

Perceptions of conflict: Ingroup love and outgroup hate revisited

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ABSTRACT

Participation in intergroup conflict often involves helping the ingroup and harming the outgroup.

Why do individuals participate in intergroup conflict: ingroup love or outgroup hate?

Common finding (past): ingroup love

We critically examine this result by framing (the same objective) experimental intergroup conflict at the individual and group level.

Main findings (current):

- When conflict is framed at the individual level: **ingroup love**
- When conflict is framed at the group level: **ingroup love AND outgroup hate**

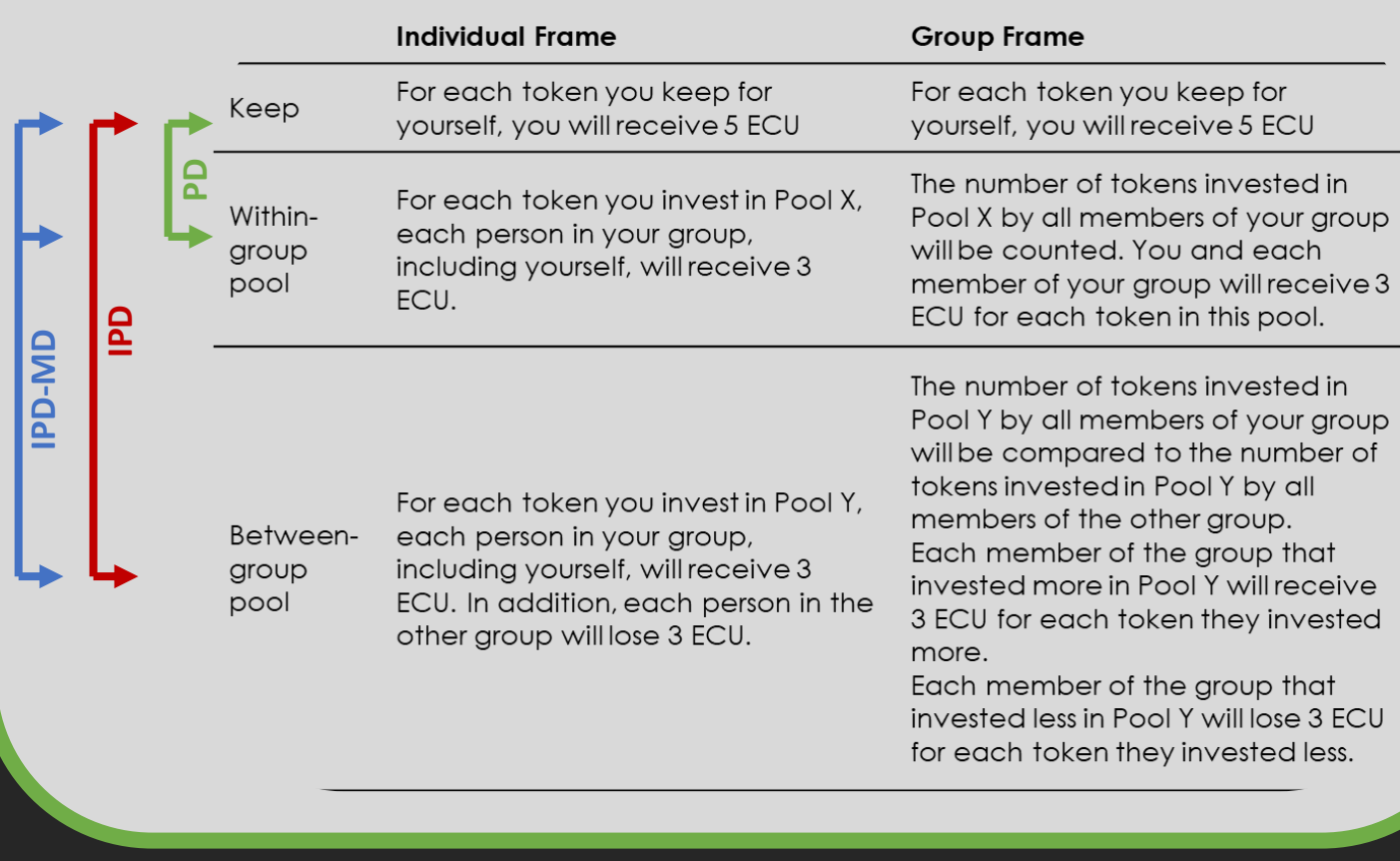
THE CONFLICT-COHESION HYPOTHESIS

- The “conflict-cohesion” hypothesis: “The exigencies of war with outsiders are what make peace inside” (Sumner, 1906)
- Prisoner’s Dilemma (PD) – within-group collective action problem; choice between selfishness and helping the group
- Intergroup Prisoner’s Dilemma (IPD; Bornstein, 1992): same as PD, but helping the ingroup also harms the outgroup
- **Contributions in IPD > contributions in PD** (Bornstein and Ben-Yossef, 1994)
- Strong support for conflict cohesion hypothesis
- Used Group Frame (see Framing Intergroup Conflict)
- However: **Under an individual frame, contributions in IPD < contributions in PD** (Weisel and Zultan, 2016)

INGROUP LOVE VS. OUTGROUP HATE

- Contributions in the IPD (also in many real-world conflicts) can be due to ingroup love or outgroup hate
- The IPD-MD (Halevy et al., 2008) disentangles by adding an option to help the ingroup without harming the outgroup
- **Ingroup love > Outgroup hate** (Halevy et al, 2008; De Dreu, 2010; De Dreu et al., 2010; Halevy et al., 2012; Israel et al., 2012; Balliet et al., 2014; Buttelmann & Böhm, 2014; Weisel and Böhm, 2015; Weisel, 2015; Thielmann & Böhm, 2016; Aaldering et al., 2018)
- Used Individual Frame (see Framing Intergroup Conflict)
- Also: within-group communication, social value orientation (SVO) associated with ingroup love, not with outgroup hate (Halevy et al, 2008; De Dreu, 2010)
- Strong support for ingroup love as main motivation

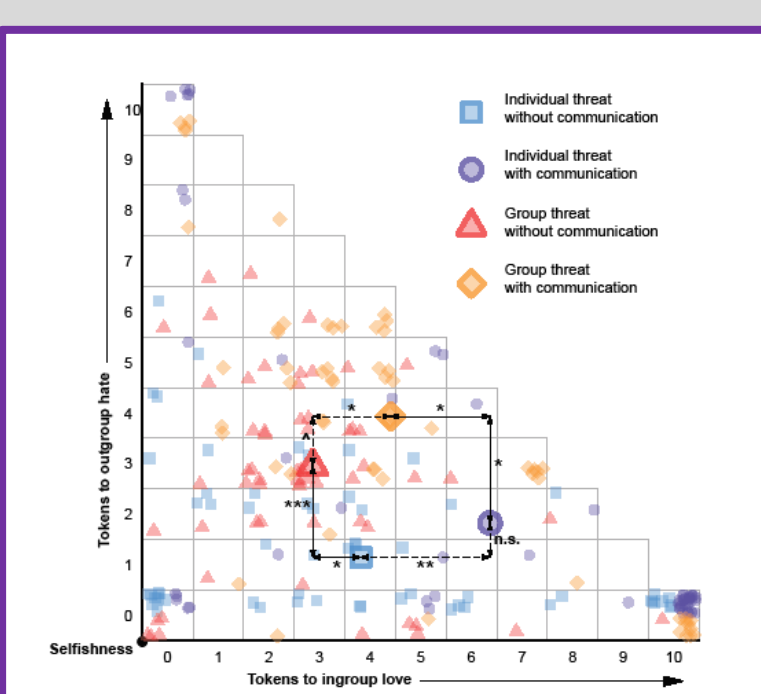
FRAMING INTERGROUP CONFLICT



THE EXPERIMENT

- **Games:** IPD vs. IPD-MD (between-subjects)
- **Within-group communication:** without vs. with (between-subject)
- **Frame:** individual vs. group (between-subjects)
- 3-person groups
- Each group matched with another group
- Each person endowed with 10 tokens
- Allocation between keeping, between-group pool, within-group pool (only in IPD-MD)

RESULTS – INGROUP LOVE, OUTGROUP HATE, COMMUNICATION



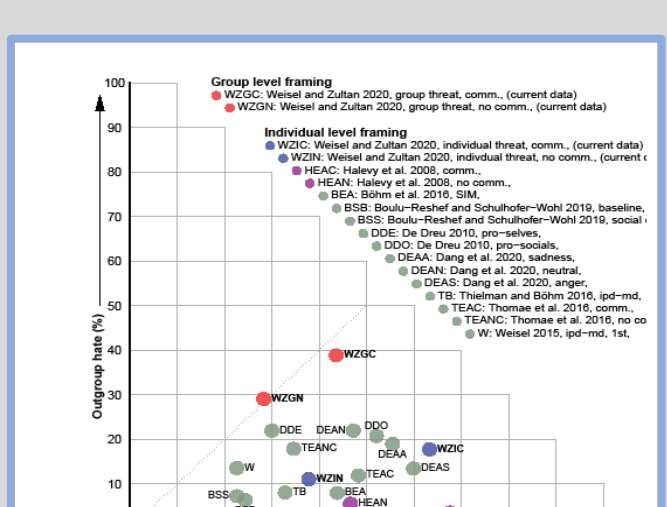
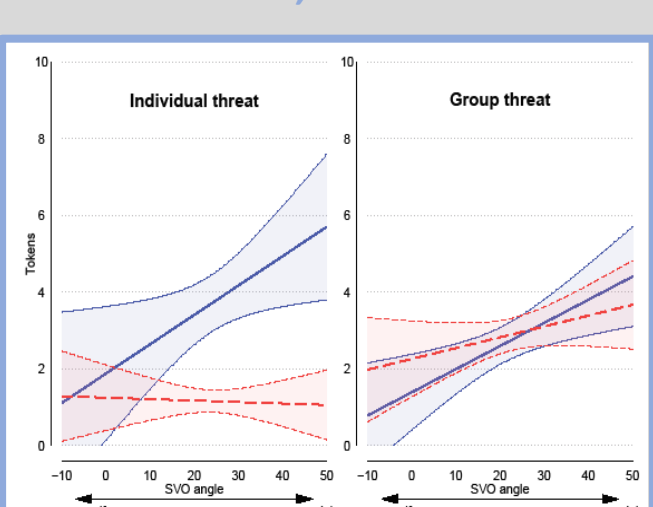
Small symbols: each individual’s token allocation to ingroup love and outgroup hate. The position of the symbols is jittered.

Large symbols: mean values for each combination of frame and communication.

Significance indicators: differences between the IF and GF conditions (solid segments) and between the without and with communication conditions (dashed segments). ($^{\wedge}p < 0.10$, $*p < 0.05$, $**p < 0.01$, $***p < 0.001$).

- In GF there is more outgroup hate and less ingroup love than in IF.
- Communication increases ingroup love in both frames, and outgroup hate only (marginally) in GF.

RESULTS – SVO, INFORMAL META-ANALYSIS



- Individual frame – SVO associated **only** with ingroup love
- Group frame – SVO associated with ingroup love **and** outgroup hate
- Individual frame – our results are representative of existing literature
- Group frame - outgroup hate higher than in **all** other experiments.

DISCUSSION

- Past work:
 - Group framing: more cooperation in intergroup conflict than in single group settings (e.g., Bornstein and Ben-Yossef, 1994)
 - Individual framing: ingroup love the main motivations (e.g., Halevy et al., 2008)
- We show that these results are qualified by the particular framing that was used
- In the current work: under group framing, outgroup hate and ingroup love are equally salient motivations; both are related to communication; both are related to SVO.
- Conflict resolution a bigger challenge than implied by early work on IPD-MD
- Perception of conflict crucial for understanding motives for participation

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