

Symposia Session D5

# SPONTANEOUS AND INTENTIONAL TRAIT INFERENCES: NEW CHALLENGES AND BRIDGES

Friday, January 28, 3:30 - 4:45 pm, Room 217 C-D

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Chair: Rui S. Costa, University of Lisbon, Princeton University  
Co-Chair: Jeffrey W. Sherman, University of California, Davis

## COGNITIVE CAPACITY AFFECTS BOTH STT AND STI

John J. Skowronski<sup>1</sup>, Brett M. Wells<sup>1</sup>, Matthew T. Crawford<sup>2</sup>, Cory R. Scherer<sup>3</sup>, Donal E. Carlston<sup>4</sup>

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## A FUNCTIONAL ANALYSIS OF SPONTANEOUS TRAIT INFERENCE IN NON- CONSCIOUS AFFILIATION GOALS

SoYon Rim<sup>1</sup>, Kate E. Min<sup>2</sup>, James S. Uleman<sup>1</sup>, Tanya Chartrand<sup>2</sup>,

<sup>1</sup>New York University, NY, <sup>2</sup>Duke University, NC

## INTENTIONAL IMPRESSIONS AND DIFFERENTIAL TRAIT ENCODING OF EXPECTANCY-CONGRUENT AND INCONGRUENT BEHAVIORS

Rita Jerónimo<sup>1</sup>, Leonel Garcia-Marques<sup>2</sup>, Neil Macrae<sup>3</sup>,

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## SOCIAL NEUROSCIENCE APPROACH TO TRAIT INFERENCES: COMPARISON BETWEEN SPONTANEOUS AND INTENTIONAL

Frank Van Overwalle<sup>1</sup>, Ning Ma<sup>1</sup>, Marijke Van Duynslaeger<sup>1</sup>, Edwin Verstraeten<sup>1</sup>, Marie Vandekerckhove<sup>1</sup>, Ruth Seurinck<sup>2</sup>, Wim Fias<sup>2</sup>,

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**Abstract:** After years of research showing that trait inferences are made spontaneously from behaviors, recent developments in the field of spontaneous trait inferences (STIs) directed attention to the shared aspects of those inferences with other types of inferences and processes. The present proposal intends to contribute to an integrative view of these recent developments by presenting research that explores shared and distinctive mechanisms underlying STIs and spontaneous trait inferences (STTs), as well as between STIs and intentional trait inferences, and that examines the relation between STIs and the perceiver's goals. John Skowronski will show that although it is generally assumed that STTs are based on associative processes, cognitive effort in working memory is still needed for the establishment of such associative links, just as for the inferential processes underlying STIs. In the second presentation, SoYon Rim will explore the sensitivity of STIs to perceiver's goals and will show that an unconscious affiliation goal spontaneously promotes more positive trait inferences from others' behaviors. The last two presentations specifically address the interplay between STIs and inferences made under intentional impression formation goals. Rita Jerónimo will contend that some processing differences typically observed when intentionally forming impressions might be based on STIs and their inhibition by previous expectancies. Finally, Frank Van Overwalle will explore, adopting both ERP and fMRI measures, the common and distinctive processes involved in spontaneous and intentional trait inferences.