



The Strategy of Social Change: Impact Strategic Mindset Explains Support for Black Lives Matter Across Racial Groups

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RESEARCH QUESTION

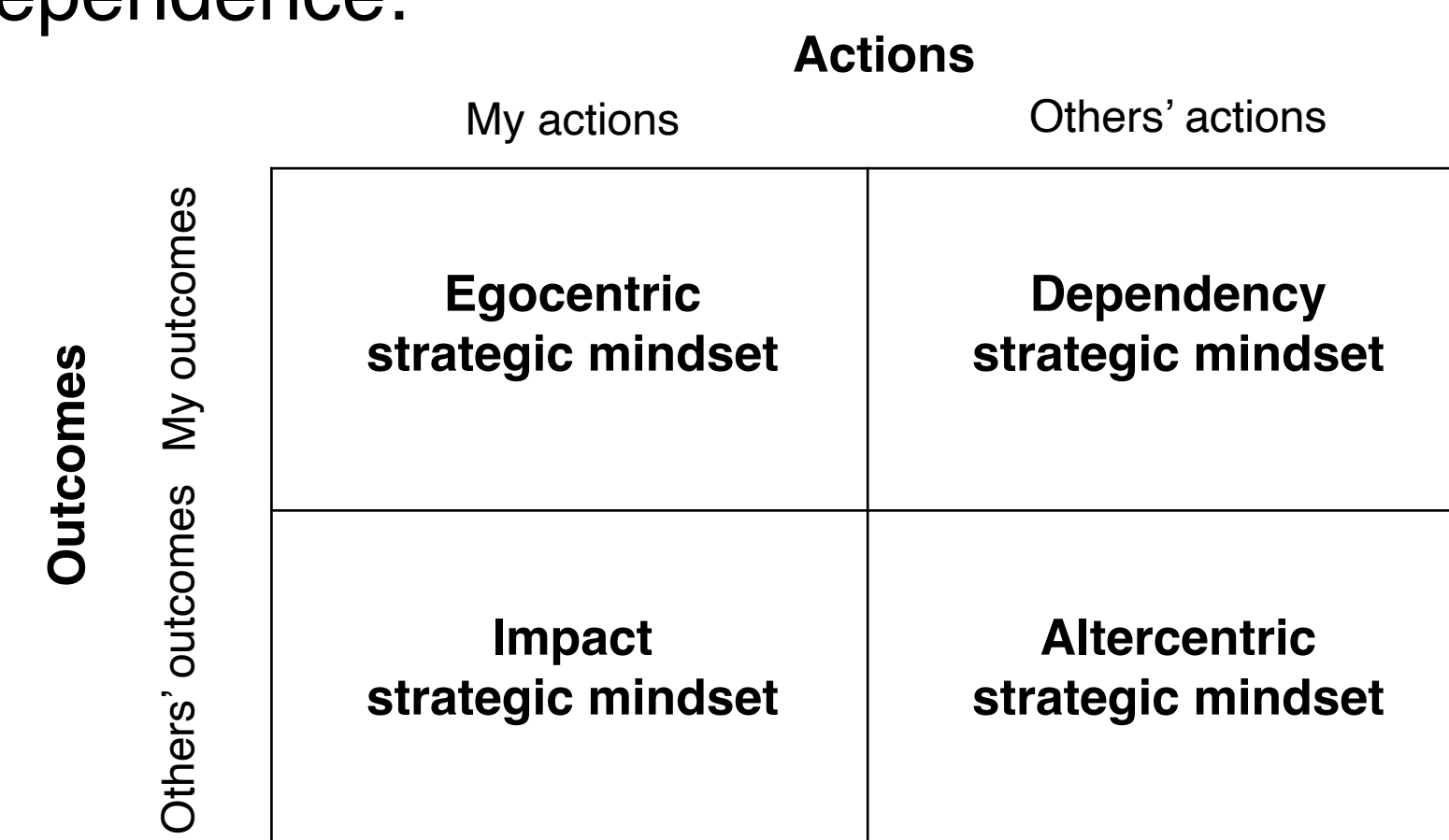
How do strategic mindsets and the self-relevance of a social movement shape individuals' engagement with it?

BACKGROUND

Strategic thinking is a cognitive process whereby people reason about how interdependent parties can influence their own and others' outcomes (Halevy, 2020)

Strategic thinking is relevant when thinking about large-scale societal problems that require collective action, such as voting in general elections (Quattrone & Tversky, 1984) and managing intergroup conflict (Halevy, Sagiv, Roccas, & Bornstein, 2006)

Building on interdependence theory (Kelley et al., 2003; Kelley & Thibaut, 1978), we conceptualize four strategic mindsets related to social interdependence:



Racial group membership shapes how individuals engage with BLM (Craig et al., 2020; Radke et al., 2020; Selvanathan, Lickel, & Dasgupta, 2020; Zou & Cheryan, 2017):

Black Americans	Hispanic Americans	Asian Americans	White Americans
Black Americans are advocating for their ingroup (De Dreu et al., 2014; Turner et al., 1979)	Psychological experiences of "shared solidarity" lead Hispanic Americans to stand against police brutality (Hope et al., 2016; Klavina & Van Zomeren, 2020)	Asian Americans are often viewed as outsiders and are subjected to anti-minority bias (Cheryan & Monin, 2005; Craig & Richeson, 2014; Kim, 1999; Xu & Lee, 2013)	White Americans' implicit pro-White bias is reduced after seeing BLM (Sawyer & Gampa, 2018)
in-group advocacy	out-group solidarity	minority allyship	majority allyship

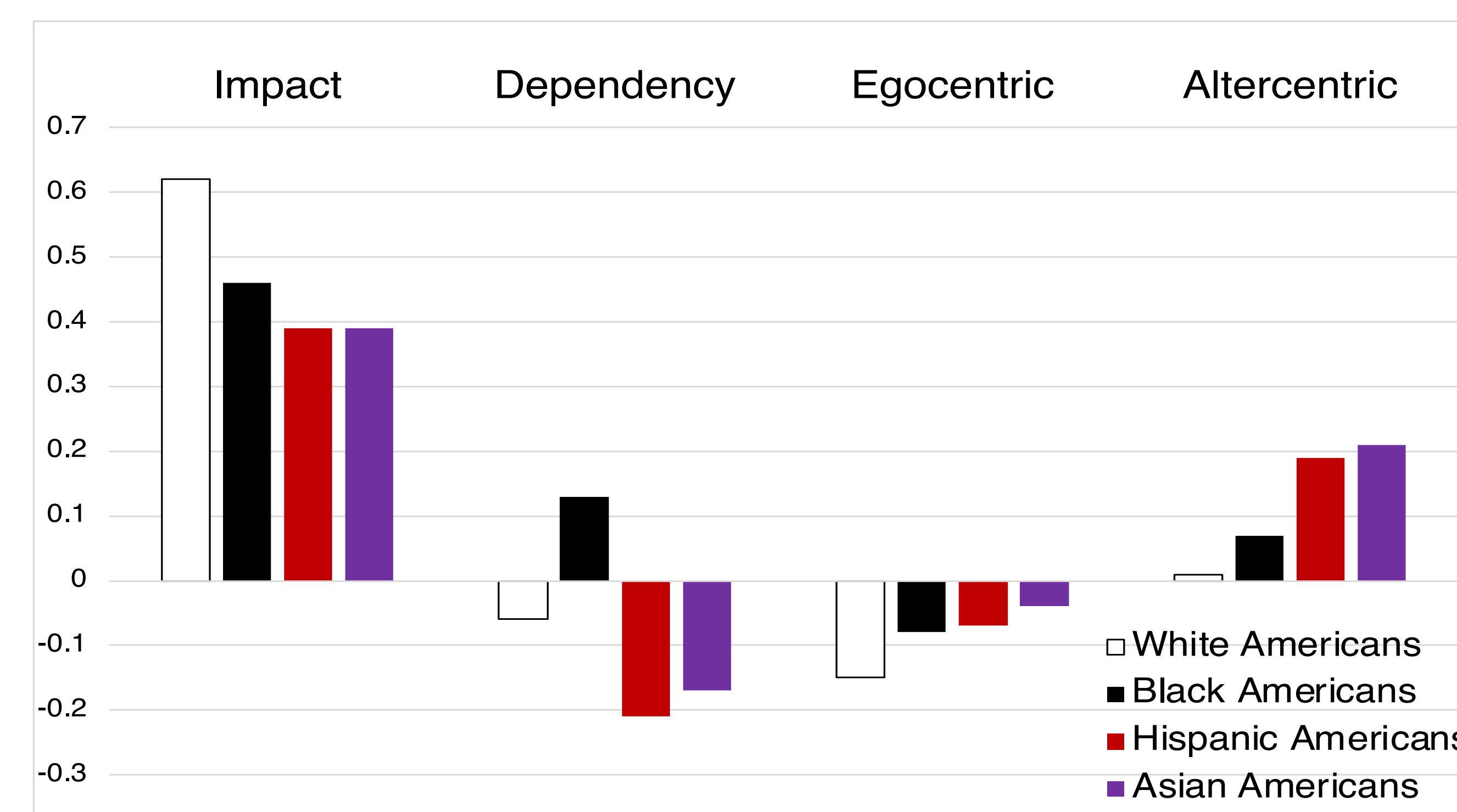
KEY TAKEAWAY

An impact mindset – the extent to which one thinks about how one's own decisions influence others' outcomes – explains support for Black Lives Matter across racial groups, cross-sectionally as well as longitudinally (over 8 months later).

METHODS & RESULTS

Methods:

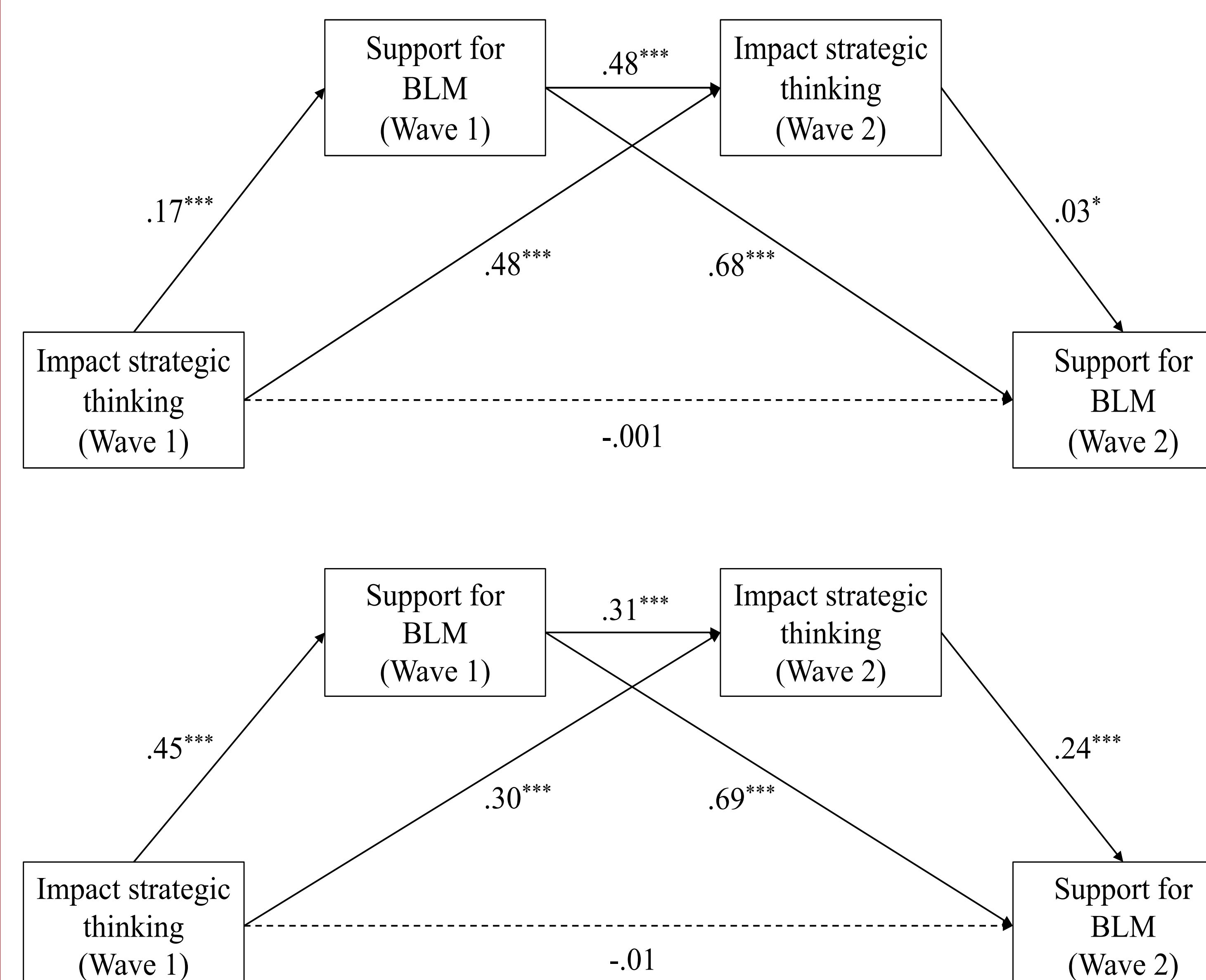
- **Design:** Pre-registered longitudinal study.
- **Procedure:** We assessed participants' strategic mindsets using the Strategic Thinking Scale (STS; Halevy, 2020), before asking about their past engagement with Black Lives Matter (Study 1) or their future intentions to engage with Black Lives Matter (Study 2). We followed up with participants 8 months later and once again collected our key variables. Results shown are equivalently significant between Study 1 and Study 2.
- **Independent Variables:** Strategic mindsets (impact, dependency, egocentric, altercentric).
- **Dependent Variable:** Engagement with Black Lives Matter.



Multiple Regression Analyses Explaining BLM Engagement

Key Result: Across both waves, impact mindset was the only significant predictor of BLM engagement among all four racial groups (all $p < .05$). This effect held when controlling for other variables relevant to strategic thinking and BLM engagement.

Note: We simultaneously regressed BLM engagement on all 4 IDEA strategic mindsets. Values on the y axis represent regression coefficients. This visualization is based on our Wave 1 data from Study 2, but patterns in all studies are similar. Study 2 Wave 1 $N=775$.



Serial Mediation Analysis Linking Impact Strategic Mindset and BLM Engagement across Waves 1 & 2

Key Result: The impact strategic mindset explains engagement with Black Lives Matter through two pathways: (1) by facilitating behavioral support for BLM in Wave 1, and (2) by facilitating an impact mindset in Wave 2. Put simply, an impact mindset in Wave 1 explains both short-term engagement with BLM as well as long-term engagement with BLM.

Note: Top mediation visualization is for Study 1 (past behavior), and bottom mediation visualization is for Study 2 (future intentions).

* $p < .05$, *** $p < .001$. Numbers represent standardized coefficients. The direct X to Y path is non-significant for both Study 1 ($p = .97$) and Study 2 ($p = .78$). Sample sizes: Study 1 Wave 1 ($N=775$), Study 1 Wave 2 ($N=456$), Study 2 Wave 1 ($N=775$), Study 2 Wave 2 ($N=450$).