

¹ When Forgiveness Backfires: Rejection Sensitivity and Cooperative
² Behavior Following Exposure to Adaptive Forgiving Agents

³

⁴ **Abstract:**

⁵ Can exposure to forgiving partners improve interpersonal cooperation? Attachment theory suggests positive re-
⁶ lational experiences can correct negative internal working models, but individuals high in rejection sensitivity
⁷ (RS)—characterized by anxious expectations of rejection—may be resistant to such corrective experiences due to
⁸ stable negative expectations. We tested this using a randomized experiment (N = 206) in which participants played
⁹ repeated trust games with HMM-based artificial agents that simulate human-like trust dynamics. After a baseline
¹⁰ game, participants were exposed to either forgiving and behaviorally consistent agents—designed to never remain in a
¹¹ low-trust state and free from pre-programmed trust violations (Manipulation)—or human-like agents maintaining
¹² typical trust violation patterns (Control), then played a final game with a standard agent. Overall, exposure to these
¹³ idealized partners *reduced* subsequent cooperation—participants appeared to perceive the standard post-exposure
¹⁴ agent as less cooperative by comparison (a negative contrast effect). RS moderated specific behavioral patterns but
¹⁵ not overall cooperation levels: high RS participants failed to recover cooperation after trust violations and became *less*
¹⁶ responsive to partner behavior following exposure, whereas low RS participants showed normal recovery and became
¹⁷ *more* responsive. These findings suggest that positive relational experiences do not universally promote cooperation,
¹⁸ and that high RS individuals may require interventions targeting their capacity to update expectations rather than
¹⁹ simply providing positive experiences.

²⁰ **Keywords:** Interpersonal functioning; Rejection Sensitivity; Forgiveness Intervention; Trust-based Cooperation;
²¹ Hidden Markov Models

²² Introduction

²³ Trust is fundamental to human social interactions, facilitating seamless relations at both interpersonal and intergroup
²⁴ levels. The study of psychopathology has linked deficits in trust-based constructs to the development of mental
²⁵ health disorders (Fonagy & Campbell, 2017). Individuals with personality disorders (PD) often struggle to form
²⁶ and maintain social connections, a difficulty reflected in uncooperative behaviors – a marker for the severity of PD
²⁷ symptoms (Herpertz & Bertsch, 2014; Mulder et al., 1999).

²⁸ One explanation for such social challenges lies in early caregiver experiences. Attachment theory (Bowlby, 1978)
²⁹ suggests that the quality of these relationships shapes our capacity for secure attachments and trust. Individuals with
³⁰ higher levels of insecure attachment may recall negative trust-related experiences more easily, report fewer positive
³¹ trust experiences, and use less constructive coping strategies when trust is broken (Mikulincer, 1998). These insecure
³² attachment patterns are often associated with heightened rejection sensitivity (RS), a tendency to anxiously expect,
³³ readily perceive, and intensely react to rejection (Downey et al., 1997; Downey & Feldman, 1996). RS has been
³⁴ linked to the development of various mental health conditions, including depression, anxiety, personality disorders,
³⁵ and self-harm (Gao et al., 2017). Individuals high in RS show attentional biases towards social threat cues, which
³⁶ may contribute to difficulties in social interactions (Berenson et al., 2009). A recent meta-analysis revealed prosocial
³⁷ behavior and interpersonal trust as two key processes of interpersonal functioning that are markedly impaired in
³⁸ PDs and which are likely to contribute to interpersonal dysfunction in this population (Hepp & Niedtfeld, 2022).
³⁹ The interaction of RS and trust-based constructs has been explored, particularly in Borderline Personality Disorder
⁴⁰ (BPD). Miano et al. (2013) and Richetin et al. (2018) found that RS mediated the relationship between BPD features
⁴¹ and lower trust appraisal. Abramov et al. (2022) found that higher baseline feelings of rejection in individuals with
⁴² BPD predict slower trust formation and less pronounced declines in trust following trust violations during the trust
⁴³ game. However, the interaction between *reciprocity* and RS hasn't been studied as extensively, leaving a gap in our
⁴⁴ understanding of how these constructs might interplay.

⁴⁵ Given that RS may be a manifestation of maladaptive attachment styles, it is important to explore whether exposure
⁴⁶ to consistently forgiving and reliable interaction partners could reshape interpersonal expectations and behaviors.
⁴⁷ The *corrective experience hypothesis*, rooted in attachment theory, suggests that new positive relational experiences
⁴⁸ can modify internal working models of relationships (Bowlby, 1988). Research on social learning (Bandura, 1977)
⁴⁹ similarly demonstrates that individuals model the behavior of those around them, and exposure to cooperative peers
⁵⁰ promotes cooperative behavior (Fowler & Christakis, 2010). In the repeated trust game (RTG) paradigm, cycles of
⁵¹ reciprocated trust enhance cooperative behaviors even among initially distrustful individuals (King-Casas et al., 2005).
⁵² This perspective predicts that exposure to forgiving partners should increase subsequent cooperation, as participants
⁵³ internalize more positive expectations about social interactions.

⁵⁴ However, an alternative perspective suggests high RS individuals may be *resistant* to such corrective experiences. RS
⁵⁵ is characterized by stable negative expectations that operate through self-fulfilling prophecies (Downey & Feldman,
⁵⁶ 1996)—high RS individuals interpret ambiguous social cues negatively, which elicits rejection, thereby confirming
⁵⁷ their expectations. Research on belief updating in depression and personality pathology has documented “cognitive
⁵⁸ immunization” processes whereby negative schemas resist modification despite contradictory evidence (Kube et al.,
⁵⁹ 2020). From this perspective, positive exposure might fail to update expectations in high RS individuals, or might
⁶⁰ even produce paradoxical effects if the contrast between positive exposure and subsequent “normal” interactions
⁶¹ confirms their belief that trustworthy partners are rare.

⁶² In this study, we use a randomized controlled online experiment to test whether exposing participants with varying
⁶³ RS levels to forgiving and more cooperative co-players results in more trustworthy behavior and a repair of potential
⁶⁴ breakdowns in RTG cooperation. To simulate realistic social interaction while maintaining a high degree of experimental
⁶⁵ control, we take a novel paradigmatic approach: We use generative models of how humans play the RTG to design an
⁶⁶ agent that plays the role of the investor, based on Hidden Markov Models (HMMs) fitted to real players’ data. A key
⁶⁷ aspect of these agents is that their actions depend on a latent “trust state” which reacts dynamically to the trustees’
⁶⁸ returns, simulating real-life trust-building scenarios. An advantage of having such a generative model of behavior
⁶⁹ is the possibility of controlling different aspects of the agent’s strategy such as its general policy, the propensity to
⁷⁰ cooperate actively, or the propensity to trust again after breakdowns of cooperation. To further mimic real-world
⁷¹ interactions and examine participants’ responses to one-off breakdowns of cooperation, we incorporate occasional
⁷² pre-programmed low investments by the agent.

⁷³ We pre-screened participants for high or low RS using a validated questionnaire, then assigned them exclusively to
⁷⁴ the trustee role in a series of trust games. After playing a 15-round RTG with a human-like HMM investor, they
⁷⁵ were randomly assigned to either a Control or Manipulation condition. In the Manipulation condition, participants
⁷⁶ were exposed over three RTGs to HMM investors designed with a limited propensity for retaliation—agents that

77 were both forgiving of low returns *and* free from pre-programmed trust violations, providing a consistently positive
78 relational experience. In the Control condition, participants played three RTGs against the same human-like HMM
79 that maintained the occasional low-investment pattern from the pre-exposure phase, representing continuity with
80 typical social interactions. This design tests whether exposure to partners combining forgiveness with behavioral
81 consistency transfers to subsequent interactions with standard partners. After this exposure phase, all participants
82 played another 15-round RTG with a human-like HMM investor, similar to the one in the pre-exposure phase.

83 Based on the corrective experience hypothesis, we predicted that exposure to these idealized, forgiving partners
84 would increase subsequent cooperation, with high RS individuals potentially benefiting from positive relational
85 experiences that challenge their negative expectations. Because the Manipulation condition combined forgiveness
86 with behavioral consistency, our design tests a strong version of this hypothesis—whether an unambiguously positive
87 relational experience transfers to subsequent interactions. We examined both overall effects of the manipulation and
88 differential responses based on RS, with particular attention to how participants respond to trust violations before
89 and after the exposure phase. We note that while our primary prediction was grounded in the corrective experience
90 hypothesis, the alternative interpretations involving negative contrast effects and RS-specific updating deficits were
91 refined following initial data analysis (see Transparency and Data Availability); the RS moderation findings should
92 therefore be considered exploratory.

93 Methods

94 Participants

95 To have participants with large differences in RS, a total of 1195 participants were pre-screened on the Prolific
96 Academic platform ([prolific.co](https://www.prolific.co)) using the Rejection Sensitivity Questionnaire (RSQ) to finally select two similarly
97 sized groups: One with high RS (RSQ score > 15, N=103) and the other with low RS (RSQ score < 10, N=103)
98 totalling 206 participants (56% female). These were then invited through prolific to take part in the main experiment.
99 The required sample size was determined using an *a priori* power analysis to have an 80% probability to detect
100 a small effect size (Cohen's $f = 0.10$) for a within-between interaction with a 5% type I error rate in a repeated
101 measures ANOVA. The sample size calculation assumed two groups, two measurements per group and was performed
102 using the G*Power software (Faul et al., 2009). The mean age of participants was 34.6 years, with an 11.9 years
103 standard deviation. The majority of participants identified ethnically as White (80%). The online cohort registered 30
104 unique countries of birth with the most frequent being the U.K (33%) followed by Poland (10%) and Portugal (10%).
105 Participants were paid a fixed fee of £6 plus a bonus payment dependent on their performance that averaged £0.5.
106 Data were collected over multiple sessions.

107 Design and procedure

108 The experiment had a 2 (Condition: Manipulation or Control) by 2 (RS : High or Low) by 2 (Phase: Trust-Game Pre-
109 Exposure, Trust-Game Post-Exposure) design, with repeated measures on the Phase factor (Figure 1.A). Participants
110 within each pre-screened RS group were randomly assigned to one of the two levels of the Condition factor, resulting
111 in 101 participants in the Manipulation condition and 105 in the Control condition. The games were designed and
112 implemented online using Empirica v1 (Almaatouq et al., 2021). The planned experiment received approval from
113 the university's ethics commission (ID:S-708/2023) and the experiment was performed in accordance with the ethics
114 board guidelines and regulations. All participants provided informed consent prior to their participation.

115 Tasks and measures

116 Repeated trust game and HMM investor

117 Participants played a 15-round RTG (Joyce et al., 1995) in the trustee role against a computer-programmed investor.
118 On each round the investor is endowed with 20 units and decides how much of that endowment to invest. This
119 investment is tripled and the trustee then decides how to split this tripled amount between them and the investor.
120 If the trustee returns more than one third of the amount, the investor makes a gain. Each player was represented
121 with an icon with the participant always on the left of the screen and the co-player on the right. The participants
122 were able to choose the icon that represents them at the start of the experiment. The icon representing the co-player
123 changed at the start of each new game, to simulate a new interaction partner. Participants were not told they were
124 facing computerized co-players. We chose to simulate the behavior of a human interaction partner through allowing
125 for a delay while pairing with new opponents at the start of each game as well as programming the agents to respond
126 during each round after a varying time lapse (randomly chosen between 5 and 10 seconds).

127 The computerized investor consisted of a hidden Markov model (HMM) trained on an independent existing behavioral
128 RTG data set of human investors. This data-driven approach thus sought to learn an investor strategy that mimics
129 human-like interactions. The data set used for training consists of 381 ten round games with the same player (full
130 details can be found in the Supplementary Information). Importantly, the HMM was fitted to the behavior of healthy
131 investors, while the trustees in the training data included both healthy participants and individuals with personality
132 disorders, providing a diverse range of interaction dynamics from which the investor strategy was learned. On this
133 data set, the HMM was inferred with three latent states that could be interpreted as reflecting a “low-trust”, a
134 “medium-trust”, and a “high-trust” state. A separate output distribution, that maps each HMM state onto possible
135 investments from 0 to 20 separately, is learned (Figure 1.B). In analogy to the latent states, these distributions can be
136 interpreted as reflecting “low-trust”, “medium-trust”, or “high-trust” dispositions. Finally, the HMM is specified by
137 transition probabilities that describe the transition between states. The probability of these transitions was modeled
138 as a function of their net return (i.e return - investment) in the previous round (see Figure 1.C). The initial state
139 for the HMM investor in each instance of the game was set to the “medium-trust” state. Details on how the HMM
140 state conditional probabilities and transition functions are specified can be found in the Supplementary Information
141 (Section B).

142 In order to instigate a potential breakdown of trust, thereby allowing us to probe efforts to repair it, the computerized
143 agent was programmed to provide a low investment on round 12 (pre-exposure) and round 13 (post-exposure). On all
144 other rounds, the investor’s actions were determined by randomly drawing an investment from the state-conditional
145 distribution, with the state over rounds determined by randomly drawing the next state from the state-transition
146 distribution as determined from the net return on the previous round (disregarding the net return immediately after
147 the pre-programmed low investment rounds).

148 Manipulation

149 In all phases of the RTG other than the ‘Exposure phase’ (Figure 1.A), participants interacted with this human-like
150 HMM. In the ‘Manipulation’ Condition of the exposure phase, however, the parameters of this HMM were adjusted
151 to design a ‘forgiving’ and ultimately more cooperative agent. To achieve this, we changed the state transition
152 probabilities of the HMM such that it becomes impossible for it to remain in a low trust state, effectively setting
153 the transition probability for remaining in a “low-trust” state to 0. The resulting transition function is shown in
154 Figure 1.D. The policies conditional on the latent states and the transition function in the other latent states remain
155 unchanged.

156 Procedure

157 At the start of the experiment, participants provided informed consent and were instructed the study would consist of
158 three phases in which they would face a different other player. Participants were told their goal was to maximize the
159 number of points in all phases. They were not told the number of rounds of each phase. Participants were randomly
160 assigned to either a Control or Manipulation condition. The timeline of the experiment is shown in Figure 1.A. Phase
161 one (“pre”) consisted of a 15 round RTG in which participants took the role of trustee, facing the same investor over
162 all 15 rounds. On each round, after being informed about the amount sent by the investor participants decided how
163 much of the tripled investment to return to the investor, before continuing to the next round. Phase 2 (“exposure”)
164 consisted of three seven-round RTGs. Participants in the Manipulation condition faced the forgiving HMM investor
165 and rated the agent on the same attributes as in the pre-exposure phase. Those in the Control condition faced
166 the same human-like HMM agent as in the “pre” phase and rated each co-player on the same attributes. To keep
167 the experience similar to the “pre” phase, the agent in the Control condition was also designed to send a very low
168 investment in round 5 of each of the three games. In the post-exposure phase (“post”), participants in both conditions
169 faced the same human-like HMM as in “pre” phase.

170 At the beginning of each game in all three phases, participants were told they would face a new player and had to
171 wait to be paired with an available co-player. This simulated the waiting time in real social interaction tasks. After
172 completing each RTG in each phase, participants rated how cooperative and forgiving they perceived the co-player to
173 be, and whether they would like to play with them again (all on a scale from 1 to 10 with 10 being the most positive
174 rating). After completing the three game phases, participants then completed the Levels of Personality Functioning
175 Scale Brief-Form (LPFS-BF) questionnaire (Weekers et al., 2019). This is a self-report measure designed to assess
176 core elements of personality functioning as defined in the Alternative Model for Personality Disorders in the DSM-5
177 (American Psychiatric Association, 2013), and provides a dimensional assessment of personality functioning, which
178 complements the categorical approach of RS. Finally, participants were asked whether they thought the other players
179 were human or computer agents, to probe how well the agent can mimic human behavior, then debriefed and thanked
180 for their participation.

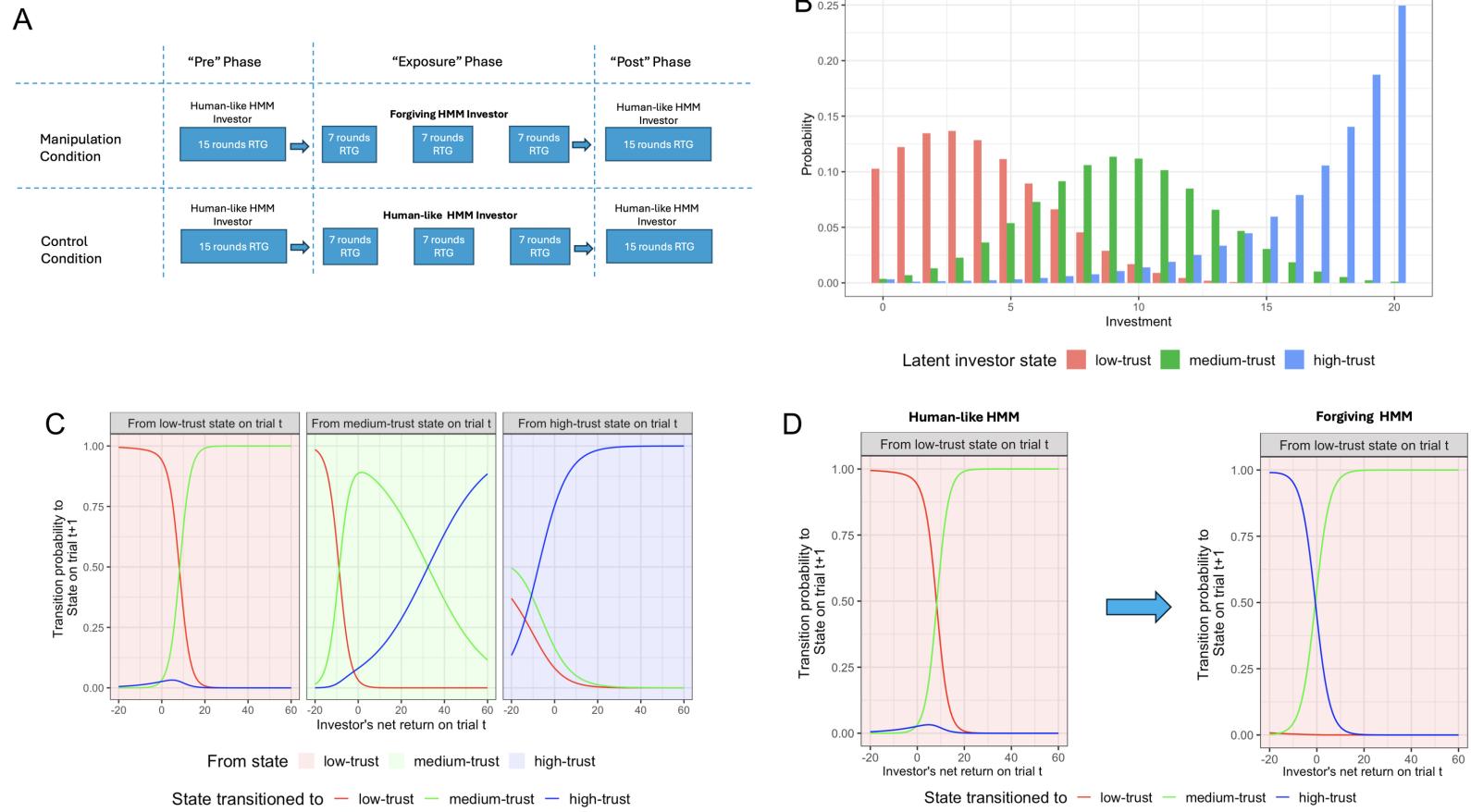


Figure 1: A: Experiment timeline. Participants (trustees) played RTGs with HMM investor agents. The investor sends investments (multiplied by 3) and participants decide returns. Conditions differ in exposure phase agents. B-D: The artificial investor is a three-state HMM fitted to human data. B: Investment distributions by latent state. C: Transition probabilities to states at $t+1$ as a function of net return at t ; each panel shows a different starting state. D: Forgiving HMM transitions from low-trust state—unlike the human-like HMM, it always exits low-trust and favors high-trust transitions.

181 **Statistical analysis**

182 We analyzed participants' behavior in the RTG using linear mixed-effects models. First, to examine the effect of the
183 manipulation, we modeled the percentage return (percentage of tripled investment returned to investor) as a function
184 of Phase (RTG game pre vs. post-exposure), Condition (Manipulation vs. Control), Investment, and RS (High vs Low
185 RS group), including all interactions as fixed effects. This model included player-wise random intercepts and slopes
186 for Phase. Second, we analyzed behavior during the Exposure phase specifically, modeling returns with Condition,
187 Investment, and RS and their interactions as fixed effects, along with player-wise random intercepts. Third, to verify
188 the consistency of the HMM agent, we modeled the investments sent by the computerized agent using Condition, Phase,
189 and RS and their interactions as fixed effects. To isolate effects occurring prior to any pre-programmed low investment,
190 we also analyzed returns in rounds preceding the low investment trials only (rounds 1-11 in the pre-exposure phase and
191 rounds 1-12 in the post-exposure phase) using the same model specification. To test whether reduced returns reflected
192 strategic exploitation, we examined investor-harming returns (those below one-third of the tripled investment, which
193 cause the investor to incur a net loss) using a mixed logistic regression with Phase, Condition, Investment, and RS as
194 predictors, and player-wise random intercepts. Trustee payoffs were compared between phases using paired t-tests.
195 Finally, to rigorously assess participants' reactions to and recovery from the specific instance of pre-programmed
196 low investment, we conducted an event study analysis centered on the low investment round ($t = 0$). We analyzed
197 percentage returns in a three-round window ($t - 1$ to $t + 1$) using a linear mixed-effects model with Phase, Condition,
198 Time Point, and RS Group as fixed effects. We specifically examined two key behavioral responses: the Drop (change
199 in return from $t - 1$ to the low investment round) and the Recovery (change in return from the low investment round
200 to $t + 1$). The specification of the main statistical models and their coefficient tables can be found in the supplement.

201 All models were estimated using the **afex** package (Singmann et al., 2022) in R. We determined the random effects
202 structure by starting with the maximal model and simplifying until convergence was achieved, ensuring the optimal
203 structure (Matuschek et al., 2017). A similar process was applied to the models analyzing HMM agent investments
204 and participant ratings. We report differences in marginal means rather than effect sizes, as there is no consensus
205 on effect size calculation for mixed models. *F*-tests used the Kenward-Roger approximation for degrees of freedom,
206 which produces fractional degrees of freedom that vary across effects depending on whether they are between-subjects
207 (lower df) or within-subjects (larger df). The Investment variable was Z-transformed to facilitate the interpretation of
208 main effects in the presence of interactions. Significant interactions were probed using planned contrasts with the
209 **emmeans** package. We applied the "Sidak" correction for multiple comparisons to control the familywise error rate
210 while maintaining statistical power.

211 **Behavioral Results**

212 **Analysis of participant returns**

213 On average, investments and returns, as shown in Figure 2, fell within the documented range of 40-60% of the
214 endowment for investments and 35-50% of the total yield for returns, as reported in previous studies (Charness et al.,
215 2008; Fiedler et al., 2011).

216 Participants returned higher percentages in the pre phase compared to the post phase ($F(1, 201.63) = 5.81, p = .017$).
217 This effect was moderated by Condition ($F(1, 201.63) = 4.38, p = .038$): contrary to our expectations, participants in
218 the Manipulation condition decreased their returns from pre to post ($\Delta M = 0.03, 95\% \text{ CI } [0.01, 0.05], t(201.50) = 3.15,$
219 $p = .002$), while those in the Control condition showed no change (Figure 3). RS did not moderate this Condition \times
220 Phase interaction.

221 Higher investments elicited higher percentage returns, indicating positive reciprocity ($F(1, 5955.67) = 325.35, p < .001$).
222 This relationship was stronger in the Control condition than in the Manipulation condition ($F(1, 5955.67) = 13.92,$
223 $p < .001$). The effect of investment on returns varied by RS group and Phase ($F(1, 5864.62) = 7.84, p = .005$), and a
224 four-way interaction indicated that these patterns further differed across Conditions ($F(1, 5864.62) = 9.24, p = .002$).

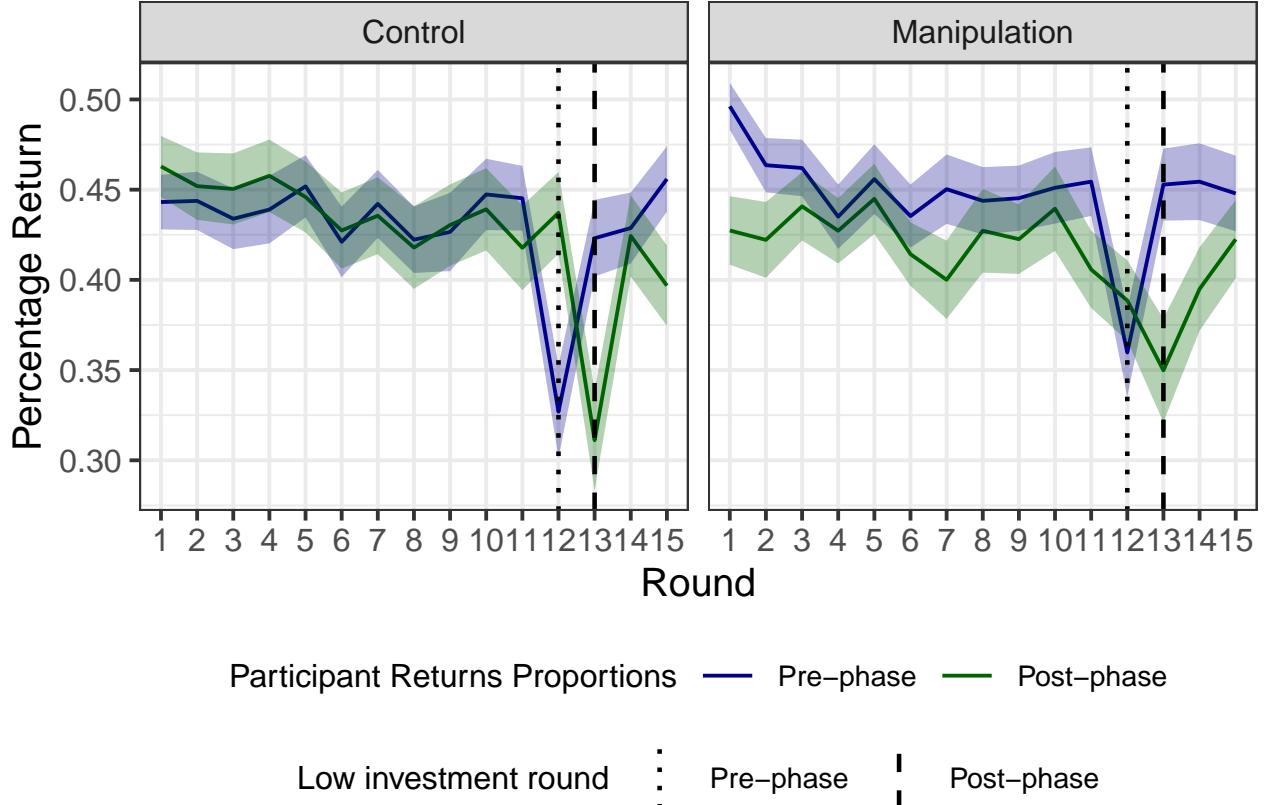


Figure 2: Averages and standard errors of the trustee's return as a percentage of the multiplied investment received (y-axis) by Condition, Phase, and game round (x-axis) averaged across RS groups. The blue line shows the returns in the Pre phase and the green line those in the Post phase. The left Panel shows returns in the Control condition and the right one those in the Manipulation condition. The dotted lines identify the rounds where the pre-programmed one-off low investment occurs. We note lower average returns post vs pre in the Manipulation condition, while returns in the Control condition are similar between the two phases.

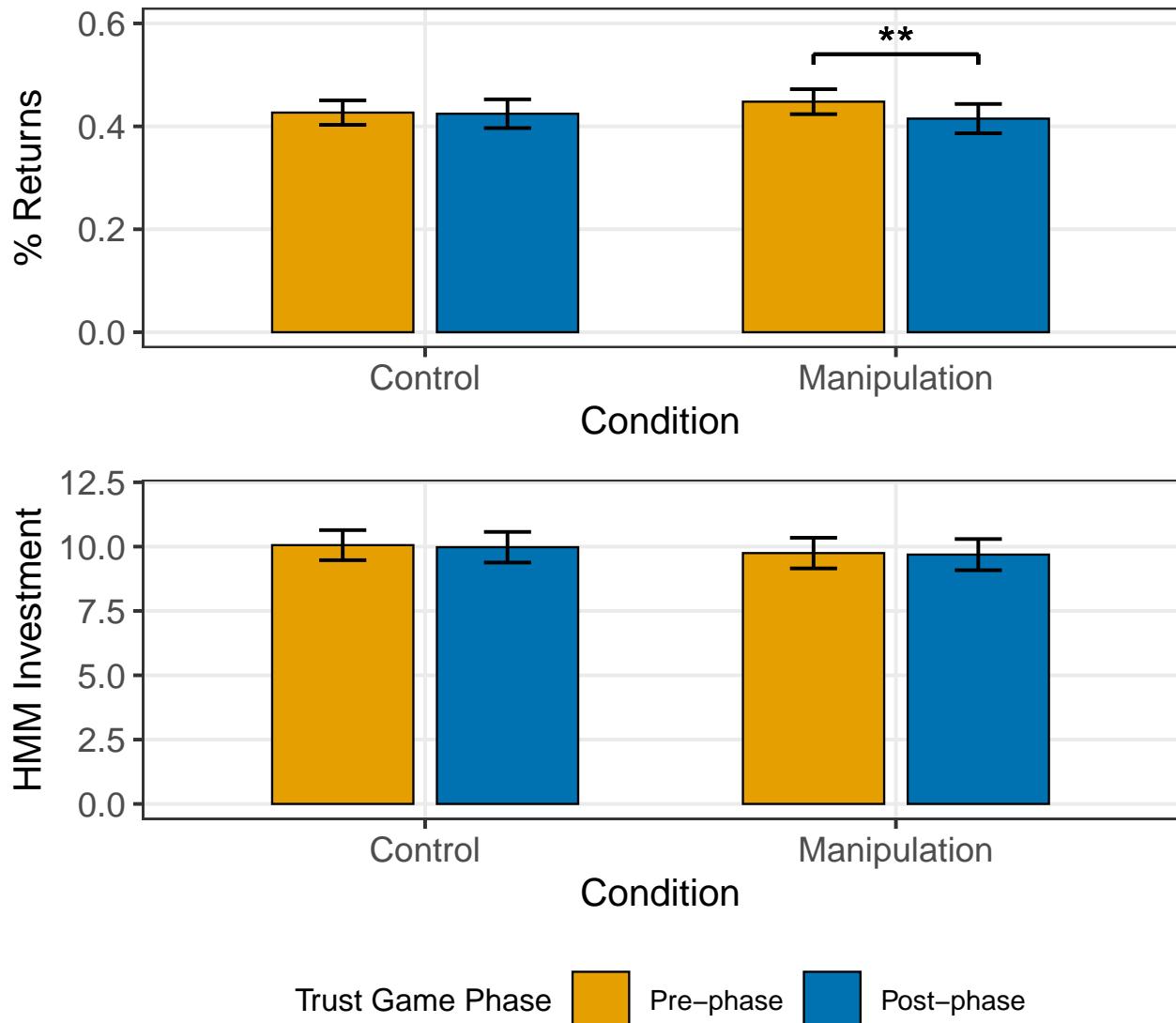


Figure 3: Marginal means of percentage returns (top) and HMM investments (bottom) by Phase and Condition. Bars show estimated marginal means; error bars represent 95% confidence intervals. Participants in the Manipulation condition returned lower proportions post-exposure compared to pre-exposure (** $p < .01$), while Control participants showed no change. HMM investment did not differ across Phases or Conditions.

225 Exploitation diagnostic

226 A mixed logistic regression predicting exploitation probability (returns below one-third of the tripled investment)
 227 revealed that exploitation increased from pre to post in both conditions (main effect of Phase, $z = 3.18$, $p = .001$).
 228 The Phase \times Condition interaction was not significant ($z = 1$, $p = .316$). The Manipulation condition showed lower
 229 exploitation rates than Control at both time points (pre: 14.9% vs. 17.9%; post: 20.4% vs. 21.8%). Trustee payoffs in
 230 the Manipulation condition did not significantly change from pre ($M = 15.7$) to post ($M = 16.2$; $t(100) = -1.04$, $p =$
 231 .299).

232 To examine this four-way interaction, we conducted a contrast analysis of how the effect of investment on returns changed
 233 from pre- to post-exposure for different RS groups in both conditions (Figure 4). Starting with the Manipulation
 234 condition, for participants with low RS, the effect of investment on returns increased significantly from pre- to
 235 post-phase, $\Delta M = 0.03$, 95% CI_{Sidak(3)} [0.01, 0.05], $t(5881.28) = 3.15$, $p_{\text{Sidak}(3)} = .005$. This suggests that after the
 236 manipulation, low RS participants became more responsive to their co-player's investments, returning proportionally

more as investments increased. In contrast, for participants with high RS, the effect of investment on returns decreased significantly from pre- to post-exposure, $\Delta M = -0.02$, 95% CI_{Sidak(3)} [-0.04, 0.00], $t(5891.81) = -2.67$, $p_{\text{Sidak}(3)} = .023$. This indicates that high RS participants became less responsive to their co-player's investments after the manipulation, with smaller increases in returns as investments increased. The difference in these pre-post changes between high and low RS groups was significant, $\Delta M = -0.05$, 95% CI_{Sidak(3)} [-0.08, -0.02], $t(5887.33) = -4.11$, $p_{\text{Sidak}(3)} < .001$. This result suggests that the manipulation had significantly different effects on how low and high RS participants responded to their co-player's investments.

In the Control condition, we observed no significant changes in how participants responded to their co-player's investments between the pre and post phases, regardless of their RS level.

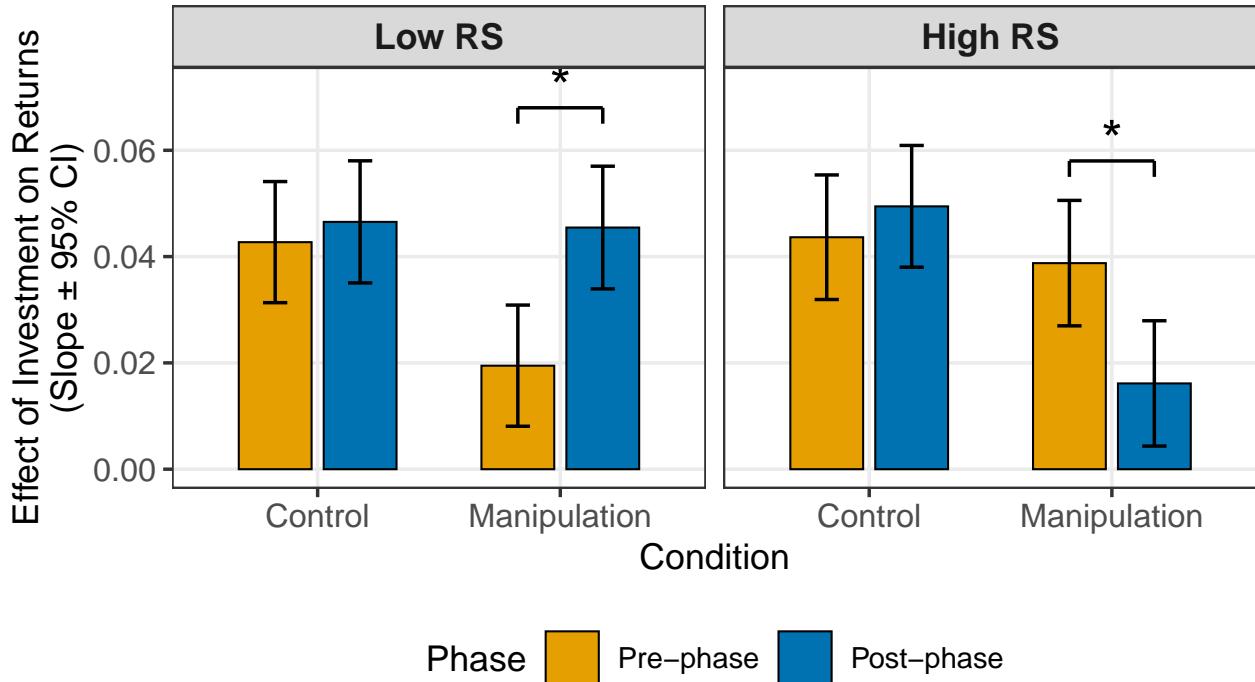


Figure 4: Marginal effect of investment on percentage returns by Phase, Condition, and RS group. Bars show estimated slopes (change in returns per SD increase in investment) from the mixed model; error bars represent 95% confidence intervals. In the Manipulation condition, Low RS participants became more responsive to investments post-exposure (* $p < .05$), while High RS participants became less responsive (* $p < .05$). No significant changes were observed in the Control condition.

246 Returns prior to pre-programmed low investment trials

To distinguish between contrast effects and betrayal aversion as explanations for reduced cooperation in the Manipulation condition, we examined returns in the rounds preceding the pre-programmed low investment. If contrast effects were operating, participants in the Manipulation condition should already show reduced returns before experiencing any low investment in the post-exposure phase. Conversely, if betrayal aversion were the primary mechanism, group differences should only emerge after the low investment.

The Phase \times Condition interaction was significant in rounds prior to the low investment ($F(1, 204.05) = 4.86, p = .029$). Participants in the Manipulation condition significantly decreased their returns from pre- to post-exposure phase even before encountering the low investment ($\Delta M = 0.03$, 95% CI [0.01, 0.06], $t(202.02) = 2.83, p = .005$), whereas those in the Control condition showed no change ($\Delta M = 0.00$, 95% CI [-0.02, 0.02], $t(201.17) = -0.15, p = .878$). The four-way interaction also remained significant ($F(1, 4454.34) = 7.12, p = .008$), suggesting that the differential responsiveness to investments observed in the full analysis was likewise present before the low investment occurred.

258 Reaction to pre-programmed low investment: event study analysis

259 To understand how participants reacted to and recovered from the pre-programmed low investment, an event study
 260 analysis was conducted centered on the low investment round (Figure 5). Two behavioral responses were examined:
 261 the Drop (change in returns at the low investment round relative to $t - 1$, where negative values indicate reduced
 262 returns reflecting punishment of low trust) and Recovery (change in returns at $t + 1$ relative to the low investment
 263 round, where positive values indicate restored cooperation).

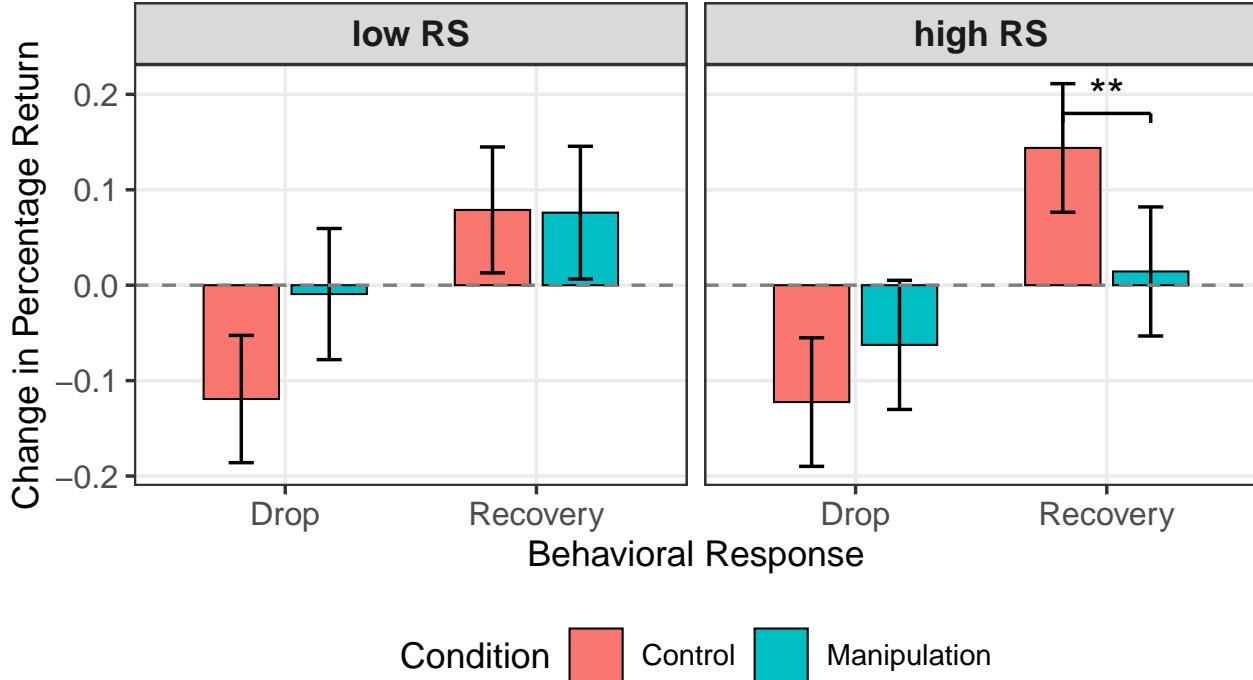


Figure 5: Drop and Recovery responses to pre-programmed low investment in the post-exposure phase (pre-exposure phase not shown as no between-condition differences were observed). Drop = change in returns from low investment round minus $t - 1$ (negative values indicate reduced returns); Recovery = change from $t + 1$ minus low investment round (positive values indicate restored returns). Bars show estimated marginal means from the mixed model; error bars represent 95% confidence intervals. The bracket shows the significant between-condition difference in Recovery for High RS participants. ** $p < .01$.

264 In the pre-exposure phase, there were no significant differences between conditions in either the Drop ($M = -0.02$,
 265 95% CI $[-0.09, 0.05]$, $t(1773.82) = -0.61$, $p = .543$) or Recovery ($M = 0.00$, 95% CI $[-0.06, 0.07]$, $t(1773.56) = 0.11$,
 266 $p = .914$), confirming that both groups started with equivalent behavioral patterns. In the post-exposure phase, a
 267 divergence emerged. The Control group showed a significantly larger Drop than the Manipulation group ($M = -0.08$,
 268 95% CI $[-0.15, -0.02]$, $t(1773.93) = -2.46$, $p = .014$), indicating that participants exposed to the forgiving agent
 269 showed a blunted immediate reaction to the low investment and did not reduce their returns as sharply. The subsequent
 270 Recovery did not differ significantly between conditions overall ($M = 0.07$, 95% CI $[0.00, 0.13]$, $t(1774.02) = 1.92$,
 271 $p = .055$).

272 When examining moderation by RS, the pattern appeared to be driven primarily by high RS participants. Low
 273 RS participants showed no significant difference in Recovery between conditions ($M = 0.00$, 95% CI $[-0.09, 0.10]$,
 274 $t(1774.24) = 0.06$, $p = .954$), with both groups displaying modest, similar recovery patterns after the low investment.
 275 The larger Drop observed in the Control condition for this group was partly attributable to their elevated cooperation
 276 level at $t - 1$.

277 High RS participants showed a different pattern. In the Control condition, they demonstrated trust repair by
 278 significantly increasing their returns after the low investment ($\Delta M = 0.14$, 95% CI $[0.08, 0.21]$, $t(1774.05) = 4.19$,
 279 $p < .001$). However, those in the Manipulation condition failed to recover, showing no significant increase in returns at
 280 $t + 1$ ($\Delta M = 0.01$, 95% CI $[-0.05, 0.08]$, $t(1773.54) = 0.42$, $p = .676$). The difference in Recovery between conditions

281 was significant ($M = 0.13$, 95% CI [0.03, 0.22], $t(1773.79) = 2.66$, $p = .008$).

282 In summary, the forgiveness intervention appeared to dampen reciprocal responsiveness, hindering the re-establishment
283 of cooperation following a temporary withdrawal of trust. This effect was more pronounced among high RS individuals.
284 While high RS participants in the Control condition demonstrated active reciprocity by reducing returns sharply when
285 trust was withdrawn and increasing them when trust was restored, those exposed to the forgiving agent exhibited a
286 disengaged pattern characterized by a muted reaction to the low investment and a failure to reinstate high returns
287 afterward.

288 HMM investor in pre and post phases

289 Was the HMM's strategy similar between pre and post phases in the control condition? Was participants' behavior
290 post exposure differentiated enough to induce a different reaction from the HMM? To answer these questions, we test
291 for differences in the HMM agent's investment by Phase, Condition and RS using a linear mixed-effects model as
292 described in the methods section. As seen in Figure 3, we find no main or interaction effects, indicating the HMM's
293 behavior was on aggregate similar across levels of Phase, Condition and RS. This consistency in the investor's behavior
294 is a desirable feature of the HMM agent when the participants' behavior is largely similar between phases. More
295 importantly, it indicates that the lower returns of participants in the post phase of the manipulation condition were
296 not differentiated enough to make the HMM react by transitioning to lower latent trust states. It is also noteworthy
297 that the HMM agent was relatively successful in imitating human behavior in this paradigm: When asked during
298 debrief whether they thought the investors they faced were human or not, 41% of participants thought they were either
299 facing a human or were not sure of the nature of the co-player. When asked to justify their choice, many answers
300 reflected participants projecting human traits such as "spitefulness" or "greed" onto the artificial co-player's behavior.

301 Exposure phase trials

302 So far we focused on analyzing behavior for the pre and post phases. Here, we look at returns and investments in
303 the exposure phase. The linear mixed effects model of participants' returns in the exposure phase does not show
304 a main effect of Condition on returns. There was a main effect of Investment, $F(1, 4117.20) = 233.19$, $p < .001$,
305 with participants positively reciprocating higher investments, an interaction effect between Condition and Investment
306 $F(1, 4117.20) = 45.93$, $p < .001$, showing a stronger positive reciprocity in the Control condition, and finally a three
307 way interaction between the RS group, Condition and Investment $F(1, 4117.20) = 4.21$, $p = .040$, showing that this
308 stronger positive reciprocity to investment in the Control condition is higher for participants with high RS. The
309 linear mixed effects model of the HMM investments shows a main effect of Condition $F(1, 202) = 197.64$, $p < .001$,
310 suggesting higher overall investments for the forgiving HMM compared to the human-like HMM, but no difference in
311 investments when facing low and high RS groups.

312 In summary, despite the forgiving HMM sending overall higher investments in the exposure phase, participants returned
313 similar proportions of the multiplied investments as those facing the human-like HMM. The positive reciprocity of
314 returns to investments was higher in the Control condition with this relationship stronger for the high RS group.

315 Questionnaire scores and performance

316 While we found a significant correlation between participants' Levels of Personality Functioning Score (LPFS) and the
317 Rejection Sensitivity Questionnaire score (RSQ), Spearman's $r_s = .52$, $p < .001$, there was no correlation between
318 these questionnaire scores and participants' return or overall task performance.

319 Player ratings

320 Figure 6 shows participants' ratings of co-players across phases. We examined two contrasts: pre-exposure versus
321 exposure phase ratings, and pre-exposure versus post-exposure ratings.

322 High RS participants showed more differentiated perceptions of the agents. In the Manipulation condition, they
323 rated the forgiving agents as more cooperative during exposure ($\Delta M = 2.57$, 95% CI [0.84, 4.30], $t(808) = 2.91$,
324 $p = .004$). In the Control condition, however, high RS participants rated the same human-like HMM progressively
325 more negatively—lower on cooperation ($\Delta M = -2.65$, 95% CI [-4.37, -0.94], $t(808) = -3.04$, $p = .002$), forgiveness
326 ($\Delta M = -2.19$, 95% CI [-4.00, -0.39], $t(808) = -2.38$, $p = .017$), and willingness to play again ($\Delta M = -3.62$, 95%
327 CI [-5.73, -1.50], $t(808) = -3.36$, $p < .001$)—despite the agent's strategy remaining unchanged. Low RS participants
328 showed largely undifferentiated perceptions between pre and exposure phases regardless of condition.

329 Comparing pre to post-exposure ratings revealed a contrast effect: after experiencing the forgiving agent, both RS
330 groups in the Manipulation condition rated the post-exposure agent (identical to pre-exposure) more negatively on

331 forgiveness (High RS: $\Delta M = -0.88$, $SE = 0.38$, $t(808.0) = -2.33$, $p = .020$; Low RS: $\Delta M = -1.14$, $SE = 0.38$, $t(808.0)$
 332 $= -2.98$, $p = .003$) and willingness to play again (High RS: $\Delta M = -1.29$, $SE = 0.44$, $t(808.0) = -2.92$, $p = .004$; Low
 333 RS: $\Delta M = -1.30$, $SE = 0.45$, $t(808.0) = -2.90$, $p = .004$). Low RS participants in the Control condition showed
 334 stable ratings, accurately perceiving the consistent agent strategy, while high RS participants in the Control condition
 335 continued their negative drift (Cooperation: $\Delta M = -0.96$, $SE = 0.36$, $t(808.0) = -2.70$, $p = .007$). These rating
 336 patterns converge with the behavioral findings, suggesting high RS individuals are particularly sensitive to relative
 337 comparisons between interaction partners.

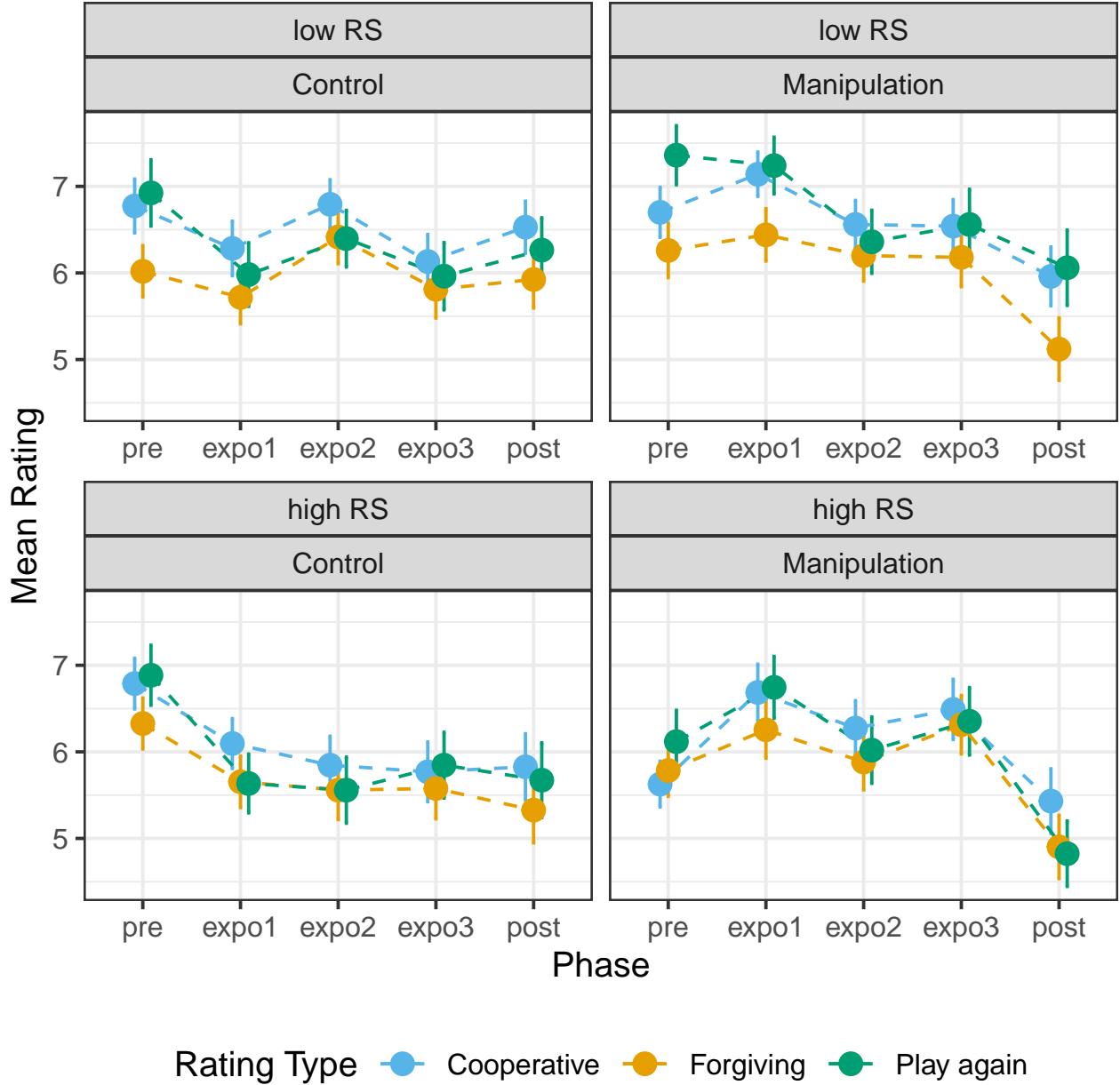


Figure 6: Participants' ratings of co-players by phase, condition, and RS group. Blue: perceived cooperation; orange: perceived forgiveness; green: willingness to play again. Low RS participants showed stable ratings in the Control condition. High RS participants showed declining ratings in the Control condition despite unchanged agent strategy, and more differentiated perceptions in the Manipulation condition.

338 Discussion

339 We used a randomized controlled online experiment where participants played a RTG with artificial agents designed
340 to simulate human-like trust-building scenarios. Participants were then exposed to either forgiving and behaviorally
341 consistent HMM agents (which, by design, were also more cooperative due to their inability to remain in a low-trust
342 state and their lack of pre-programmed trust violations) or standard human-like HMM agents before playing another
343 RTG. We found that RS did not moderate participants' returns as trustees in the repeated trust game. While previous
344 research has shown that RS affects *trust* formation, appraisal and repair, its impact on *reciprocity* in repeated economic
345 exchanges has been less explored. Our results suggest a potential dissociation between RS's known effects on broader
346 social behavior and its limited influence on reciprocity in structured, repeated interactions, challenging assumptions
347 about the pervasive influence of RS on social behavior and highlighting the complexity of factors influencing reciprocity
348 in economic exchanges.

349 Contrary to our hypothesis, exposure to forgiving and behaviorally consistent agents did not increase participants'
350 reciprocity or cooperation, nor did it prompt the artificial agent to increase its trust in participants through higher
351 investments. Instead, participants reduced their returns overall while the returns of those in the Control group did not
352 change between the pre and post phase of the experiment. Why did participants reduce their returns even though they
353 were repeatedly exposed to agents designed to be more forgiving? A look at how the participants rated their co-players
354 might shed some light on what might be driving this reduction in returns for those in the Manipulation condition.
355 Those exposed to the forgiving agent rated their opponent in the post-exposure phase lower on all attributes even
356 though they faced the same dynamic human-like HMM as pre-exposure. One possible explanation for this drop in
357 rating is that participants exhibited a negative contrast effect. This occurs when the evaluation of a person, object, or
358 situation is influenced by comparisons with recently encountered contrasting objects or people. If we've repeatedly
359 interacted with someone exceptionally nice, our perception of a normal level of niceness might be skewed, making
360 typical behavior seem less favorable or even negative by comparison (Kobre & Lipsitt, 1972). As the most recently
361 faced opponents were more forgiving (and consequently more cooperative), this negative contrast effect may have
362 trumped any learning transfer from being repeatedly exposed to forgiving agents (Zentall, 2005). If this contrast effect
363 is indeed replicable, then an avenue for future research would be to use it to our benefit by making the participants
364 play agents with low cooperation perception.

365 The design deliberately created two qualitatively different exposure experiences: Manipulation participants interacted
366 with partners who were both forgiving (unable to remain in low-trust states) *and* behaviorally consistent (no pre-
367 programmed trust violations), while Control participants interacted with partners who maintained the same pattern of
368 occasional low investments seen in the pre-exposure phase. This design reflects the multidimensional nature of secure
369 relational experiences in attachment theory—a secure base provides both responsiveness to distress (forgiveness) and
370 consistent availability (Bowlby, 1988). The Control condition thus represents continuity with typical relationship
371 patterns, while the Manipulation condition tests whether exposure to an idealized partner—one who is positive on
372 both dimensions—produces lasting change.

373 One might argue that the Manipulation condition's absence of trust violations during exposure could produce
374 heightened betrayal aversion when participants later encountered the post-phase low investment. However, the analysis
375 of returns prior to the pre-programmed low investment provides evidence against this account. If betrayal aversion
376 were driving the effect, group differences should only emerge after participants encountered the low investment in the
377 post-exposure phase. Instead, Manipulation participants had already significantly reduced their returns in rounds
378 1-12 of the post-exposure phase—before any low investment occurred. This pattern is consistent with contrast effects
379 operating from the beginning of the post-exposure phase, as participants immediately perceived the human-like agent
380 as less cooperative compared to the forgiving agent they had just experienced. While betrayal aversion may contribute
381 to specific aspects of the observed patterns, such as the impaired recovery following the low investment in high RS
382 participants, it cannot account for the overall reduction in cooperation that was already evident before any low
383 investment.

384 A third alternative interpretation is that exposure to forgiving agents reduced deterrence, promoting strategic
385 exploitation (Thielmann et al., 2020). From this perspective, participants in the Manipulation condition may have
386 learned during exposure that they could return less without consequence, then carried this exploitation strategy
387 forward. However, the exploitation diagnostic analysis argues against this account. If participants were strategically
388 exploiting, we would expect an increase in investor-harming returns (those below the one-third threshold that cause
389 the investor to incur a loss) and higher trustee payoffs in the Manipulation condition. Instead, the Manipulation
390 condition showed *lower* exploitation rates than Control at both time points, and the Phase × Condition interaction
391 for exploitation probability was not significant. Furthermore, trustee payoffs did not increase in the Manipulation
392 condition. This pattern is inconsistent with learned exploitation: participants were not extracting more resources or
393 causing greater harm to their partners. Rather, the reduced returns appear to reflect altered perception of partner

394 cooperativeness, as evidenced by the decline in explicit ratings of the post-exposure agent. The trustee role in the trust
395 game is also fundamentally reactive—trustees respond to investments already received—making proactive exploitation
396 tendencies less relevant than in games where participants initiate exchanges (Thielmann et al., 2020).

397 While the negative contrast effect operated across RS groups, the pattern of responses to trust violations differed in
398 ways that align with clinical models of rejection sensitivity. In the event study analysis, high and low RS participants
399 showed comparable immediate reactions to the low investment (the Drop), indicating intact detection of trust violations
400 regardless of RS level. However, the groups diverged in their subsequent recovery patterns: high RS participants in the
401 Manipulation condition failed to restore cooperation following the low investment, whereas low RS participants and
402 Control participants showed recovery. This dissociation between intact rejection detection and impaired relationship
403 repair is consistent with research on social learning difficulties in individuals with elevated RS and related clinical
404 presentations. Studies of borderline personality disorder, where RS is characteristically elevated, have documented
405 specific deficits in updating social expectations following positive interpersonal experiences (Schuster et al., 2021;
406 Staebler et al., 2011). Similarly, research on depression has identified “cognitive immunization” processes whereby
407 negative schemas resist modification despite contradictory evidence (Kube et al., 2020). The high RS participants’
408 failure to recover cooperation, despite prior exposure to consistently forgiving behavior, may reflect analogous difficulties
409 in leveraging positive social experiences to update expectations and restore trust.

410 The four-way interaction findings further support this interpretation. High RS participants showed decreased
411 responsiveness to their co-player’s investments following the forgiveness manipulation, a pattern suggestive of
412 withdrawal from contingent social exchange. This reduced sensitivity to partner behavior parallels the self-silencing
413 and social withdrawal documented in high RS populations, where anticipatory self-protection can paradoxically
414 undermine relationship maintenance (Ayduk et al., 2000; Romero-Canyas et al., 2010). In contrast, low RS participants
415 showed increased responsiveness to investments post-phase, suggesting they internalized the cooperative norms
416 experienced during exposure and carried this forward to subsequent interactions. This differential capacity to benefit
417 from positive social experiences maps onto broader findings that RS impedes the acquisition and transfer of adaptive
418 interpersonal strategies (Pietrzak et al., 2005).

419 The combination of blunted responsiveness to investments and absent recovery in high RS participants suggests a
420 pattern of passive disengagement rather than active retaliation. While overall return levels did not differ between
421 RS groups, these specific behavioral signatures indicate that RS does modulate particular aspects of cooperative
422 behavior. The ratings data complement these findings: high RS participants showed more negative explicit evaluations
423 of their co-players, rating them lower on forgiveness and willingness to interact again. This convergence between
424 explicit ratings and behavioral patterns suggests that the effects of RS on social exchange are expressed across multiple
425 response systems. The structured nature of the trust game may constrain RS effects to specific behavioral signatures
426 (such as contingent responding and recovery) rather than overall cooperation levels, while the more open-ended nature
427 of rating tasks allows for broader expression of RS-related evaluative biases (Lieberman, 2007).

428 These findings have implications for interventions aimed at promoting trust and cooperation. The present results
429 suggest that exposure to positive social models alone may be insufficient for high RS individuals, and may even
430 produce iatrogenic effects through negative contrast. The specific deficits observed—impaired recovery from trust
431 violations and reduced sensitivity to partner behavior—point to potential intervention targets. Approaches that
432 focus on enhancing the capacity to update expectations following interpersonal ruptures may be more effective than
433 simply providing positive experiences. This could include explicit training in recognizing repair attempts, practicing
434 graduated trust restoration, or developing metacognitive awareness of the tendency toward disengagement following
435 perceived rejection. Future research should examine whether these behavioral patterns generalize to naturalistic
436 social contexts and whether targeted interventions can modify the updating and recovery deficits observed in high
437 RS participants (Balliet et al., 2011). However, given the minimal nature of the trust game paradigm and the brief
438 exposure period, these findings should be interpreted as proof-of-concept demonstrations rather than direct evidence
439 for clinical intervention design. The corrective experience hypothesis in attachment theory typically refers to sustained,
440 emotionally significant relationships; the present findings suggest that even minimal positive exposure produces
441 measurable effects, though whether such effects scale to therapeutic contexts requires investigation.

442 Limitations

443 While this study offers valuable insights into trust and cooperation dynamics, several limitations warrant consideration.
444 First, the Manipulation condition combined two features of positive relational experiences: forgiveness (agents could
445 not remain in low-trust states following low returns) and behavioral consistency (no pre-programmed low investments
446 during exposure). This combination was deliberate—secure relationships typically involve both dimensions—but it
447 means we tested a “strong” version of the corrective experience hypothesis rather than isolating forgiveness specifically.
448 Control participants, by contrast, experienced realistic continuity: partners who showed the same pattern of occasional

449 low investments across all phases. Although the analysis of pre-low-investment returns favors contrast effects over
450 betrayal aversion as the primary mechanism, future replications could include additional conditions (e.g., forgiving
451 agents that still deliver occasional low investments) to isolate the unique contribution of each relational dimension.
452 Second, our extreme groups design for RS (selecting participants with RSQ scores > 15 or < 10) maximized power
453 to detect moderation effects but may inflate effect sizes and limit generalizability to individuals with moderate RS.
454 Future research should examine RS as a continuous variable. Third, the brief exposure phase (three seven-round
455 games) may have been insufficient to induce lasting changes. Fourth, the online format eliminates social cues present
456 in face-to-face interactions. Notably, while 41% of participants believed they faced humans and a similar proportion
457 were unsure, the observed effects emerged even among those who suspected AI, suggesting robustness of the findings.
458 Despite these limitations, subsequent studies could address these constraints by incorporating face-to-face interactions,
459 longer exposure periods, and continuous RS measurement. Regarding generalizability, our results may be specific to
460 adults with high or low RS recruited from online platforms and may not generalize to clinical populations, children, or
461 older adults. We believe the core finding of decreased cooperation after exposure to forgiving agents should generalize
462 across different populations and contexts, though the effect's strength and its interaction with RS may vary. Cultural
463 differences in norms of cooperation and trust may also influence the generalizability of these findings, necessitating
464 cross-cultural replications.

465 Conclusion

466 This randomized controlled experiment enabled us to uncover unexpected effects of exposure to forgiving behavior on
467 subsequent cooperation, particularly in relation to RS. These findings challenge existing assumptions about fostering
468 cooperative behavior and suggest the need for more nuanced interventions. Importantly, the use of HMM-based
469 artificial agents in this study represents a significant methodological advancement. By providing a balance between
470 experimental control and realistic, adaptive behavior, these agents allowed for a nuanced exploration of trust dynamics
471 that would be challenging to achieve with human confederates or simplistic computer algorithms. This approach
472 opens up new possibilities for studying complex social interactions in controlled settings, potentially bridging the gap
473 between laboratory experiments and real-world social dynamics.

474 Author contributions statement

475 Author A, Author B and Author C designed and developed the study concept. Experiment design, testing and data
476 collection were performed by Author A. Author A analyzed and interpreted the data under the supervision of Author
477 B and Author C. All authors jointly wrote and approved the final version of the manuscript for submission.

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485 Additional information

486 Correspondence

487 All correspondence and requests for materials should be addressed to the corresponding author.

488 Transparency and data availability

489 Preregistration: The hypotheses and methods were not preregistered. The primary hypothesis, based on attachment
490 theory, predicted that forgiveness exposure would increase cooperation. The alternative predictions regarding contrast
491 effects and RS-specific updating biases were incorporated into the theoretical framework following initial data analysis,
492 though both perspectives were grounded in existing literature. The analysis plan was not preregistered. Materials: All
493 study materials are publicly available at <https://github.com/ismailg/exposure-public>. Data: All primary data are
494 publicly available at <https://github.com/ismailg/exposure-public>. Analysis scripts: All analysis scripts are publicly
495 available at <https://github.com/ismailg/exposure-public>.

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