

The Effects of Discrete Affective States on Information Processing Style, Judgment, and Decision Making

BY DESHAWN SAMBRANO

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



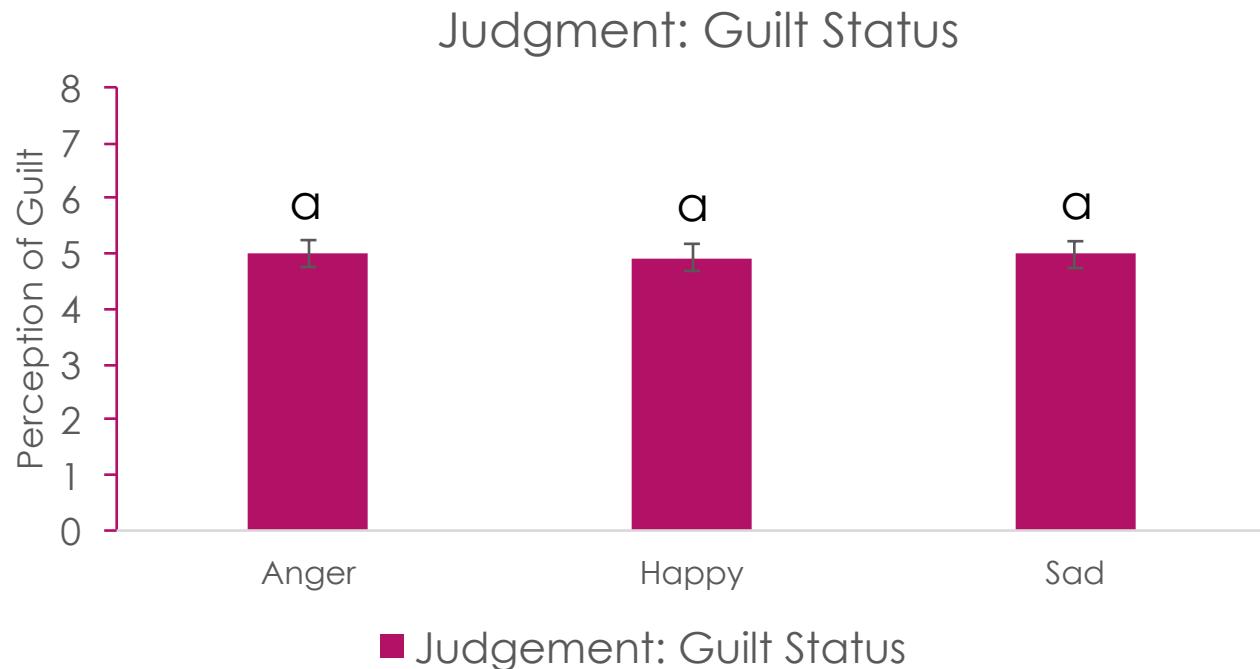
Imagine
interrogation
scenario

*Interrogation tactics?
*Judgments of guilt?

Questionnaire?

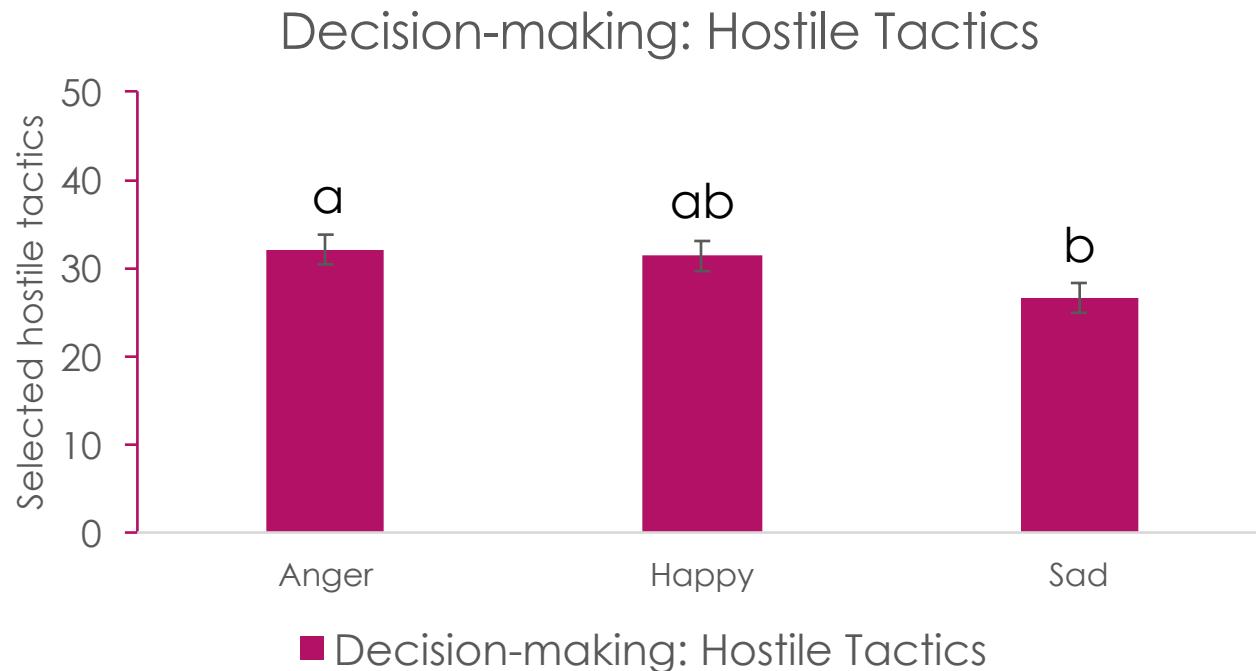
*Memory for scenario?
*Stereotype probes?

Findings: Social Judgment



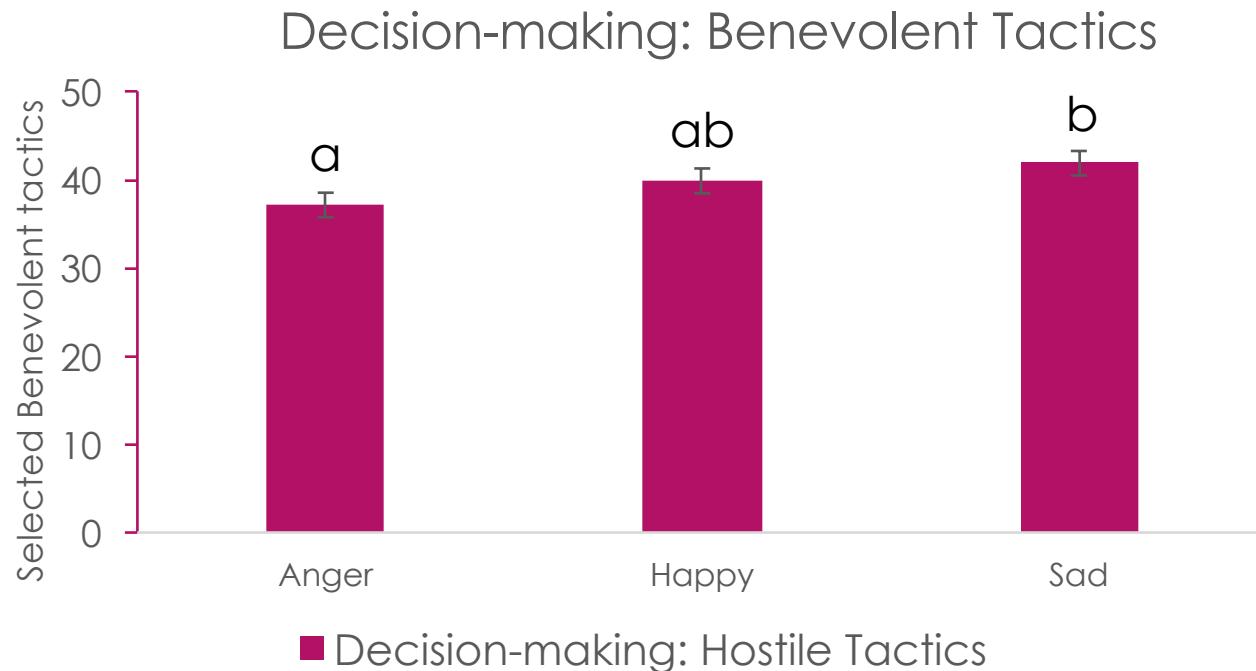
$$F(2,119) = .025, p > .05, \text{Partial } \eta^2 = .000$$

Findings: Decision Making



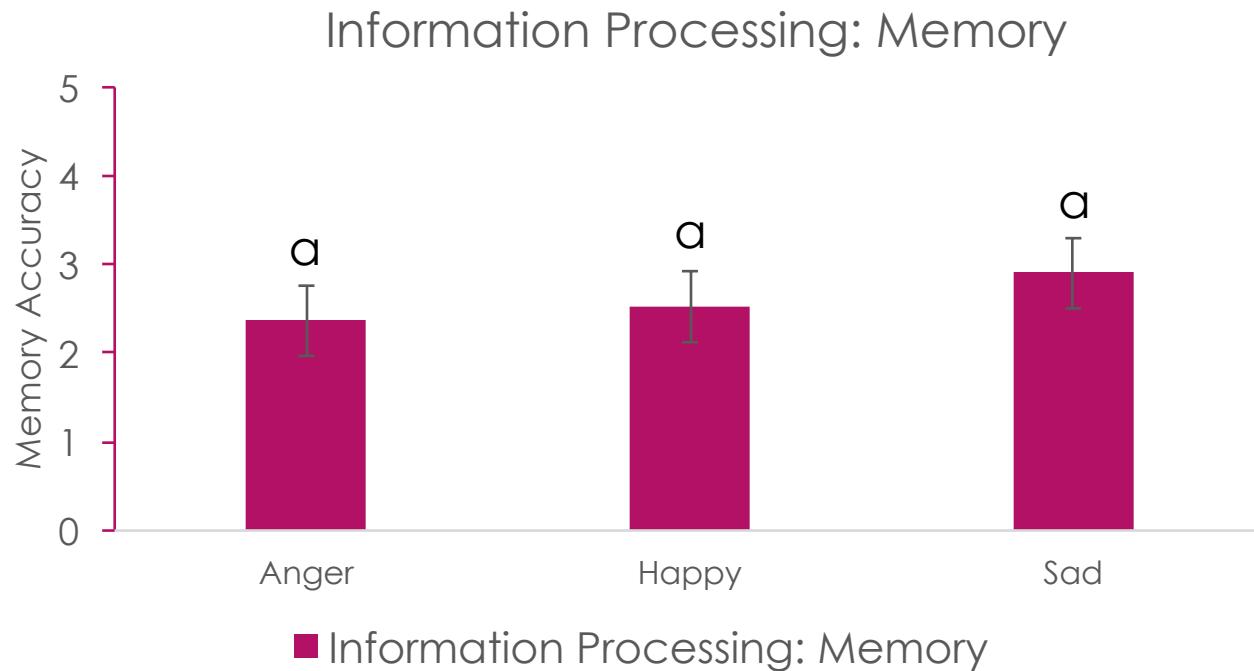
$$F(2,119) = 3.09, p < .05, \text{Partial } \eta^2 = .049$$

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

Acknowledgements

- ▶ I want to thank:
 - ▶ Dr. Iris Blandón-Gitlin
 - ▶ Maximizing Access to Research Careers (MARC)
 - ▶ NIH Grant (5T34GM008612-20)
 - ▶ California State University, Fullerton's Psychology Department



References

- ▶ Damasio, A. R. (1995). *Descartes' Error : Emotion, Reason, and the Human Brain*. New York: Avon Books.
- ▶ Lench, H. C., Flores, S. A., & Bench, S. W. (2011). Discrete emotions predict changes in cognition, judgment, experience, behavior, and physiology: A meta-analysis of experimental emotion elicitations. *Psychological Bulletin*, 137(5), 834-855.
doi:10.1037/a0024244 10.1037/a0024244.suppl (Supplemental)
- ▶ Pennebaker, J. W. (1997). Writing About Emotional Experiences as a Therapeutic Process. *Psychological Science*, 8(3), 162-166. doi:10.1111/j.1467-9280.1997.tb00403.x
- ▶ Pessoa, L. (2013). *The Cognitive-emotional Brain : From Interactions to Integration*. Cambridge, Massachusetts: The MIT Press.
- ▶ Phelps, E. A., Lempert, K. M., & Sokol-Hessner, P. (2014). Emotion and decision making: Multiple modulatory neural circuits. *Annual Review of Neuroscience*, 37, 263-287. doi:10.1146/annurev-neuro-071013-014119
- ▶ Schwarz, N. (2012). Feelings-as-information theory. In P. A. M. Van Lange, A. W. Kruglanski, & E. T. Higgins (Eds.), *Handbook of theories of social psychology (Vol 1)*. (pp. 289-308). Thousand Oaks, CA: Sage Publications Ltd.