

The Beneficial Effects of Sadness on Decision-making

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Overview

- ▶ Background
- ▶ Hypotheses
- ▶ Methods
- ▶ Findings
- ▶ Conclusions

Introduction



Literature

- ▶ Information Processing
 - ▶ Feelings-as-information theory (Schwarz, 2012)
 - ▶ Heuristic Processing: Rules of thumb
 - ▶ Analytical Processing: Critical based thinking
- ▶ Judgment
 - ▶ Emotion and heuristics and social judgments (Olsson et al., 2015)
- ▶ Decision making
 - ▶ Bodily sensations (Damasio, 1994)

Hypotheses

1. We hypothesize that individuals in a sad mood will be more likely to engage in a systematic processing styles. On the other hand, individuals in happy and angry moods will engage in a heuristic based processing style.

2. Due to differences in information processing, individuals who are in a sad mood are likely to think critically before making a decision or a judgment compared to individuals in a happy or angry mood.

Methods

Part 1



Induce mood with videos & writing

Part 2



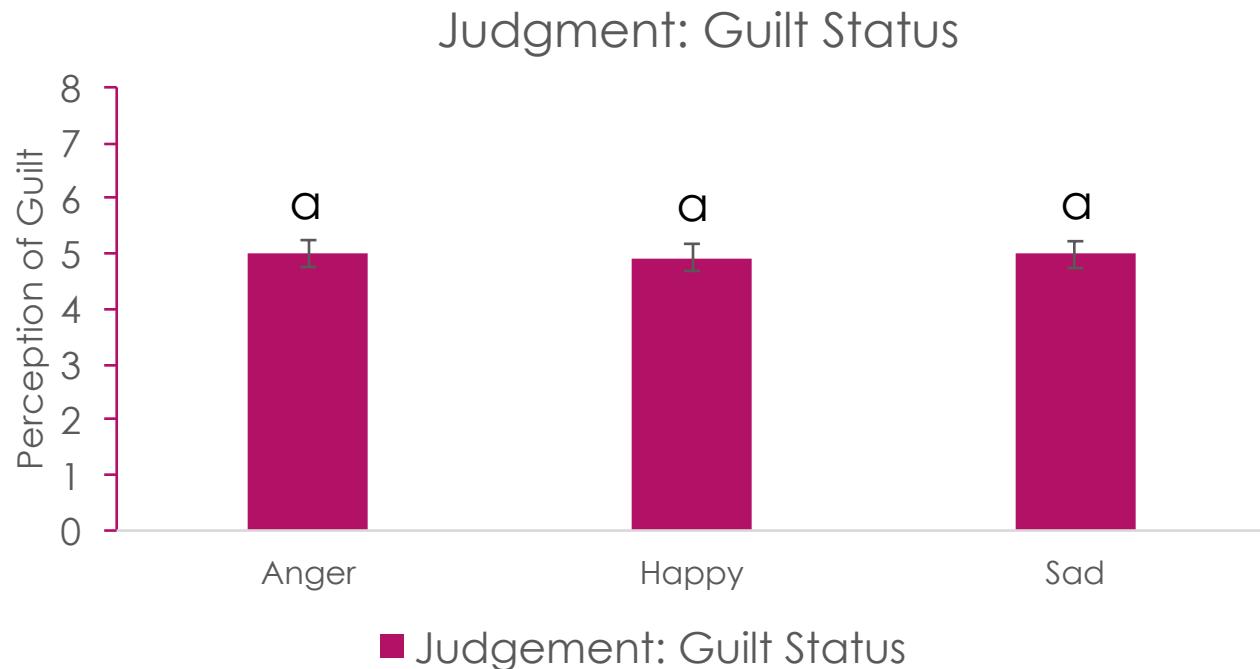
Imagine
interrogation
scenario

*Interrogation tactics?
*Judgments of guilt?

Questionnaire?

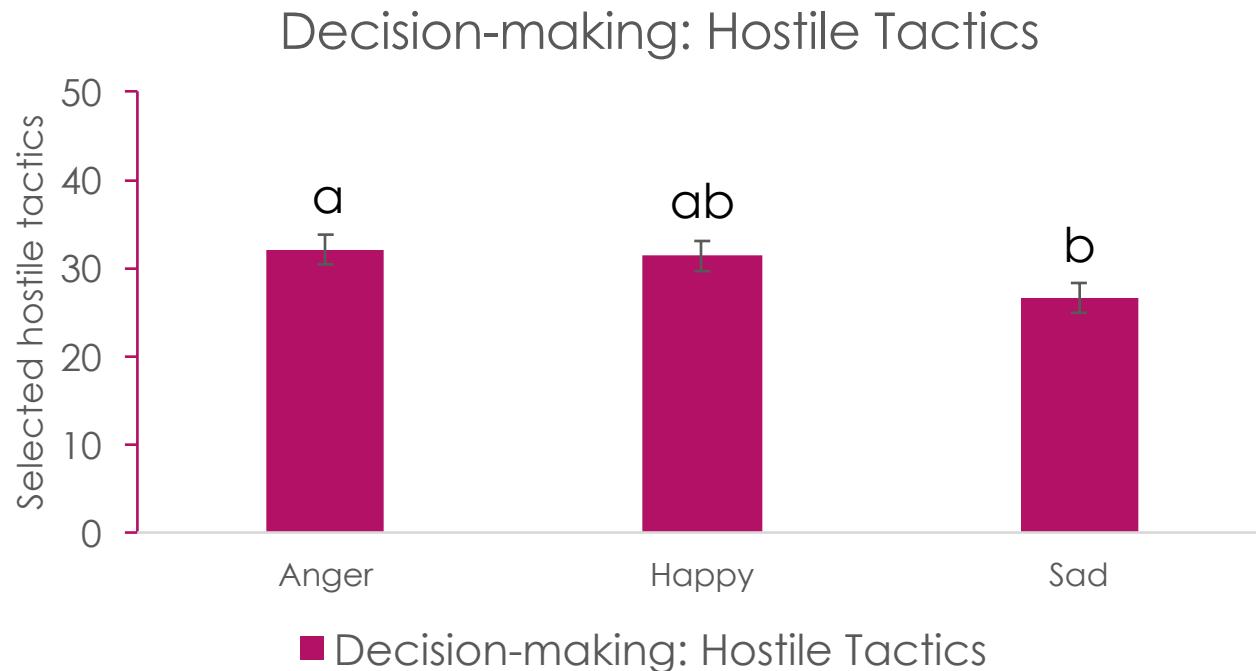
*Memory for scenario?
*Stereotype probes?

Findings: Social Judgment



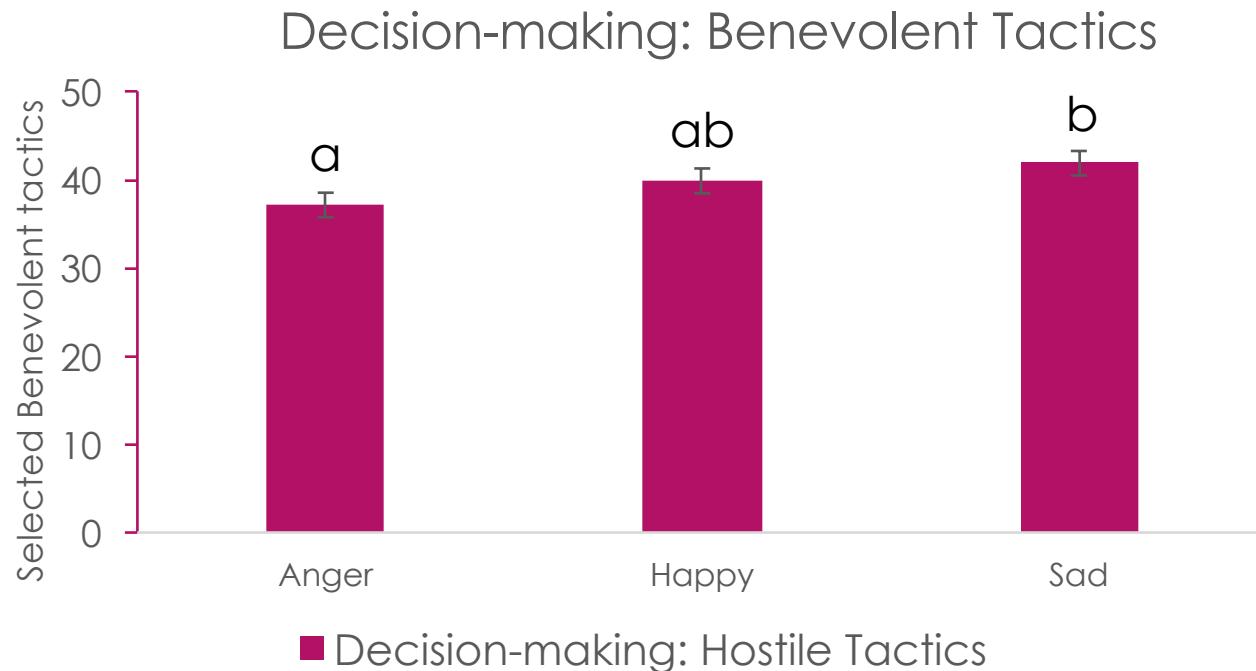
$$F(2,119) = .025, p > .05, \text{Partial } \eta^2 = .000$$

Findings: Decision Making



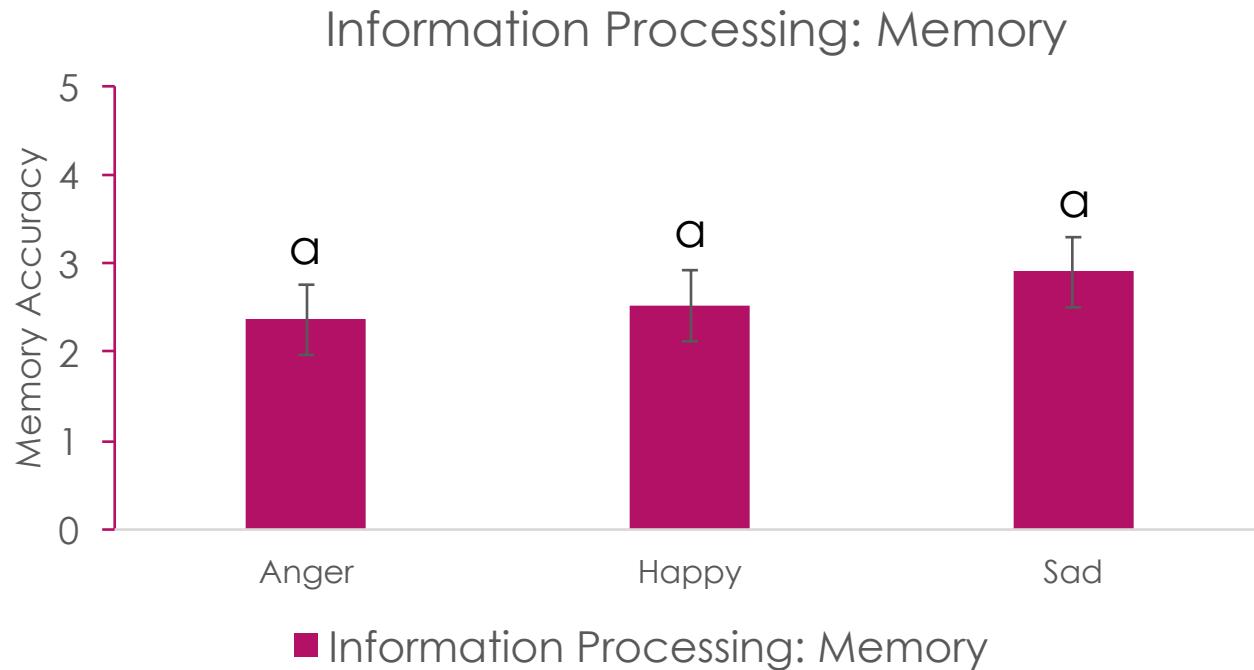
$$F(2,119) = 3.09, p < .05, \text{Partial } \eta^2 = .049$$

Findings: Decision Making



$$F(2,119) = 2.91, p = .058, \text{Partial } \eta^2 = .047$$

Findings: Information Processing



$$F(2,119) = .484, p > .05, \text{Partial } \eta^2 = .008$$

Conclusion

- ▶ **Take home message:**

- ▶ Sadness may help us to think systematically.
- ▶ We should try to harness those beneficial effects when possible.

- ▶ **Future directions:**

- ▶ Practical Issues
- ▶ Minimum intensity

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