# Contents

Contributors

Pref	ace xiii	
Cha	pter 1	
The	nitive and Affective Processes in Intergrou Developing Interface L. HAMILTON and DIANE M. MACKIE	p Perception
II. III.	Introduction 1 Two Components of the Conceptual Backdrop The Developing Interface 4 Chapter Previews 5 References 10	2
Chaj	pter 2	
Moa	otions, Arousal, and Stereotypic Judgment lel of Affect and Stereotyping	s: A Heuristic
I. II.	Introduction 13 Stereotyping in Social Judgment: Stereotypes as Judgmental Heuristics 15 Emotional Argued and Processing Connector	16
HI.	Emotional Arousal and Processing Capacity	16

vi Contents

<ul><li>IV. Emotion and Cognitive Motivation 21</li><li>V. Empirical Studies of Emotion and Stereotyping 25</li></ul>
V. Empirical Studies of Emotion and Stereotyping 25 VI. Issues for Future Research 29
VII. Conclusion 32
References 33
Chapter 3
The Influence of Affect on Stereotyping:
The Case of Illusory Correlations
DAVID L. HAMILTON, STEVEN J. STROESSNER, and DIANE M. MACKIE  I. Introduction 39  II. Influence of Affect on Cognitive Processing 41
III. Illusory Correlations in Intergroup Perception 44
<ul><li>IV. Affect and Distinctiveness-Based Illusory Correlations</li><li>V. Affect and Expectancy-Based Illusory Correlations</li><li>51</li></ul>
VI. Summary and Implications 55
References 58
Chapter 4
Affect and Perceived Group Variability: Implications for Stereotyping and Prejudice
STEVEN J. STROESSNER and DIANE M. MACKIE  I. Introduction 63
II. Perceived Variability and Stereotyping 64
III. How Do People Judge Group Variability?
<ul><li>IV. How Might Affect Influence Judgments of Group Variability?</li><li>V. Affect and the Contact Hypothesis: Implications</li></ul>
for Stereotype Change 79
References 83
Chapter 5
The Role of Anxiety in Facilitating Stereotypic Judgment of
Outgroup Behavior
DAVID A. WILDER
I. Introduction 87
II. Stereotype Usage 88

93

IV. Anxiety and Stereotyping 91  V. Anxiety and the Impact of Counterstereotypic Information  VI. Assimilation or Contrast 100  VII. Working Propositions 102  VIII. Applications and Discussion 103  References 106	
Chapter 6	
Cognition and Affect in Stereotyping: Parallel Interactive Networks	
WALTER G. STEPHAN and COOKIE WHITE STEPHAN	
I. Introduction 111	
II. A Network Model of Stereotype-Related Cognitions 112	
III. A Network Model of Affect and Cognition 117	
<ul><li>IV. Stereotypes and Prejudice: An Empirical Study</li><li>V. Conclusion</li><li>132</li></ul>	
References 132	
Chapter 7  Values, Stereotypes, and Emotions as Determinants of Intergroup Attitudes  VICTORIA M. ESSES, GEOFFREY HADDOCK, and MARK P. ZANNA  I. Introduction 137  II. Framework and Terminology 138  III. Affect and Intergroup Attitudes 140  IV. Cognition and Intergroup Attitudes 141  V. The Interplay of Affect and Cognition 148  VI. Future Research Directions 160  VII. Conclusions 162	
References 163	
Chapter 8	
Stereotypes and Evaluative Intergroup Bias	
OHN F. DOVIDIO and SAMUEL L. GAERTNER	
I. Introduction 167	
II. Is Ingroup-Outgroup Categorization Sufficient to Activate Category-Based Affect? 169	

*viii* Contents

III. Can Cognitive and Affective Components in Category-Based
improbabilit officeron be made pendent.
IV. Do Deliberative Considerations Modify Spontaneous Expressions of Impressions? 186
Expressions of Impressions? 186 V. Summary and Implications 187
References 190
References 170
Chapter 9
Mere Exposure Effects with Outgroup Stimuli
ROBERT F. BORNSTEIN
I. Introduction 195
II. Processes Underlying the Mere Exposure Effect 198
III. Exposure Effects Involving Outgroup Stimuli 201
IV. The Relative Magnitudes of Ingroup and Outgroup
Mere Exposure Effects 204
V. Exposure Effects with Outgroup Stimuli: Theoretical
and Practical Implications 205
VI. Conclusions 208
References 210
Chapter 10
Attingtion of Emption Theory and Decomplete Stangards
Applications of Emotion Theory and Research to Stereotype
and Intergroup Relations
ERIC J. VANMAN and NORMAN MILLER
I. Introduction 213
II. Emotion Theory and Methodology: A Brief Primer 216
III. Cognition Causing Emotions 220
IV. Emotion Causing Cognitions 228
V. Consequences for Behavior 229
VI. Conclusions 231
References 232
Chamton 11
Chapter 11
Negative Interdependence and Prejudice: Whence the Affect

SUSAN T. FISKE and JANET B. RUSCHER

II. A Theoretical Gap

239

III. Interdependence as a Source of Emotion

240

243

I. Introduction

MILE	11.5
V. VI. VII.	Mere Membership 247 Presumed Blockage by Outgroup Members 252 Reducing Negative Affect: Avoidance versus Contact? 256 Contact 259 Conclusions 261 References 264
Chap	oter 12
Mean I. II. III.	cotyping and Affect in Discourse: Interpreting the ning of Elderly, Painful Self-Disclosure  HENWOOD, HOWARD GILES, JUSTINE COUPLAND, and NIKOLAS COUPLAND Introduction 269 Stereotype Research: Past and Present Perspectives 270 The Management and Meaning of Sequences of Elderly, Painful Self-Disclosure: Introduction to an Interpretive Analysis of Some Discourse Data 276 The Invoking of Stereotypes and Other Themes in Accounts of Elderly, Painful Self-Disclosure 281 Concluding Remarks 291 References 293
Chap	oter 13
	al Identity and Social Emotions: Toward New ceptualizations of Prejudice

ELIOT R. SMITH

I. Introduction 297

II. Prejudice as Attitude 298

III. Prejudice as Emotion 301

IV. Implications and Unresolved Issues 306 References 313

## Chapter 14

### The Role of Discrepancy-Associated Affect in Prejudice Reduction

PATRICIA G. DEVINE and MARGO J. MONTEITH

I. Introduction 317

II. Renouncing Prejudice: New versus Old Ways of Responding 318

x Contents

<ul> <li>III. Affective Consequences of Coexisting, Conflicting Reactions 320</li> <li>IV. The Functional Significance of Discrepancy-Associated Affect 326</li> <li>V. A Model of Prejudice Reduction 334</li> <li>VI. Concluding Remarks 338</li> <li>References 341</li> </ul>
Chapter 15
Social Stigma: The Consequences of Attributional Ambiguity  BRENDA MAJOR and JENNIFER CROCKER  I. Introduction 345  II. The Attributional Ambiguity of Stigma 347  III. Implications of Attributional Ambiguity 351  IV. Alternative Sources of Attributional Ambiguity 364  V. Conclusions and Directions 366  References 367
Chapter 16
Affect, Cognition, and Stereotyping: Concluding Comments
DIANE M. MACKIE and DAVID L. HAMILTON  I. Developing the Interface: Affect and Cognition in Constant Interaction 371  II. Changing Conceptualizations of Stereotype and Prejudice 374  III. From Individual to Intergroup Concepts of Cognition and Emotion 376
IV. Further Difficulties for the Contact Hypothesis V. An Opportunity for Social Change? 380 References 382
Index 385

385