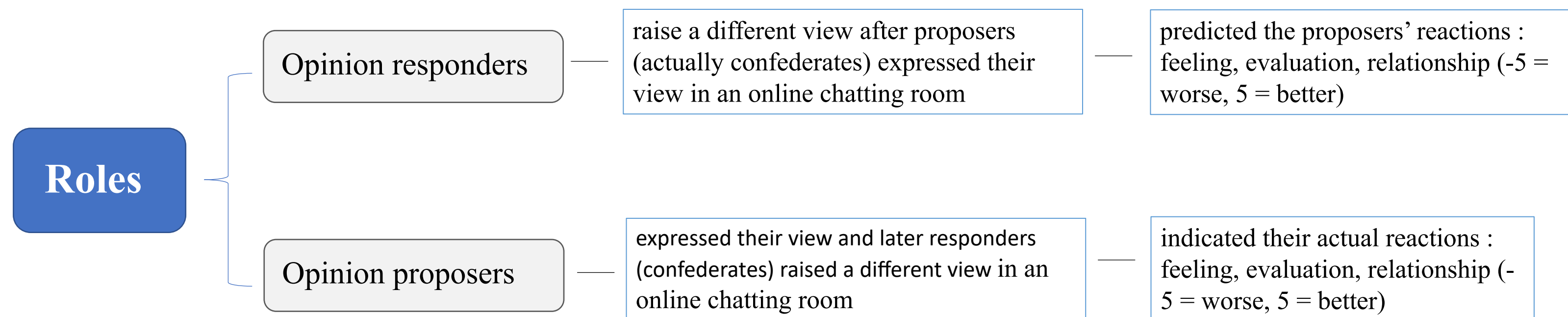
Results

- *Feeling.* The opinion responders (M = -1.15, SD = 1.46) overestimated the proposers' negative feelings (M = -0.59, SD = 1.42), $t(200) = -2.75$, $p = .007$, Cohen's d = 0.39, 95% CI = [0.11, 0.66].
- *Evaluation.* The opinion responders (M = -1.00, SD = 1.57) overestimated the proposers' negative evaluations towards them (M = -0.26, SD = 1.71), $t(200) = -3.20$, $p = .002$, Cohen's d = 0.45, 95% CI = [0.17, 0.73].
- *Relationship.* The opinion responders (M = -1.23, SD = 1.47) overestimated the negative relationship between the proposers and themselves rated by the proposers (M = -0.65, SD = 1.71), $t(200) = -2.57$, $p = .011$, Cohen's d = 0.36, 95% CI = [0.08, 0.64].
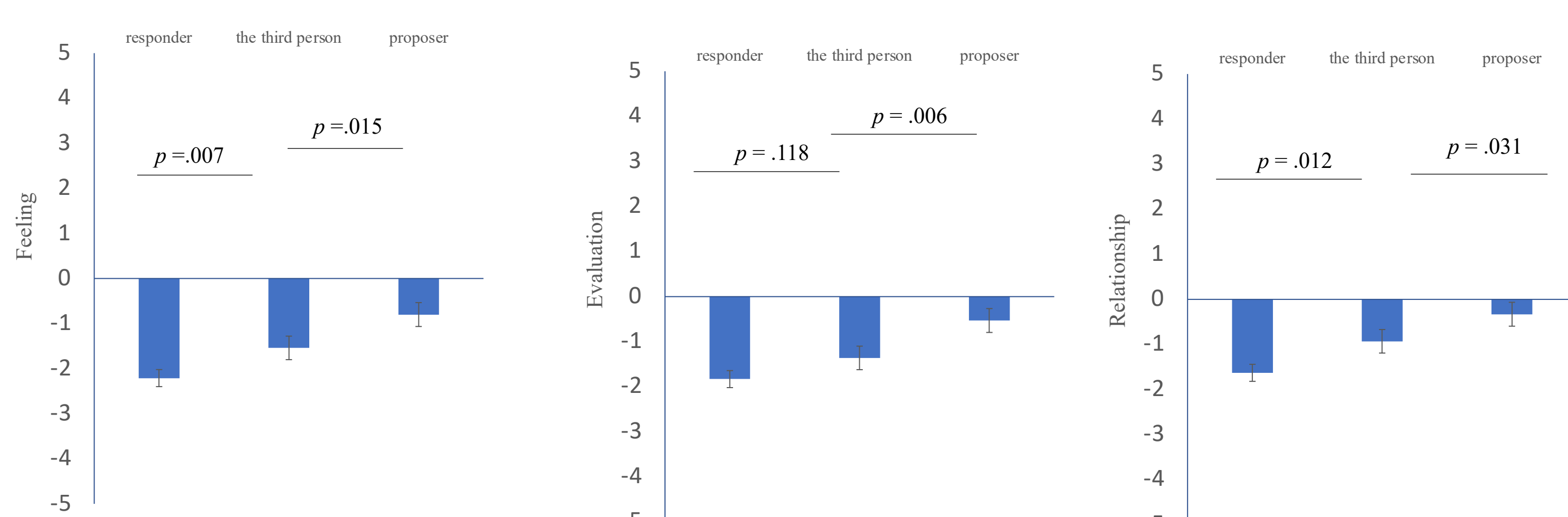
Conclusions

- Opinion responders overestimated the negative consequences (proposers' feelings, evaluations toward responders, the relationship between them) of raising a different view in a real setting.

Study 2: Ruling out Social-desirability bias
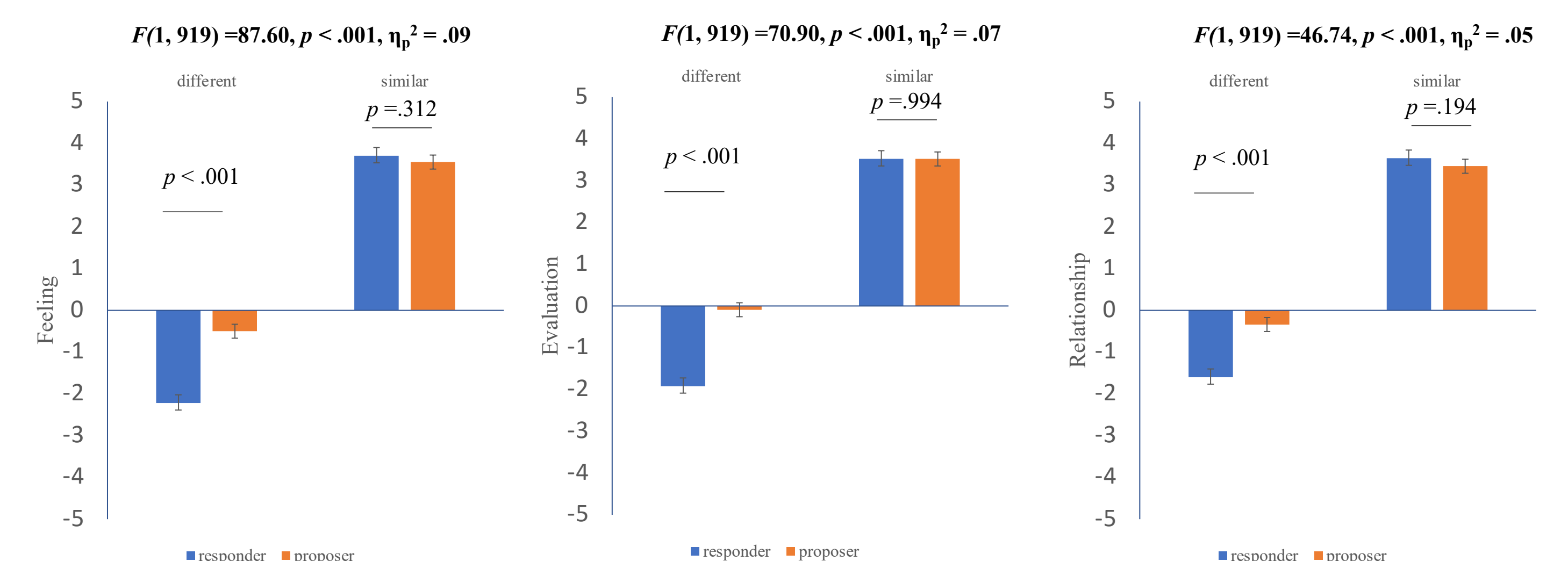
Method
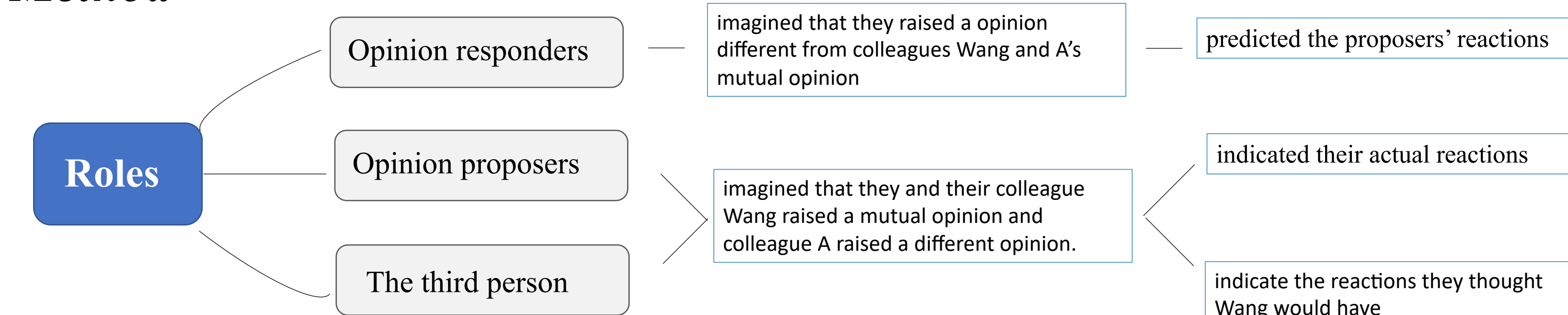
Results

Conclusions

- The prediction bias we hypothesized existed after controlling for social desirability.

Study 3: specificity of the raising-different-view context

Method

- Design: 2 (Role: opinion responder/proposer) ✖ 2 (view: different or similar)
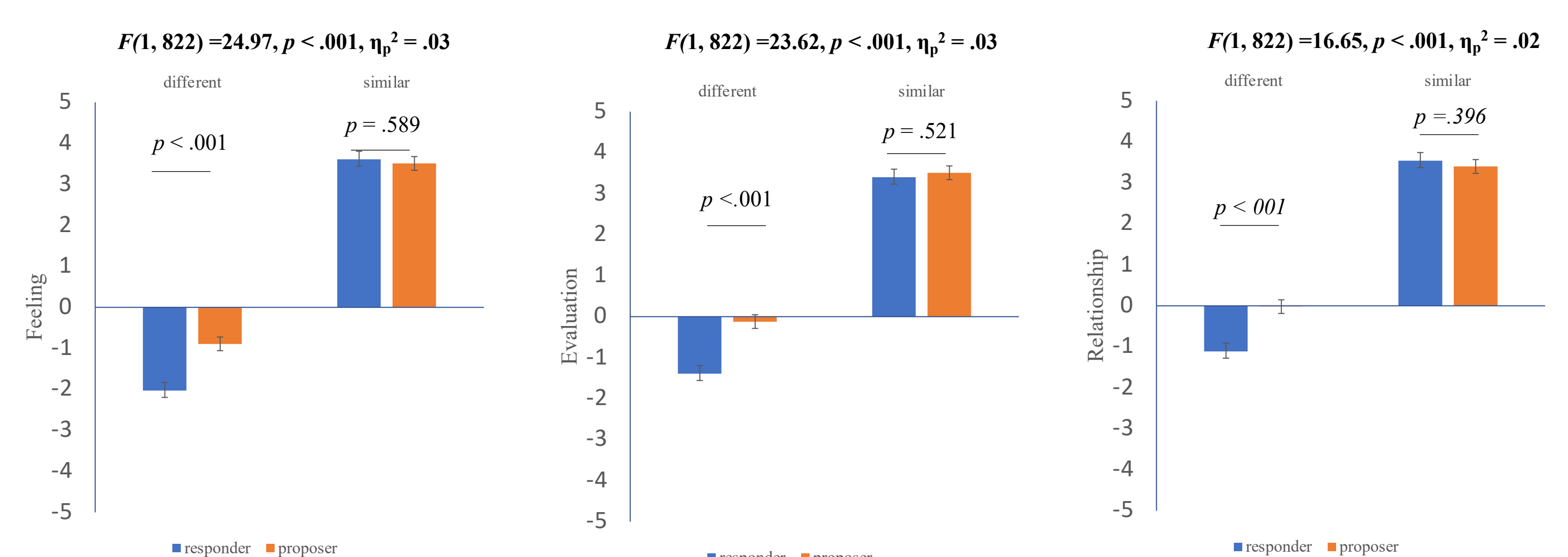
Results

Conclusions

- The misprediction made by the opinion responders was specific to the context of raising a different view, thus ruling out the spotlight-effect and attitude-certainty explanations.

Study 4: Replication of study 3 in another scenario

Method

- Design: 2 (Role: opinion responder/proposer) ✖ 2 (view: different or similar)
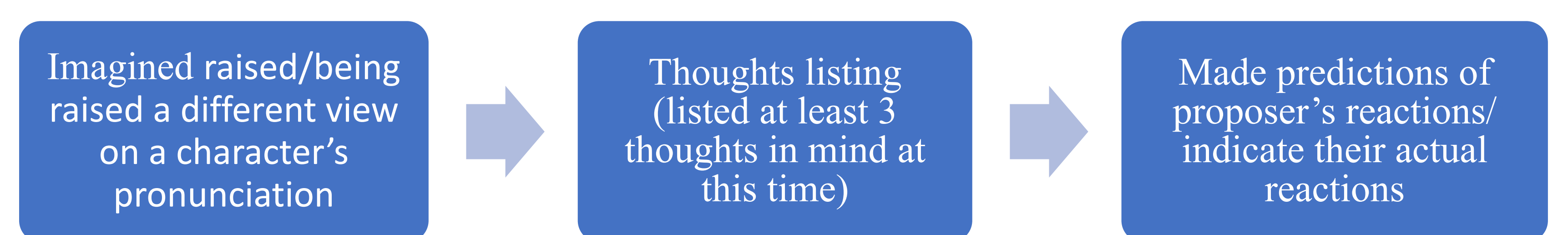
Results

Conclusions

- The misprediction was specific to the context of raising a different view.

## Study 5: The underlying mechanism

Method

- Divided thoughts that participants listed into " benefits to the opinion proposers", "harms to the opinion proposers" and "other" three categories by using a strict coding procedure.
- Query content index = $\frac{number\ of\ costs\ -\ number\ of\ benefits}{number\ of\ costs\ +\ number\ of\ benefits}$ (higher scores means thinking harms more than benefits to a greater extent)
- Query order index = $\frac{2 \times (MR_{costs}\ -\ MR_{benefits})}{n}$ (higher scores means thinking harms earlier than benefits to a greater extent)

Results

- Prediction bias existed in this study as the same pattern former studies showed.
- Opinion responders were more sensitive to the harms instead of the benefits to the proposers than proposers were.
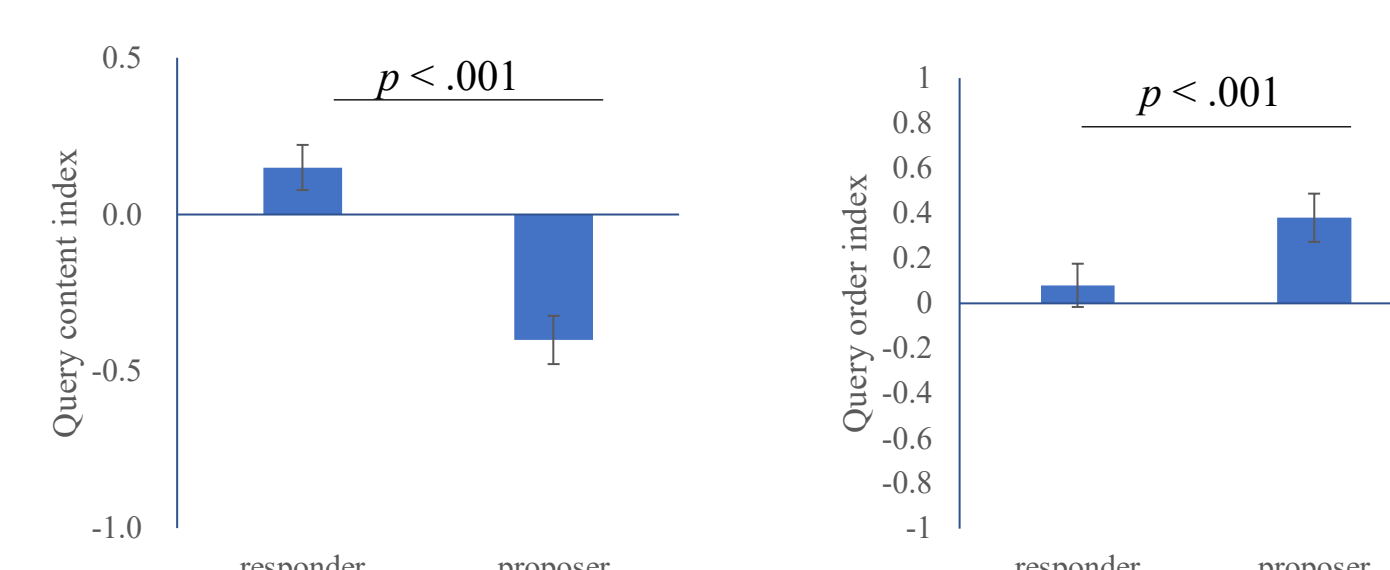
- Mediation effect of query order/content index between roles and evaluations are all significant (two examples as follows).
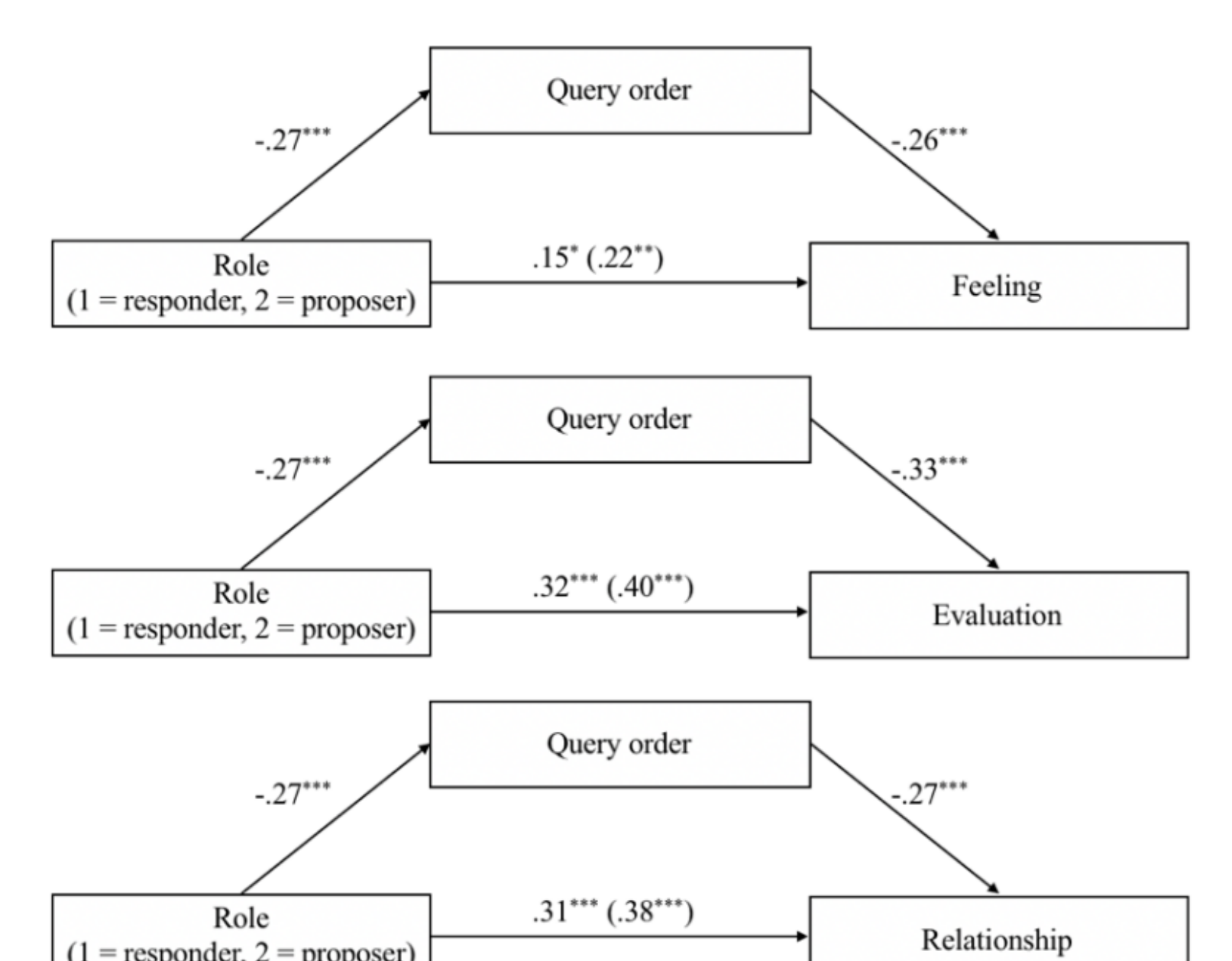
Conclusions

- The difference in sensitivity accounted for the overestimation made by the opinion responders about the negative reactions of the proposers.