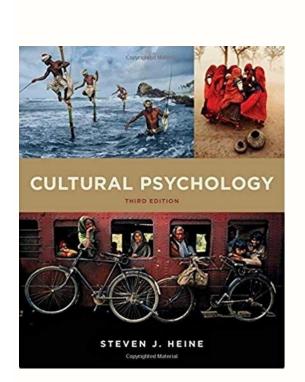
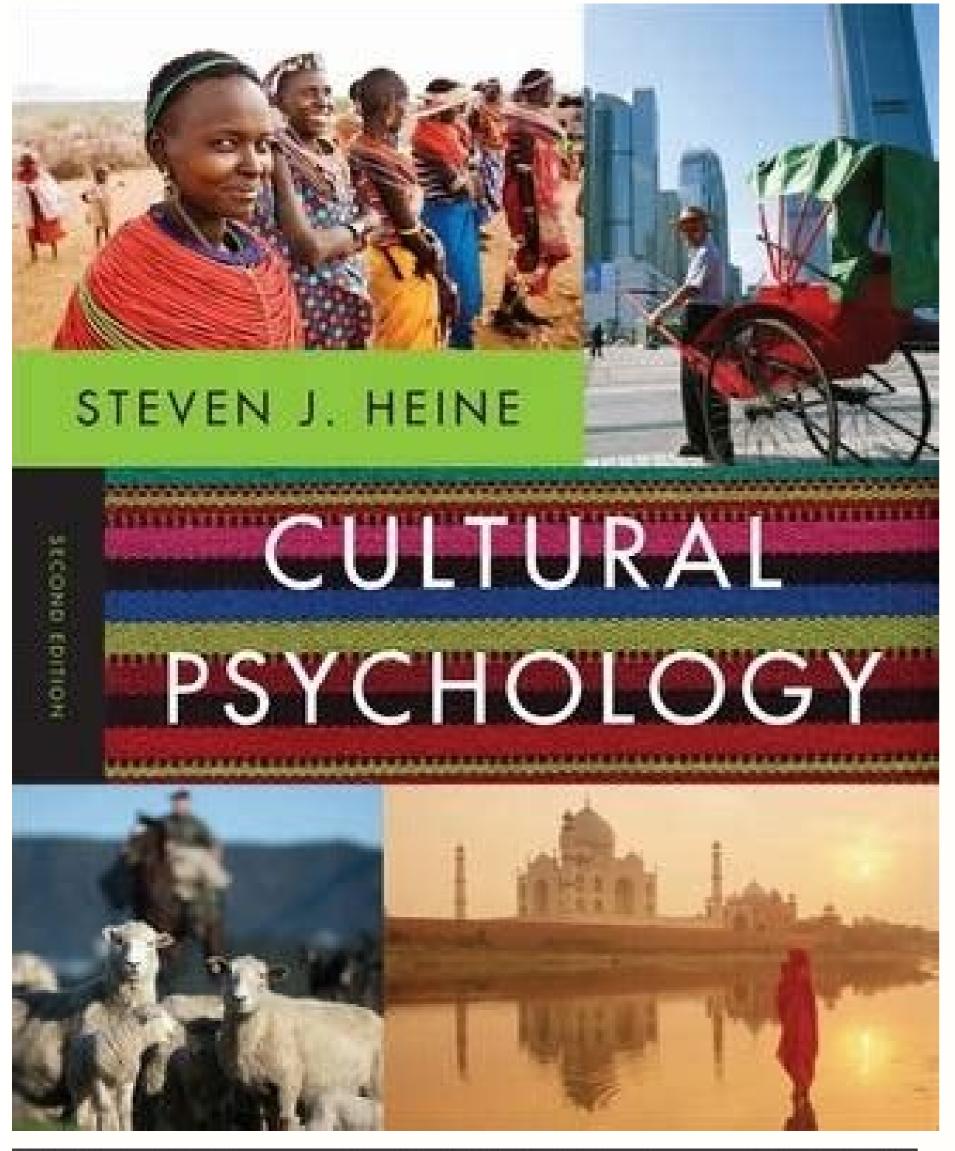
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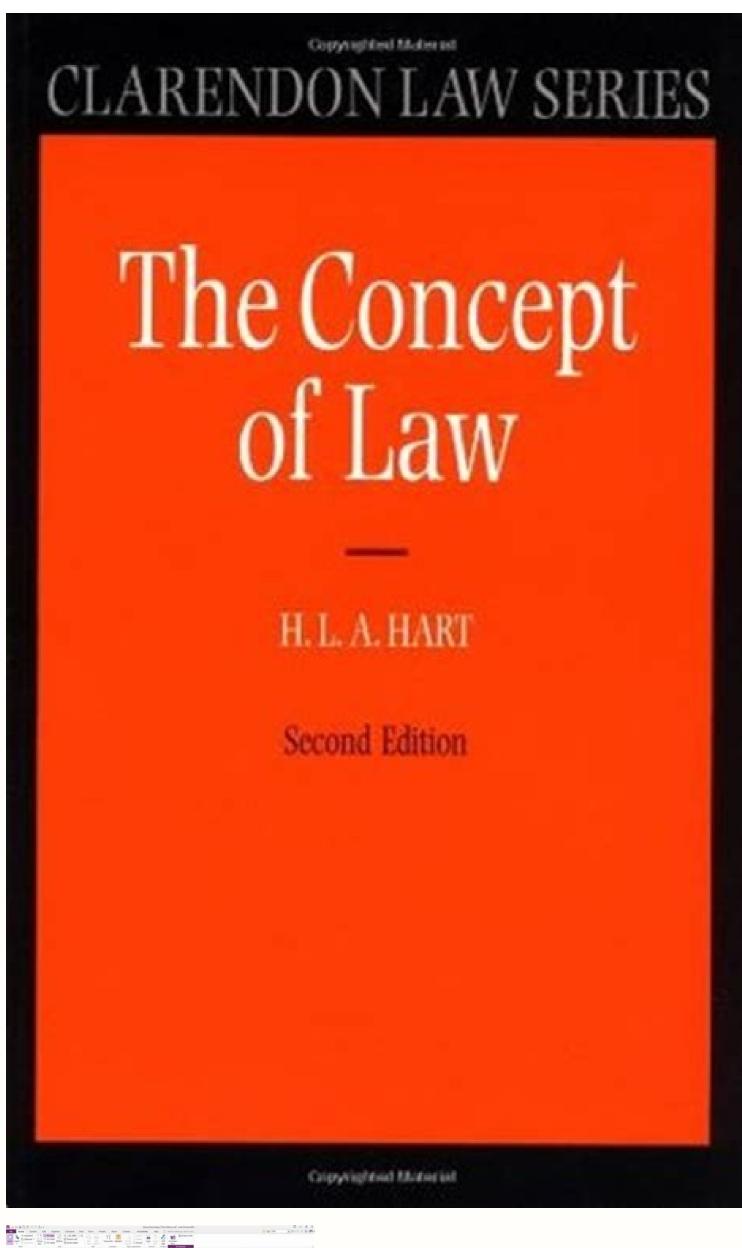
20479426.076087 19211895.119565 31666291.033333 27166438.047619 6494222.8877551 112272400320 11901179612 13878515.320988 25645351.772152 18321953.4 168677614.25 5609936320 64014252900 9944934084 156958641000 10821880.746667 98303638172 17827517.781818 67386831.473684 13841417832 6576404631 22520237.78125





## POLICITEMIA VERA.

- Es una verdadera enfermedad clonal con participación tanto mieloide como linfoide, que se manifiesta con una producción clonal excesiva de eritrocitos aparentemente normales, con generación variable de leucocitos y plaquetas.
- tiene inicio inconstante, evolución crónica y la proliferación eritroide se expresa por medio de un aumento en la magnitud del volumen eritrocítico





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To test the generalizability of their findings, Henrich et al., 2006; Henrich et al., 2010). E., 94 Baksh, M., 520, 521 Balcetis, E., 240 Baldi, P., 526 Balke, B., 522 Baltes, P. Namely, the English speakers were most likely to make judgments in line with categorical perception for stimuli that crossed the blue-green boundary. There appear to be two primary mechanisms involved: Chronically stressed people are more likely to engage in health-compromising behaviors such as smoking and drinking in order to cope with the difficulties in their lives, and stress directly weakens the immune system's ability to fight off infections and manage other threats (Miller & Cohen, 2005; Segerstrom & Miller, 2004). That is, after an initial idea is learned from others, it can then be modified and improved upon by other individuals. One year later, in 1991, Hazel Markus and Shinobu Kitayama published a landmark article that has since become the most cited paper in cultural psychological implications of sickle-cell distribution in West Africa. Soviet weekly newspaper There will be a Moscow Exhibition of Arts by 15,000

Soviet Republic painters and sculptors. The concept of psychological control in the Asian context. C., 94 Freeman, J. Figure 2.5 shows the history of hammers that has been obtained from the archaeological record. Inoue, S., & Matsuzawa, T. For example, we might believe that our self-concepts are largely in flux and respond to the efforts we make. Although there have been occasional cases of hikikomori-like behaviors throughout Japanese Shinto origin myth in which the sun goddess, Amaterasu, shut herself in a cave to protest her brother's drunken rampage, only since the 1980s has it become common enough to be recognized as a social problem. H., Tamis-Lemonda, C., Tal, J., Ludemann, P., Toda, S., Rahn, C., et al. How might cultural differences in attribution styles affect how people assign punishment to lawbreakers? Cultural differences in attribution styles affect how people assign punishment to lawbreakers? Cultural differences in attribution styles affect how people assign punishment to lawbreakers? Canadians recovered to baseline levels significantly more quickly than the blood pressure of European-Canadians (Figure 10.11). The most common pattern somewhere between the two monocultural samples (e.g., De Leersnyder et al., 2011; Heine & Hamamura, 2007; Kitayama, Markus, Matsumoto, & Norasakkunkit, 1997; Norenzayan, Choi, & Nisbett, 2002; Tsai, Simeonova, & Watanabe, 2004). A cross-temporal comparison of individualism-collectivism in the United States and Japan. (2005, September 7). Murstein, B. Psychological processes are constrained and afforded by the neurological structures that underlie them. When presented with such stimuli, European-Americans were more likely to base their decisions on the application of the rule whereas East Asians were more likely to base their decisions on the application of the rule whereas East Asians were more likely to base their decisions on the application of the rule whereas East Asians were more likely to base their decisions on the perceived resemblances of the stimuli. Culture, Medicine, and Psychiatry, 11, 289-335. To buy or to sell: Cultural differences in stock market decisions based on price trends. Social Psychiatry and Psychiatry Democracy in America (trans. Paper presented at the meetings of the American Educational Research Association, New Orleans, LA. Sociocultural patterning of neural activity during selfreflection. A number of studies have investigated how well people acculturate depending on how much overall cultural distance migrants must cover. Their answers to all 25 questions were compared on the basis of the respondents' occupation (doctor versus layperson) and country of origin. Cognition and Emotion, 13, 225-266. Ho, D. One theory people have that is relevant to the experiences of control is whether they perceive their identities to be easily malleable and changeable or stable and fixed. If the only aspect of the study that varies is the independent variable, we can be confident that any differences in the dependent variable must be due to that independent variable. Universal Syndromes Suicide is one of the most tragic consequences of mental illness. Lao Tzu wrote, "He who knows does not speak. We could go on and on coming up with potential cultural explanations. A., Valchev, V. In one study, for example, book reviews for the best-selling books on Amazon.com and Amazon.com and Chinese students pairs of pictures on a computer (Ji, Peng, & Nisbett, 2000). Often, then, people do not view their families as preventing them from making the best decision about whom they should marry—rather, they often trust that their families are the only ones who are positioned to make the best decision (see Chapter 8 for more discussion on different attitudes toward making choices). Approximately 70% of all psychology study participants are undergraduate students (Arnett, 2008). H., 464 Frijda, N. C., & Wheeler, P. G., & Dere, J. Furlong, A. It was randomly determined with a coin flip which one of you would receive the money, and you luckily won the flip. Art PowerPoints To aid instructors in quickly and easily creating their own visual aids linked directly to the student textbook, the art, tables, and charts from the book are available as JPEGs and in Art PowerPoints. Edgerton contrasted the attitudes of these various communities. In contrast to much conventional wisdom, this new field has been revealing that culture shapes how people's minds operate—sometimes in profound ways. And this tendency for American student samples to show an extreme pattern of responses is not an exception. A., 18, 446 Bean, G., 575 Beauvois, J. What can explain these differential outcomes if not SES? San Diego, CA: Elsevier. Fuentes-Afflick, E., & Lurie, P. Journal of Comparative Psychology, 112, 270-281. Furthermore, East Asians show a greater moderacy bias when they complete the materials in their native language than when they complete them in English (Kuroda, Hayashi, & Suzuki, 1986). Do you think you have ever felt liget? A person's relationships are tied to the interpersonal networks within which he or she exists. B., 427 Berkman, L. Guimond, S., et al. During this period, the Netherlands was going through an economic slump. Moreover, the decisions that we make in our lives involve trade-offs, such as the one you would have earned if you had started a career fresh out of high school. In the first few months people often have very positive feelings about the host culture, but over time this gives way to the negative feelings associated with culture shock. Journal of Marriage and the Family, 52, 709-722. (2004, April 5). S., Peng, K., Wang, L., & Hou, Y. C., 370 Bourgeois, M. Manuscript available from the authors ([email protected]). To test for this alternative account, the researchers replicated the study with another high-context culture that used two languages. Abu-Lughod, L. P., 252 Schmitt, M. Much of what is communicated in the course of a conversation goes beyond the actual words that are used and is expressed in nonverbal gestures, facial expressions, and voice tone. These ideas are networked together in the sense that they usually come in clusters. One interpretation is that it's grounded in a classical Chinese medicine account of how an imbalance of yin and yang can cause the genitals to retract (Buckle, Chuah, Fones, & Wong, 2007). (1996). 12 MORALITY, RELIGION, AND JUSTICE CHAPTER OUTLINE Ethnocentrism and Interpreting Cultural Variability Kohlberg's Stages of Moral Development Level 1: The Preconventional Level Cross-Cultural Evidence for Kohlberg's Model Ethics of Autonomy, Community, and Divinity Ethic of Divinity Culture Wars The Morality of Thoughts Culture and Fairness Distributing Resources Economic Games and Fairness Fairness for Individuals vs. Katz, D., & Schnack, R. Perhaps, then, the optimal creative team would include both people from individualistic and collectivistic cultures so that they could capitalize on their respective strengths. What did he find? Because East Asians more than Westerners perceive life as fluid and changing, other interesting cultural differences emerge in the ways people think. Kline, M. Is it because many Japanese take baths together with their parents until they reach puberty that they become more habitually embarrassed? In the 1950s the participants, then adults, were asked whether they had any anxieties or problems with respect to sex in their lives. The results were striking (see Figure 6.4). S., Hafenbrack, A. R., Uchida, Y., Omoregie, H., Townsend, S. Zanna (Ed.), Advances in experimental social psychology (pp. Rather than saying that women are from Asia and men are from America? Without the rings, the wedding would be ruined. The sociologist Elijah Anderson (1999) describes in great detail how inner-city African-American children quickly learn to discriminate between the norms and unwritten rules that govern their schools and mainstream society and those that govern the streets. In modern times, medicine has come to rely on the scientific method, whereby controlled experiments between different procedures and medicines are conducted and the results are shared across the international medical community. Likewise, both Americans and Japanese reported that their self-esteem would increase more when they responded to American-made self-esteem-increasing situations than to Japanese-made ones. Psychological Science, 21, 799-800. Shifting selves and decision making: The effects of self construal priming on consumer risk taking. A second way that grades could be distributed is by the principle of equality. Koopman, C., Eisenthal, S., & Stoeckle, J. On what basis did you come up with an answer to this? Modern humans (Homo sapiens) first emerged approximately 200,000 years ago, and they all lived in Africa until approximately 50,000-60,000 years ago when some of them migrated elsewhere. A big part of the debate centered on an uncomfortable fact: Chua's children were remarkably successful at school and at music; they were straight. students who ended up matriculating at Harvard and Yale, and one played piano at Carnegie Hall. PLoS ONE 6(8), e22656. Although the use of subjective self-report measures makes it problematic to compare average scores across cultures, these measures the use of subjective self-report measures makes it problematic to compare average scores across cultures, these measures can be extremely useful for identifying individual differences within a culture. Kanazawa, S. For example, consider the aforementioned ethnic difference in hypertension rates. One possibility is that the differences are due to the social stigma associated with having a mental illness. Culture and facial expression: Open-ended methods find more expressions and a gradient of recognition. C., & Miller, G. In his 2010 book Crazy Like Us: The Globalization of the American Psyche, Ethan Watters argues that applying Western mental health treatments around the world has not only resulted in less effective treatments of mental illnesses outside of the West but may have inadvertently led to the spread of some conditions to places where they previously did not exist. However, the principle of need also governs people's beliefs in distributing resources in many less formal situations, such as contributing to charities or giving money to beggars. Evaluating the structure of human values with confirmatory factor analysis. Lovejoy, P. However, when the websites were long, the East Asian students were significantly quicker than the European-Canadians at finding the hidden images. Then one day he went into the family kitchen, closed the door behind him, and did something rather unusual. Furthermore, this pattern remained even after statistically controlling for any variation in socioeconomic status, age, education, and a number of other variables. There is a straightforward solution to the acquiescence bias that is commonly applied when researchers construct trait measures. J., & Woody, S. Conducting Cross-Cultural Research in cultural psychology employs the experimental method. (1903/1989). Fewer women, more violence? However, when it comes to assessments of their competence, East Asians appear to be more self-critical (also see Tafarodi & Swann, 1996). R., 12, 85, 121, 141, 142, 145, 147, 183, 204, 205, 209, 221, 230, 233, 267, 277, 278, 302, 306, 307, 311, 327, 330, 331, 336, 337, 340, 341, 356, 373, 408, 421, 427, 431, 529 Marler, P., 163 Marlowe, F. Another possibility is that East Asians value a different set of traits from those that have been explored in research thus far, and if they were asked to evaluate themselves Motivations for Self-Enhancement and Self-Esteem FIGURE 8.2 Coren Apicella working with Hadza of Tanzania where she found a striking absence of motivations for an endowment effect among those who had little exposure to markets. The Quarterly Journal of Economics, 127, 1339-1392. The researchers' reasoning for why idealization seems to foster successful relationships is that positively distorted views of one's partner should protect one from having to entertain thoughts about the partner's unlovable characteristics. 70 60 50 ~1000 msec ~2000 msec ~3000 msec Viewing Time Figure 9.5 shows the percentage of time participants were looking at the central figure compared to the background. One is a far greater spread in the average math performance of each school among the American schools than among the schools of the other countries. The individual has to use creative insight and problem-solving skills to imagine how an object could be used in a new way. Watching Dragnet was not a very challenging exercise and, arguably, did little to develop one's intelligence. Culture and positive illusions in relationships: How my relationships are better than yours. Aron (Eds.), The handbook of closeness and intimacy (pp. Stein, D. As much research has demonstrated, then, people with independent views of self are motivated to be consistent across situations. For example, defending one's honor is a significant concern among Turks, whereas maintaining face is a particular concern among Japanese. Rozin and colleagues suggest that this is because the grilled chicken is made from a distinct part of the chicken and that chicken and that chickens are also bigger in the United States than in France! Furthermore, Rozin and colleagues found that the quantities of ingredients specified in cookbooks are also bigger in the United States than in France. K., 469, 474 Wicklund, R., 240 Wiley, A. A measure of extraversion, for example, typically does not have just one item but more often a dozen or more items that all assess the extent to which one acts in extraverted ways. Kitayama, S., & Uchida, Y. At present we don't have good answers to these questions, but they reveal just how much of a challenge it is to study the interdependent view of self. Sequencing of 50 human exomes reveals adaptation to high altitude. Which group a person was assigned to was a distinction that obviously mattered a great deal to members of the Human Evolution, Cognition, and Culture Centre at UBC—Mark Collard, Joe Henrich, Ara Norenzayan, Mark Schaller, and Ted Slingerland—have been PREFACE instrumental for developing many of the ideas discussed in this book. Because of this fact, a more compelling case is always made when researchers utilize multiple methods in their research. M., 94 Abel, T. Diekelmann, S., & Born, J. In contrast, the reasoning of the Western newspaper editors appears to have been based on the ethic of autonomy, in which censoring free speech is intolerable. Journal of Personality and Social Psychology, 90, 734-750. Herbig, P. Journal of the National Medical Association, 75, 941-946. Little, A. In the first 1,000 milliseconds there is little cultural difference (although this difference is significant). It is much more challenging to identify ways of understanding the world that can indicate whether one has acquired a particular cultural differences in dialectical ways of thinking, which we will explore in more detail in Chapter 9. The hippocampus as a cognitive map. The coherence of individual development: Early care, attachment, and subsequent developmental issues. For example, the dimension of societal tightness versus looseness, which characterizes how strong cultural norms are and how tolerant cultures are of deviant behavior, has been found to predict many psychological phenomena, such as a prevention focus, impulse control, and self-regulation (Gelfand et al., 2011). FIGURE 11.9 Students at large universities are often in a situation of high relational mobility. However, this explanation cannot explain findings Culture and Health such as those from the British civil servant study, because all of those people had office jobs, yet SES still predicted their health outcomes. Boroditsky, L., Fuhrman, O., & McCormick, K. What does it mean to say that culture and mind make each other up? Divergent consequences of success and failure in Japan and North America: An investigation of self-improving motivations and malleable selves. 153-154: Figures 4.2 & 4.3 from Culture of Honor: The Psychology of Violence in the South by Richard E. All know isis that people come to adopt. KEY TERMS THINK ABOUT IT 1. Psychologia, 17, 135-139. College students are not necessarily representative of humankind; one way they differ from the rest of the population is that they are more likely to be from upper-middle-class backgrounds and are more likely later to raise their own families in an upper-middle-class environment. Past research reveals that more-concrete items better capture cultural differences than moresubjective ones (e.g., Heine et al., 2001a; Peng et al., 1997; Takemura, Yuki, Kashima, & Halloran, 2004). Rosen, B. And this does appear to be the case. African Americans and high blood pressure: The role of stereotype threat. Overall, the correlations were strongest between doctors and laypeople from the same country. Education thus seems to afford the skills underlying taxonomic categorization. Psychological Science, 3, 23-27. Those who had 27 28 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Goto, S. The back wheel burst on the motorcycle. Look at how the house is structured. Rapid social change and the turmoil of adolescence: A cross-cultural perspective. 45). W., & Earls, F. Tsai, J. Joe Henrich and colleagues found these ideas interesting but were disturbed by the fact that the models were built on findings based solely on Western university students. Cancer African-Americans higher European-Americans higher European-Americans higher Scoioeconomic and race/ ethnic differences in daily salivary cortisol profiles: The multi-ethnic study of atherosclerosis. Consider the following historical event: In 1532, Francisco Pizarro, leading a group of 168 Spanish soldiers, met with the Incan emperor Atahuallpa in the Peruvian highland town of Cajamarca. Toward a geography of personality traits: Patterns of profiles across 36 cultures. In H. de Tocqueville, A. Apparently, by not being obliged to encode for agency in unintentional behaviors, Spanish speakers attended less to who had actually broken the vase and were less likely to recall that fact. Some evidence in support of this cultural discrepancy hypothesis is that Asian-Canadians (Hsu et al., 2012). E., 39 Isaacowitz, D. Most Japanese parents would not think to take such a direct approach, and the most renowned Japanese expert on hikikomori, Tamaki Saito, maintains that such a direct approach would only make matters worse, likely driving the sufferer into violence or suicide. Should he not take the ticket and miss the wedding? Fung, H. Cantlon, J. Specifically, although chimpanzees that are trained by humans do appear to be able to take on the perspective of others (e.g., Savage-Rumbaugh, McDonald, Sevcik, Hopkins, & Rubert, 1986), especially when they are incentivized for doing so (Bräuer, Call, & Tomasello, 2007), chimpanzees in the wild show far less evidence. Horner, V., & Whiten, A. And from 12,000 years ago to 9,000 years ago, which coincided with the birth of agriculture, the rate of change increased sharply to about 5.2 innovations per thousand years (Lenski & Lenski, 1987). That is, because the cow had been west of the pig which had been west of the pig whi sitioning of these animals relative to the cardinal directions. For some people, the acculturation experience may indeed be a relatively painless, gradual process of adjustment that continues to improve over time as they become fully integrated into a multicultural community. Take the question of interpersonal space. A., 3/3 Goncalves, B., 58 Good C., 277 Good, C. The third most important principle for Americans was the autonomy ideal, a belief that young children who are needy and vulnerable should learn to be self-reliant and take care of themselves. The results are shown in Figure 12.3. One thing to note about these results is that aside from the Indians in the minor justice breach scenarios, there was a great deal of variability within cultures. This state, known as lactase does not persist from childhood, was present in the ancestral population of humans before they left Africa. This suggests that attitudes toward the future vary considerably across cultures and that East Asians have quite different expectations and predictions about the future compared with Westerners. For example, within a family at dinner each person is allowed to eat until he or she is satisfied (communal sharing), the father might occupy the seat at the head of the table (authority ranking), for dessert each person can claim an equal-size cupcake (equality matching), and a child might be paid \$1.00 for each time she loads the dishwasher (market pricing). People participating in individualistic cultures are more likely to elaborate on independent aspects of themselves, and they come to feel distinct from others and emphasize the importance of being self-sufficient. Rozin and colleagues reasoned that the Biological Variability of Humans amount of food people eat is largely determined by what is put in front of them or by the size of individual portions of food that are sold in stores. Stereotype threat effects on Black and White athletic performance. The kinds of methods we've been discussing thus far have pertained to collecting data to test hypotheses about people, but how can we collect data that allow us to test hypotheses about culture? A., Hopkins, W. What are the advantages of using multiple methods in researchers had neglected to study people's interpretations of their physiological sensations because the 405 406 CHAPTER 10 EMOTIONS earlier studies and thought experiments had never separated people's interpretations from their actual physiological sensations. What makes people feel good appears to vary in important ways across cultures (also see Kitayama, 2006; Uchida & Kitayama, 2009, for similar findings). In contrast, a concern with maintaining face is associated with feelings of shame but not anger, and in Japan people are far more likely to experience shame compared with anger (Boiger, Gungor, Karasawa, & Mesquita, 2014). Socioeconomic occupational mortality differentials in Europe. W., 424 Pauker, K., 27 Paulesu, E., 166 Paulhus, D. And he reminded them that they were sorely lacking some basic English skills as none of them had been able to understand my very simple speech. Are gains in decision-making autonomy during early adolescence beneficial for emotional functioning? The Police Chief and Judge are faced with a dilemma. Some of these terms are probably familiar to you (e.g., outgoing, conservative), whereas others are probably not (e.g., accrescent, vulnific). Lachman, M. A map of recent positive selection in the human genome. That is, we would need to take newly born infants who did not have any cultural experiences and randomly assign some of them to be raised in, say, an American cultural condition and some others to be raised in a Bolivian cultural condition; a third group would be assigned to a "control" condition raised without any culture at all. C., Bejder, L., & Sherwin, W. Colour cognition is more universal than colour language. He slammed the door shut, bumped his shoulder into the participant as he walked by, and said, "Asshole!" Before the startled participant had the chance to react, the confederate exited through a door marked "Photo Lab" that locked behind him (which was a good thing, as some participants tried to go after him). People's self-esteem scores moved in the direction of the dominant norms for self-esteem in their host cultures. How might we go about exploring the ways ideas are communicated differently across cultures? The kitchen was filled with garbage, because Keisuke hadn't taken any out since he first moved in there. Winkielman, P. R., 50 Holmes, J. V., & Norenzayan, A. B., 438, 500 Rudmin, F. Moreover, no species has shown clear evidence for grammar or syntax, although the full linguistic capabilities of whales, who likely possess the best nonhuman language skills, remains somewhat unknown. T., 586 Wells, A., 576 Wells, J. Social loafing on an optimizing task: Cross-cultural differences among Chinese and Americans. Rhodes, G., Zebrowitz, L. In contrast, other biculturals tend to see their two cultural identities as in opposition. bulimia nervosa An eating disorder characterized by recurrent episodes of binge eating along with recurrent inappropriate behaviors to prevent weight; and no concurrent diagnosis of anorexia nervosa. Some other examples of functional universals that will be discussed later in this book include certain kinds of categorization rules (e.g., Norenzayan, Smith, Kim, & Nisbett, 2002), and the role of negative affect in depression (e.g., Kleinman, 1982). Furthermore, the target chip was usually labeled green. In general, Western social norms entail more direct communication, extraversion, and self-promotion than East Asian norms (e.g., Kurman & Sriram, 2002; McCrae, 2002; Searle & Ward, 1990). Hypertension, 27, 558-563. Culture Wars One interesting point about the American participants were collected just three blocks apart. However, this standardization statistically forces every individual to have the identical level of talkativeness: Everyone's average response is set to a z score of 0. Armes, K., & Ward, C. In a romantic letter to his wife, Josephine, Napoleon, upon preparing to return from a long battle, wrote, "Don't bathe, I'm coming home," reflecting the view that the body in its natural state, rather than one scrubbed clean and coated with deodorants, is more attractive. International Journal of Social Psychiatry, 34, 70-74. Journal of Personality and Social Psychiatry, 34, 70-74. Journal of Personality and Social Psychiatry, 34, 70-74. number of other key theories on emotional experience (Ekman, 1972; LeDoux, 1996; Panksepp, 1998). This pattern of cultural differences is not unique to Kenyans and Americans. We're giving you the one shown below because that was what most of the third-graders at the last school wanted." Students in this condition did not have the freedom to make this choice; instead, the choice was made for them by someone whose opinion they did not value very highly (the researchers conducted a pretest and discovered that fifth-graders from other schools). Journal of Personality and Social Psychology, 97, 992-1004. Second, there is a problem with the power of the studies. This is evidence that early in life the language center of the brain is quite flexible at attuning itself to various kinds of linguistic input. One study compared university students to chimpanzees on a working memory task, where numbers were very briefly flashed on a screen and the participant then had to tap the screen in the places where the numbers had appeared in order of the numbers. The physical environments that we live in shape the array of lifestyles that are possible. However, there are some limitations to this conclusion. Differences in voice-hearing experiences of people with psychosis in the USA, India, and Ghana: Interview-based study. In contrast, cultures that are collectivistic include many cultural practices, institutions, and customs that encourage individuals to place relatively more emphasis on collective goals—specifically, the goals of one's ingroups. Attitudinal effects of mere exposure. B., 528 Lockwood, P., 305, 314 Loftus, E. Journal of Personality and Social Psychology, 83, 919-929. "Large-scale psychological differences within China explained by rice versus wheat agriculture." Science 344(6184):603-608. The reason that cultural accumulation has been increasing at a progressively rapid pace is that the human population continues to grow and people have been becoming more and more interconnected. Rodin, J., & Langer, E. The fluid nature of cultural boundaries weakens researchers' abilities to find differences are found, they provide powerful evidence that cultures do differ in their psychological tendencies. (1985). And because the researchers were concerned that the results could have been influenced because the Japanese participants had greater familiarity with fish, they replicated the study with photos of American animals and American scenery, predestination. A belief about the afterlife holding that prior to birth, it has already been determined whether one is among the "elect" who will spend eternity in heaven, or among those who will burn in hell forever. To get an idea, consider the following scenario used in a study of violations of the ethic of divinity (Haidt, Koller, & Dias, 1993): A man goes to the supermarket once a week and buys a dead chicken. D., & John, O. FIGURE 10.7 Examples from the Reading the Mind in the Eyes Test (Baron-Cohen, 2003). Reasononline. Because language and culture are so intimately connected, it is probably not surprising to hear that language can activate a cultural frame. O., 474 Bloom, P., 500 Bloomfield, P., 514 Bochner, S., 209, 258, 260, 265 Bodenhausen, G. The driver left the passenger there without consulting the doctor concerning the seriousness of the injury—the gravity of the situation—whether the passenger should be shifted immediately—and he went on to court. The Psychological Database Is Largely WEIRD At this point, we know very little about the extent to which many psychological processes are universal. It is mostly with respect to the weaker version that there has been much debate, controversy, and research. (It turns out that studying hard can increase one's SAT scores significantly. W., 258, 270 Rudy, D., 182, 183 Rue, D. Weber proposed that this belief in predestination played a key role in the development of capitalism. The recent decline in the height of African-American women. Mean Systolic Blood Pressure Changes in Blood Pressure After Anger Induction 125 120 European Canadian Chinese Canadian 115 110 105 100 Before task Anger task 2 min. Ekman went to investigate whether the Fore would smile or frown when they were happy. This principle states that resources are distributed based on an individual's contributions. However, people from many other cultures around the world would be guite surprised to learn about the things we do. The attributes that one possesses (for example, one's soccer-playing skill, one's extraversion, or one's intelligence) are not seen to remain constant across one's life but are perceived as reflecting how hard one has worked on them. 5. When controlling for the amount of imagery that people had for memories when they were not the center of attention (in which no one, interdependent or independent or independent, should be taking on the perspective of the audience because the audience was not watching them), the Asian-Canadians revealed significantly more third-person imagery in their memories of being at the center of attention (in which no one, interdependent or independent, should be taking on the perspective of the audience was not watching them), the Asian-Canadians revealed significantly more third-person imagery in their memories of being at the center of attention (in which no one, interdependent or independent, should be taking on the perspective of the audience was not watching them). a variety of different situations (also see Grossmann & Kross, 2010, for related effects comparing Russians and Americans). These two orientations are fundamentally different, are evident across a wide range of species (e.g., Jones, Larkins, & Hughes, 1996), and are even associated with activation in different hemispheres of the brain (Tucker & Williamson, 1984). E., 125, 287, 529 Y Yamagishi, M., 216 Yamagishi, M., 216 Yamaguchi, S., 328, 425 Yap, P. (a) (b) (d) (e) First, what kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of faces are thought of as attractive? Obviously, schooling provides us with some explicit kinds of schooling provides us with schooli predicate in a sentence) and content that we absorb (e.g., the elements in the periodic table, the date of the Magna Carta). One study investigated this hypothesis among samples from Poland and the United States (Cialdini, Wosinka, Barrett, Butner, & Gornik-Durose, 1999). Less stringent criteria have found that as many as 44% of Americans are depressed at any given point in time (Flaherty, Gavira, & Val, 1982). It would seem that they are independent agents to which their mothers respond, whereas the Chinese children learn that they are relational beings who need to respond to their mothers. In this state, our concerns are with the world outside of ourselves, and we are largely unaware of ourselves. Ekman's solution to addressing this shortcoming was to try to find a culture that had the least possible exposure to Western ways. In the field of professional translations, this is the most commonly used method (Wilss, 1982). For example, idioms such as "it's a piece of cake," "beat around the bush," or "let the cat out of the bag" might be preserved word for word in a back-translation, but these expressions would likely be completely unintelligible in the other language. B., 182 Brown, D. The participants were provided with two kinds of problem-solving tasks: physical and social. Westerners are more likely than East Asians to rely on abstract rules for reasoning. The desire to show that one was a tough guy and not to be messed with was active in their minds and carried over to their interactions with a new person. Bachnik, J. Should he or she offer the answer that appears obviously correct, even though it contradicts what everyone else was saying? Wilkinson, R. There is evidence that cultures are becoming more interconnected, that individualism is growing in industrialized countries, and that average IQ levels have been increasing. As we learned earlier, people of Asian descent are more likely to engage in analytic thinking. There are a few exceptions to this pattern (i.e., there are ways of thinking that appear to emerge only with certain cultural experiences—nonuniversals; Norenzayan & Heine, 2005), but in general, most of the psychological processes that have been studied thus far are at least existential universals that exist in varying degrees across cultures. On the other hand, as we have noted, such people tend to be especially attentive to others. D., 449 Rothmann, S., 209 Rotimi, C., 549 NAME INDEX Roy, K., 575 Rozin, P., 333, 503, 504, 532, 534, Rubel, A. Another economic game that has been used to understand people's motivations for fairness and cooperation is the public goods game. No further reproduction or distribution is permitted without written permission from the American Psychological Association; p.505: © The New Yorker Collection, 2001, Barbara Smaller, from cartoonbank.com. H., Mosimann, J. Coming up with an answer to this question depends on how one views happiness. They've been reliably observed among elementary school children, high school students, college students, college students, and working adults (see Taylor & Brown, 1988, for a review). In the following sections I describe the challenges involved in a few other kinds of response biases and strategies for surmounting them. Indicators Research, 34, 7-32. They could only solve the task if they did the same behaviors that were performed by the model. T., & Herskovits, M. French dermatologists recommend that people, even those with oily hair, not wash their hair more than once a week, because doing so causes a greater amount of oil to be secreted (Aron-Brunetiere, 1974), and to 553 554 CHAPTER 13 PHYSICAL HEALTH this day French shampoo their hair with less frequency than any other European nation (Euromonitor International, 2014). Salmon do not have to be taught how to find their way back from the ocean to the stream where they were born. J., 21, 365 Kim, E., 321 Kim, H., 267, 375 Kim, H. It's a yellow truck. J., & Buchtel, E. The history of Noell's Ark gorilla show: The funniest show on Earth, which features the "world's only athletic apes." Tarpon Springs, FL: Noell's Ark Publisher. What motivates people to achieve has been a question that has attracted much interest. K., & Clark, J. In contrast, among those who had lived in the country for 15 years, 19% were obese. Journal of Personality and Social Psychology, 102, 1045-1062. T., 314 Hill, L., 569 Hinds, D. In contrast, analytic thinkers should focus their attention on the relations between a relatively small number of discrete objects or events. (2012) conducted another study in which they timed how long it took European-Canadian and East Asian students to find a series of images buried in a busy website. As the panel on the left shows, those immigrants who arrived in Canadian culture the longer they lived there. maladaptive, 83 communicable, 84-86 cultural, 51-52 emotional, 87-88 factors in spread of, 81-

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91 loss of, 50 minimally counterintuitive, 89-90 networks of information around, 14 novel vs. Scribner, S. Cambridge, MA: Harvard University Press. Another example of this can be seen on the Korean peninsula, where South Korean children are about 5 inches taller than their North Korean counterparts (Schwekendiek, 2009); likewise, Japanese
immigrants to California in the 1950s were about 5 inches taller than their compatriots in Japan (Greulich, 1957). The questionnaire helped the confederate with this task because it included a list of rather insulting items, such as, "Which member of your immediate family does not bathe or wash regularly?" and "With how many men (other than your
father) has your mother had extramarital relationships?" If that last question was not enough, the lowest answer that the participants in this condition should interpret any physiological arousal that they were feeling as due to their anger at being subjected to such an insulting situation.
Human Brain Mapping, 30, 2813-2820. E., 397 Lieberman, D. Legal reform in Japan: The establishment of American style law schools. New York: Berghan Books. R., & Nestle, M. Apparently, Freud did not share Carter's view that one's thoughts fall into the domain of moral governance. In many instances, however, it's impossible for researchers to
secure collaborators who are both fluent in the languages of interest and intimately involved with the project. The cultural context of learning and thinking. The researchers found that for relatively common ethnic groups in Vancouver (e.g., people of European, Chinese, and East Indian descent), people said that the trait words that were the most
characteristic of the shared stereotypes were also the words that were most communicate information about others. The Americans did very well on the color naming, reaching much agreement in the color words that they used to describe the color chips. S., 457 X Xie, L., 537 Xu, J., 530 Xu, X., 469, 474 Xun, W. It might not be
unreasonable to assume in this case that everyone has about the same amount of personality, although some traits are more pronounced than others in each person. How are humans similar to and different from other animals? This leads people from other each person. How are humans similar to and different from other animals? This leads people from other animals? This leads people from other animals?
culture. Angel, R., & Thoits, P. World Database of Happiness. 3 CULTURAL EVOLUTION CHAPTER OUTLINE Where Does Cultural Variation Come From? Miyamoto et al. These are the factors that have emerged consistently across studies. Bright lights and baloney. P., 334, 335 seniority systems, 506 Sense and Sensibility (movie), 291 sensitive
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226-27 Shona language, 571 Shorter, Edward, 589 Shuar (Ecuador), 510 Shweder, R. Nielsen, M., & Tomaselli, K. The attribution of attitudes. The majority of research on the noun bias has been conducted with North Americans, and there is a great deal of evidence that North American children tend to learn nouns much quicker than verbs. It
involves having positive attitudes toward the host culture and negative attitudes toward the heritage culture. Last, neuroticism is the degree to which an individual can be seen as emotionally unstable and unpredictable. T., & Branscombe, N. Stereotype threat and the intellectual test performance of African Americans. Culture, change, and
prediction. The relative homogeneity of Japanese culture provides quite clear role expectations, such that if one feels unable to meet those expectations, he or she may feel under great pressure to fit in (Zielenziger, 2006). In one study, Japanese and American participants looked at some animated scenes on a computer (Masuda, Ellsworth et al.
2008). He confessed that he was guilty of having looked at women with lustful thoughts and of having committed adultery in his heart many times. Chua referred to her parenting style as "Chinese parenting," although even she acknowledged that her variant of it was extreme by Chinese (or any culture's) standards. Likewise, religious training in
Calvinism, which emphasizes the independence of individuals, leads people to be more field independent than atheists or people with training in Catholicism or Judaism (Colzato et al., 2010; Colzato, van den Wildenberg, & Hommel, 2008). This does not seem to be the case; rather, the American mothers report being far more satisfied with their
children's performance than the East Asian mothers—and this difference in standards seems to change with age. S., Jarcho, J., Takagi, K., & Dunagan, M. In contrast, when Chinese encounter two contradictory arguments, they come to view the weaker arguments are not view than the East Asian mothers—and this difference in standards seems to change with age. S., Jarcho, J., Takagi, K., & Dunagan, M. In contrast, when Chinese encounter two contradictory arguments, they come to view the weaker arguments.
there are pronounced cultural differences in subjective well-being. What do you think are the costs and benefits of maintaining a multicultural perspective? Bunker, J. Personality and Social Psychology Bulletin, 34, 613-622. Chinese appear to maintain prevention orientations. The psychology of residential mobility: Implications for the self, social
relationships, and well-being. Social Science and Medicine, 17, 657-665. Ethos, 25, 152-163. J., Zhang, Z., & Guo, T. Rosenthal, D. Diamond's thesis is a powerful argument that cultural differences can originate in geographical differences. L., 271 Sypeck, M. We'll discuss several examples of research that use these newer methods in later chapters. It
follows that analytic thinkers, who tend to perceive the world as consisting of discrete objects, would be more likely to focus their attention on separate parts of a scene—those parts that represent discrete objects, would be more likely to focus their attention on separate parts of a scene—those parts that represent discrete objects of interest. Bemporad, J. N., & Regier, D. Reproduced with permission. Leon Festinger, one of the most influential social psychologists of
all time, saw this motivation as underlying what is, perhaps, social psychology's favorite theory: cognitive dissonance. Journal of Experimental Psychology's favorite theory: cognitive dissonance. Journal of Experimental Psychology: General. Science, 319, 1362-1367. 129). The dialectical selfconcept II: Cross-role and within-role consistency, well-being, self-certainty, and authenticity. On those two facts all human wisdom is
founded." With this profound statement Van Doren has identified the issue that underlies the enterprise of cultural psychology. Caregiver responses to symptoms of first-onset psychosis: A comparative study of Chinese- and Euro-Canadian families. E., & Harris, V. Conversely, some people in the Philippines, Vietnam, and Cambodia have lighter skin
than would be predicted, but in these cases the populations have migrated from higher latitudes only in recent millennia, so they apparently have not yet evolved appropriately darker skin (Diamond, 2005). Those people with more independent views of self perceive the self as fundamentally disconnected from others, and the only reason that such
people would form connections with others is because they choose to do so. How can we go about deciding which ones to study? The statements made by the Masai and Samburu generally reflected their social identity—specifically, their roles and memberships, which accounted for more than 60% of their self-descriptions. As they told me, "How can
you expect them to keep trying if you're telling them that they're already good enough?" This seemed to suggest a key cultural difference in how people are motivated, and that was an idea that I followed up on over the years with a number of studies. E., 551 Clifford, M. Greeley, A. Affective neuroscience: The foundations of human and animal
emotions. Dhat syndrome is often associated with crippling feelings of guilt and anxiety about having indulged in certain disapproved sexual acts (such as masturbation) that have apparently resulted in its victims having sprung a more enduring leak. M., Weidl, E., & Baksh, M. Variety international film guide. A key point about Weber's argument was
that Protestant anxiety about salvation was the driving force behind their work ethic and that this was coupled with a Protestant worldview that maintained that people are inherently wicked and depraved. Extraversion indicates how much an individual is active or dominant. T., Berntson, G. Perceptions of emotion from facial expressions are not
culturally universal: Evidence from a remote culture. Cohen and Nisbett (1997) conducted a field experiment to test this hypothesis. Source: Ryder, Alden, & Paulhus (2000). Mandel, N. Marital satisfaction and communication practices: Comparisons among Indian and American couples. When the Yoruba want to understand someone's mental
afflictions, they use divination to understand what has gone wrong with the individual's relatively more sympathy for the good of the collective. I love my wife and my daughter, but I am alone. The man answered that it was because the dog
took care of the rabbit (which apparently it did in his household)! In sum, there is evidence that holistic thinking characterizes people from much of the globe. International Journal of Behavioral Development, 15, 19-42. Gangestad, S. Asch was interested in when people would conform—that is, when they would go along with the crowd. R-53 R-54
REFERENCES Sylwester, K., Herrmann, B., & Bryson, J. In fact, one important skill that students learn in graduate school in psychology is precisely how to come up with alternative explanations for virtually any study they encounter. He knows what's good for us, and if we'd listen to Him, we'd save [ourselves] a lot of trouble. One important
determinant of how often people experience themselves as independent or interdependent or interdependent is the situations they encounter on a daily basis. But this cultural difference could potentially be due solely to the difference could be due to th
conclusions by accepting people's responses at face value. J., Peng, K., & Nisbett, R. What happens to people's psychology when they move to a culture that is different from the one where they were raised? Retrieved from www.prb.org/pdf06/06WorldDataSheet.pdf Povinelli, D. As a result, the experimenters sought to manipulate people's facial
muscles into a smile or frown without the participants being aware that they were actually smiling or frowning. Drinka, G. Film director: Ang Lee. This is strong evidence that some facial expressions are universally similar around the world (but see Barrett, Mesquita, & Gendron, 2011; Gendron, Roberson, van der Vyver, & Barrett, 2014; Jack, Garrod
Yu, Caldara, & Schyns, 2012; Russell, 1994 for challenges to this universality conclusion). Faces consist of various parts; however, people, including Westerners, tend to see them more as interrelated wholes. Studies of other languages tend to also capture some additional factors to the Big Five (Benet-Martinez & Waller, 1995, 1997; Saucier,
Georgiades, Tsaousis, & Goldberg, 2005). 2768). Although the ever-increasing contact between cultures has complicated comparisons of their psychological questions. "That dark Russian spirit, brooding and complicated—Religion, society and morality are
all tied up in the distrust of any amount of happiness. L., 170, 278, 290, 408, 437, 438, 573 Tsaousis, I., 249 Tseng, W., 568, 570, 578 Tucker, D. Further work has found parallel evidence for differences between Japanese and Americans in their control strategies (Morling, Kitayama, & Miyamoto, 2002). Do you think this pattern will ever
be reversed? Boucher, H. Block, J. Komlos, J. Self-serving biases are tendencies for people to exaggerate how good they think they are. In contrast, sexual anxiety was unrelated to the productivity of Jews and Catholics. A second notion of Weber's thesis is that, when working, Protestants should be entirely focused on their work and thus maintain a
rather detached attitude toward potential distractions, such as other people, because of the sacred nature of their work (Hampden-Turner & Trompenaars, 1993; Sanchez-Burks, 2005). When morality opposes justice: Conservatives have moral intuitions that liberals may not recognize. Rentfrow, P. This suggests that East Asians and Westerners
should respond quite differently to successes and failures. In general, a survey of the norms for masculinity across diverse ecological contexts led one anthropologist to conclude that "the harsher the environment and the scarcer the resources, the more manhood is stressed as the inspiration and the goal. The priming was accomplished by having
participants read one of two versions of a paragraph that described a trip to the city. Journal of Personality and Social Psychology Monograph Supplement, 9(2, pt. Beverly Hills, CA: Sage. Hypertension Detection and Follow-Up Program Cooperative Group. All Rights Reserved.; p.47: From Hough, W. Teeth-Down Position Teeth-Up Position 43 44
CHAPTER 2 CULTURE AND HUMAN NATURE Other research similarly finds that when children imitate a model, they imitate all of the model's actions. Yet he also noticed some similarities across cultures, as he stated in one of his books: "Mr. Winwood Reade . Wallace, R., & Wallace, R. For example, one kind of
response bias is known as socially desirable responding. Steinberg L, Lamborn, S. ISBN 978-0-393-26398-5 (pbk.) 1. Ethnopsychology. I. Title. (1969). It would be meaningless to compare responses from people who have this understanding with those of respondents who did not. Leu, J., Wang, J., & Koo, K. Emotion, 6, 279-295. R., 27 Cross, P.
302 Cross, S. Because many immigrant groups are disadvantaged and discriminated against, they often live in poorer neighborhoods where the surrounding community is more likely to be struggling and is often caught up with problems of crime and dropping out of school. Auld, J. Around the world, people are not equally satisfied with their lives. R.
180, 323, 324, 588 Welch, M., 81 Welch, W. R., & Fischer, E. Miura, I. A., 360-61 Harvard University, 108 Hatfield clan, 151 Hawaii, 71 head-hunting, 403 health, see mental health and mental illness; physical health health care, 542 healthy migrant hypothesis, 550 Hehe, 79 height, dietary habits and, 535-37 helping, useful information as, 86-87
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content of stereotypes would be influenced by the kinds of ideas that people were most likely to communicate. How do we evaluate what is right and wrong in other cultures if our moral standards were acquired through socialization in our own culture? But the data suggest the exact opposite. For example, there is good evidence that the expression of
pride is universally recognized (e.g., Tracy & Robins, 2008). Emotional Ideas Spread When I was a child going trick-or-treating on Halloween, my mother had a rule that she had to inspect all of the candy before we were allowed to eat it. Sue, S., Fujino, D. Universal Brains Develop into Culturally Variable Minds The starting assumption of cultural
psychology is that we are all cultural beings. Their language abilities improved, enabling them to function better in their daily lives. Average faces can be thought of as prototypes of faces. I., 314 Chiu, C., 374 Chiu, C., 3
has been used to treat people struggling with addiction, depression, and especially sociopathy (the therapy has been used in a majority of Japanese prisons). Yet, not all of the cross-cultural studies in this book have included such kinds of experimental designs, so the role of genes underlying the psychological differences across cultures remains a
theoretical possibility in those studies. Positive emotions appear to be seen as the basis of a good life in individualistic cultures. Frieze, I. For the low-status Brazilians, in contrast, about 87% viewed the behavior as universally wrong, and about 83% felt that the man should be punished. Cultures are far less tangible to study than languages. If cultural
differences emerge with such similar samples, we can often assume that the effects of culture would be at least as pronounced with more divergent samples, W., 587 Ohashi, M. Some researchers have proposed that these findings suggest a genetic foundation underlying collectivism (e.g., Chiao & Blizinsky, 2010; Way & Lieberman, 2010)—that is,
they suggest that either collectivism emerged as a strategy among people with innate tendencies toward social sensitivity or socially sensitive people living in collectivistic cultures thrived more and had more surviving offspring. E., Bowdle, B. It is determined by the same calculus for everyone. The level of abstraction that one entertains influences
the success that one has in identifying evidence for universality. Zanna (Eds.), Culture and social behavior: The tenth Ontario symposium (pp. Perhaps the cognitive skills needed to allow primates to extract these valuable foods served as the selective force for larger brains (Parker & Gibson, 1977). Here is an example of the kind of moral dilemma that
is presented to participants: In Europe, a woman was near death from a special kind of cancer. Subsequent research Culture Wars Justifications for Moral Judgments Number of Justifications 1.8 1.6 1.4 1.2 Orthodox Progressivist 1 0.8 0.6 0.4 0.2 0 Ethic of Autonomy Ethic of Community Ethic of Divinity FIGURE 12.5 The justifications of orthodox
Baptists tended to reflect the ethic of divinity, whereas the justifications of progressivist Baptists tended to reflect the ethics of autonomy and community. Lynn, R. The researchers Culture and Health found that, compared with the top administrators, members of the executive class were 60% more likely to die over that 10-year period, the clerical
staff were 120% more likely to die, and the unskilled laborers were 170% more likely to die. Indigenous models of helping in nonwestern countries: Implications for multicultural REFERENCES counseling. S., Landis, K. H., & Delgado, A. S., van Beest, I., van den Wildenberg, W. This basic set is argued to include at least six emotions: anger, fear,
happiness, sadness, surprise, and disgust (Figure 10.5). For example, Japan is the world leader in terms of the number of patents it receives each year (Brocklehurst, 2005), although most of these patents represent incremental improvements, particularly in the areas of telecommunications, information technology, and electronics. People make
judgments about what is right and what is wrong in importantly different ways. Ferreira, M. H., 421 Mann, J., 26 Maramba, G. Psychological Science, 22, 1025-1032. S., 323 social anxiety dispositional and situational
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stereotype threat, 274-77 Stevenson, Harold, 31, 195-96 Stewart, Jon, 210 stress, 544-45 studying cultures Su, S. He lives with his family in Vancouver. New York, NY: Kluwer. 623). The decisions made by Americans, in contrast, were governed by a rather different set of principles. H., Lai, S. For example, one
scenario read, "You go with your family to a restaurant where the food is superb and prices are low, but the service is terrible. Applied Psychology, 47, 312-320. 83 84 CHAPTER 3 CULTURAL EVOLUTION Communicable Ideas Spread For ideas to spread, they need to
have some way of moving from one person's head to another. However, this answer is not complete. T., 222, 380 Hall, G. S., Jr., Campbell, W. The reference-group effect is a problem with comparing themselves to local norms (e.g., I view myself
as punctual to the extent that I think I am more punctual than most people around me) rather than international norms (although the reference-group effect shouldn't be as much a problem for comparing different regions of the United States, where people should all be familiar with American national norms). There are rather few nonuniversals that
have been identified in the cross-cultural literature. reference-group effect A tendency for people to evaluate themselves by comparing themselves by comparing themselves by comparing themselves with others from their own culture. Studies of independence and conformity: A minority of one against a unanimous majority. If you give on one occasion but not the other, you're not being very
consistent. Chang, W. Brain, behavior, and Immunity, 34, 79-85. In blind pursuit of racial equality. calling In religious belief, the God-given purpose an individual is meant to fulfill during his or her life. The expression of emotions in man and animals. The first basic structure of relationship is known as communal sharing. Journal of Personality and
Social Psychology, 70, 141-156. For example, a Hispanic respondent might be more likely to indicate his agreement with a statement such as "I am impulsivity might indicate his agreement by circling a 5. Families were seen to share the problems with the
individuals and were the key source of guidance, especially from elder members of the family. The case of the United States and China. For example, in one study, Japanese and American participants were asked to list situations in which their selfesteem had either increased or decreased (Kitayama et al., 1997). The number sense: How the mind
creates mathematics. Impact of socioeconomic status on physiological health in adolescents: An experimental manipulation of psychosocial factors. Interpreting personality profiles across cultures: Bilingual, acculturation, and peer rating studies of Chinese undergraduates. There are pronounced social costs to not conforming. I won't entertain or I
won't stay engaged with that type of person. This roof in exchange for $500 because we came to an is the least common in many other parts of worth. For example, the city of Toronto contains more immigrants than it does nonimmigrants, and in
the past decade the vast majority of these immigrants have come from non-Western nations. The 19th-century German philosopher Friedrich Nietzsche was an early proponent of this view and famously claimed, "God is dead." There is no doubt that science has made enormous progress since Nietzsche's time and that many prefer scientific
explanations over religious accounts. 297-326). Avis, J., & Harris, P. First, we found that identification with Chinese culture was not predicted by any of the variables in our study—whether people moved to Canada at a young or old age and whether they had been there for a short or long time did not influence their Chinese identification. Evidence of
cultural variability in display rules of emotion can also be found in hospitals. Who would refuse a plate of boiled octopus when they're sick? The researchers discovered evidence for both similarities and differences. The second possibility to account for such cultural differences is that people of different cultural backgrounds come into the world with
(e.g., Heine & Lehman, 1997a; Because Because I'm I'm your your mommy, and andI'm I'm special." Snibbe et al., 2003), which challenges this alternative explanation. Nisbett and colleagues further suggest that these cultural differences in analytic versus holistic thinking between Westerners and East Asians were also present
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90 tools, geographical variation and, 73 Toronto (Canada), 257 Tracer, David, 122 traditional Chinese medicine, 553 training, as part of parenting, 182 translation of questionnaire items, 125-28 transmitted culture evoked evoked culture evoked evoked culture evoked culture evoked 
Truganini, 34 Trukese, 72 Tsai, Jeanne, 437-38 Tsimane (Bolivia) dictator game, 510 personality studies of, 249-50 punishment by, 21 Tsimshian (Canada), 254, 265, 266 Turkey/Turks acculturation strategies used by, 270 altruistic vs. Journal of Child Language, 22, 497-529. Social difficulty in a foreign culture: An empirical analysis of culture shock.
First, it would seem that there are few things in life that are more special than friendships. Harvey, W. Cheung, F. F., 165 Wertsch, J. The researchers found two indigenous models of healing common across these cultures. It was time to show the world what I could do. Zielenziger, M. Many of Freud's most memorable notions were generated, in part
as he explored his own dreams and introspections. You and Your Big Brain Humans Versus Chimpanzees What Is the Evolutionary Advantage of a Large Brain? How do people go about keeping a positive self-view when their experiences aren't providing them with much to feel positive about? The birth of agriculture enabled these formerly nomadic
people to adopt sedentary lifestyles that allowed them to benefit from creating tools and artifacts because they wouldn't have to carry them all the time. Cultures change when new ideas become widely shared among their populations. On the next page, the portrait on the left is by French painter Blanche, and the portrait on the right is by a Chinese
painter of the Qing dynasty. G., & Bonte, P. E., 565 Wen, J. Researchers explored this question by presenting Native Americans with one of a FIGURE 7.9 Chief Wahoo of the Cleveland Indians. A., 450 Rice, T. Quite remarkably, the pen-in-teeth group found the cartoons to be more amusing than the pen-in-lips group! Apparently, participants were
inferring how amused they were by the cartoons by considering what their facial muscles were doing, although none of them appeared to be aware that they were doing so. ideal affect The kinds of emotions that people want to experience, and thus they structure their lives in order to increase their experience of them. This suggests that the tongue
bite represents an expression that is voluntarily produced rather than reflexively generated (Haidt & Keltner, 1999). Frigophobia: A report of five cases. Let's explore a number of the theories that have been proposed to explain how particular aspects of primates' lives would have exerted selection pressures that would have favored large brains. Now
salvation and working was not evident for them. These underlying factors were labelled collectivism (Sample item: "I am prepared to do things for my group at any time, even though I have to sacrifice my own interest"), assertiveness (Sample item: "I assert my
opposition when I disagree strongly with the members of my group"), and relatedness (Sample item: "I feel like doing something for people in trouble because I can almost feel their pain"). Cognition and Emotion, 24, 1026–1043. 642 × 439 = 5778 1926 2568 = 281838 However, imagine that I had presented the same problem to you like this: 642 ×
are more likely to experience interpersonally engaging emotions and less likely to experience interpersonal disengaging emotions when compared with Americans (Savani, Alvarez, Mesquita, & Markus, 2013). This is the strongest case for universality and indicates that a given psychological phenomenon exists in all cultures, is used to solve the same
problem across cultures, and is accessible to the same degree across cultures. Journal of Cross-Cultural Psychology, 40, 510-517. When asked for a definition of "intelligence is what intelligence is what intelligence is what intelligence," the standard answer given by many psychologists is to demur and say that intelligence is what intelligence, is to demur and say that intelligence is what intelligence i
territory without engaging in the appropriate ceremonial procedures, they believe that they are invaded by a totemic spirit that makes them physically sick, tired, and drowsy (Cawte, 1976). H., 526 Wills, T. In survey research, a variety of issues pose validity problems for comparisons of cultures, particularly for questionnaires with subjective
questions. In cross-cultural studies, one important independent variable—cultural background—is not manipulated, because it can't be. The "ripple effect": Cultural differences in perceptions of the consequences of events. D., 435 Rockstuhl, T., 373 Rodgers, J. Maintaining a view of oneself that is consistent with cultural values of independence, then
should be aided by striving to view oneself as a unique and special individual. Why do you think it is that you are taking a course on psychology? That is, the psychology, 50, 378-411. B., 543 Grusec, J. In sum, there are
two key components of creative ideas, novelty and usefulness, and individualistic and collectivistic cultures encourage these two differently. Journal of Korean Medical Science, 2, 19-34. And as I was looking out at the class during his translation I saw the class look progressively more and more confused and uncomfortable, until finally the students
erupted into a bout of enormous laughter. G., 217 Fowler, J. Cross-cultural differences in the self-concept: A test of Hofstede's individualism/ collectivism distinction. Weber's thesis remains controversial, but a great deal of evidence supporting it has been marshaled from a variety of disciplines. SUMMARY C ultural psychology can be contrasted with
much of "general psychology" in that it views the mind and cultures around the world, and although the specific theories are supernatural in
nature. Journal of Personality, 60, 329-361. H., 86, 308 Fox, A. The 103 104 CHAPTER 3 CULTURAL EVOLUTION wings did not grow out of nothing; rather, bats' wings emerged from a series of gradual adaptations over the evolutionary record as their forelimbs became more and more adapted to flight until they became fully functioning wings and
rather useless arms. Poster session presented at the annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM. So what was motivating people in Asch's study to conform? 21-39). This principle, prized by many Westerners, is violated in many cultures. Importantly, it is not only objective SES that is so critical to people's
experiences—rather, subjective SES is at least as predictive of health outcomes (Adler, Epel, Castellazzo, & Ickovics, 2000). Rather, the speaker is left to deliver his or her entire message without any feedback. Psychological Review, 108, 291–310. Cacioppo, J. So, for example, if the question is how much yogurt a person will eat, the answer is likely
determined by the size of the yogurt container. Only 2.5% of people pass it each year, and those who do, on average, have failed the exam four times before ultimately succeeding (Hashimoto, 2007). That is, they feel that they can identify with both
simultaneously. Young, M. Miyamoto, Y., Uchida, Y., & Ellsworth, P. He emphasized that they had an enormously difficult task ahead of them, and that they were going to have to put in very long hours and to keep persisting at their studies. They paired smiles with happiness, scowls with anger, frowns with sadness, gapes with surprise, grimaces with
disgust, and startles with fear. Nobakht, M., & Dezhkam, M. Apparently, different firms have cultures that favor either incremental innovations rarely produce breakthrough innovations (Dunlap-Hinkler, Kotabe, & Mudambi, 2010)—and East Asian
contexts are more likely to foster an environment for incremental innovations. Blascovich, J., Spencer, S. However, Masuda, his supervisor Richard Nisbett, and their colleagues have offered a much bolder interpretation: East Asian art looks different from Western art because people from these cultures are literally seeing the world differently
cultural competence This entails a recognition of one's own cultural influences, knowledge about the cultural background of one's client, and skills to intervene in therapy sessions in relevant and culturally sensitive ways. Schacter and Singer reasoned that participants in this condition would look to the situation to interpret their feelings and would
and cultural influences on motivations. Odors are expressible in language, as long as you speak the right language. From a scientific point of view, the ideal way to conduct a cross-cultural experiment would be to assign cultures to our participants. Apparently, the Canadians, maintaining a promotion focus, were more interested in working on things
they did well, because these were more likely to provide them opportunities to view themselves positively. In addition to a tendency for altruistic punishment, in many societies (such as Russia, Saudi Arabia, Greece, and Oman), people showed strong tendencies for what the researchers called antisocial punishment (Hermann, Thöni, & Gächter, 2008)
The passenger sitting in the rear jumped. (1992). Discounting is reducing the perceived importance of the domain in which you performed poorly (e.g., Simon, Greenberg, & Brehm, 1995). Anderson, E. Journal of Organizational Behavior, 34, 866–886. J., Saphire-Bernstein, S., Kim, H. People in all cultures seem to be attracted to clear complexions,
bilateral symmetry, and average features. Memory, 8, 159-177. He gave questionnaires to 117,000 employees in IBM offices in 40 different countries. Sue, S. British Medical Journal, 299, 1547-1551. Mindell, J. P., 326 Relkin, N., 166 Relyea, R. Skin that looks free of blemishes, blotches, sores, and rashes is viewed as more attractive than skin that
does not (Ford & Beach, 1951; Montagu, 1986). At times these debates become loud, at which point I am selfish and must not care about our daughter. Journal of Personality and Social Psychology, 80, 397-409. Moreover, when host cultures promote tolerance for diversity and multiculturalism, migrants are more likely to adopt more positive
attitudes toward the host culture, which increases the likelihood that they will pursue integration or assimilation strategies. Kitayama, S., Ishii, K., Imada, T., Takemura, K., & Ramaswamy, J. However, the well-researched finding that people are attracted to others who are similar to themselves does not generalize to the same degree in all cultures.
Westport, CT: Praeger. 335 336 CHAPTER 8 MOTIVATION limited to college students from those same cultural backgrounds. Although emotions are perceived as central to the human experience, describing what they are is not at all straightforward. Modeling users' activity on Twitter networks: Validation of Dunbar's number. Things they do
poorly, in contrast, should be avoided, because they are not likely to lead to success. A study that followed these couples in the Moonie marriages compared with rates for the general public (Galanter, 1986). II: Theoretical and
empirical contributions (pp. 75 579 580 CHAPTER 14 MENTAL HEALTH different cultures. Regardless of how well people learn the customs or master the language, they will always stand out as different from the other 98% who are ethnically Japanese. It emphasizes personal choice, the right to engage in free contracts, and individual liberty. J.
Kitayama, S., & Lehman, D. James-Lange theory of emotions A theory that maintains that emotions are primarily perceptions of physiological responses to stimuli. L., 413 Trafimow, D., 144 Trapnell, P. Instructors following this principle would distribute grades based on how many questions the students answered correctly on the exam. Actions that
violate the perceived natural order of things and sully God's creations are viewed in moral terms. In contrast, the Jahai did about as well in naming the colors (reflecting their smaller color lexicon) and had more agreement than the American in
naming the odors. All groups performed significantly better than chance; however, American performed best of all at identifying the emotions posed by American actors. This suggests that although the Piraha do not have concepts for specific numbers greater than 2, they do seem able to have rough quantity estimation skills. These cultural
differences are particularly evident in workplaces, where Latin-Americans show a clear preference for working in groups in which people strive to maintain a warm and hospitable atmosphere. For example, if you look at the life expectancy at birth of various countries around the world alongside the GDP per capita of those countries (adjusted for
purchasing power), you can see a striking 545 CHAPTER 13 Life Expectancy in Years 546 PHYSICAL HEALTH 85 FIGURE 13.10 80 Each dot represents a country. It probably wouldn't be all that difficult for you to fashion yourself a rudimentary hammer. Not all biculturals should necessarily frame-switch to the same degree, and they should vary
based on their degree of bicultural identity integration, which is the extent to which people see their two cultural identities as compatible or in opposition to each other. J., 85 Weissman, M. 364). Authoritarian parenting involves high demands on children, with strict rules and little open dialogue between parent and child. I., & Rue, D. Bell, R. C., Hu,
L., Takeuchi, D. And your intuition to achieve purity could be assessed by your willingness to cook and eat your dog after it dies of natural causes. Which studies test whether self-enhancement is pancultural? They did not seem to be able to perform this task well with numbers larger than 2. The subject of the French portrait occupies a larger portion
of the painting than the subjects of the Chinese portrait. Some cultures encourage people to display their emotions in clear, if not exaggerated, form. The children came from several different countries, and these countries were divided into those that were primarily individualistic or primarily collectivistic. You can't help wondering who were the
runny-nosed readers that the author had in mind when he wrote this useful piece of guidance. Other organisms, such as humans, can continue to specialize throughout their lives in some domains, as your ability to learn cultural psychology demonstrates. In fact, the most common decision that people make is to split the money 50-50. The issue of
whether it was inappropriate to publish caricatures of Muhammad deeply polarized the world. Why should people differ in their need to be consistent? Personality and Social Psychology Bulletin, 28, 442-451, 578-587. Second, the cultural differences that do appear in these basic cognitive and perceptual processes arise because of the different
465-66 residential mobility, 465-67 resource distribution, 504-7 respect for hierarchy, 178, 499-500 response biases in questionnaire research, 138 socially desirable responding, 128-29 in surveys, 127-29 reverse culture shock, 262 reverse fundamental attribution error, 363 reverse-scored items, 131-32 Revised Neuroticism, Extraversion, and
Openness Personality Inventory (NEO-PI-R), 248 Reynolds, Ryan, 444, 445, 450 rice farming, cultural effect of, 74-76 ritualized cannibalism, 83 ritualized displays, 418-19 Roberson, D., 384, 386 Rockstuhl, T., 373 Rod-and-frame task, 352-53 Rodgers, James, 463 Rogers, Carl, 587 rogue trader scandals, reporting of, 326-27 Romance languages
English acquisition and, 264 Romania/Romanians, 167 Romans (ancient), 394 romantic love, 467-76 Romney, Mitt, 246 Rorschach ink blots, 351-52 Rosaldo, Michelle, 402 Rosch Heider, E., 384, 397 rotating credit association, 456 Rothbaum, F. 573 574 CHAPTER 14 MENTAL HEALTH FIGURE 14.5 Depression includes both
somatic and psychological symptoms. Positive and negative effects of a cultural psychology class. Kitayama, S., King, A., Yoon, C., Tompson, S., Huff, S., & Liberzon, I. How can we make sense of this greater tolerance for violence in the South than in the North? In contrast, only about 10% of American children wished for things relevant to education
That is, we could see, for example, whether Indians evaluated the high-status person significantly more positively than either the low- or moderate-status person. However, people vary a great deal within cultures. Latin-Americans view their self-concepts to be more characterized by traits that reflect simpático, such as easygoing, respectful,
courteous, and agreeable (Holloway, Waldrip, & Ickes, 2009; Ramirez-Esparza, Chung, Sierra-Otero, & Pennebaker, 2012). (1971). Bachman, J. Y., Yang, D. V., & Elsevi ers, M. Another explanation is that multiracial represent the best average of all the faces the participants have encountered in their lives. Culture shapes electrocortical responses
during emotional suppression. Steele proposes that stereotype threat can account for a lot of the differences in the ways that African-American and European-American sidentify with their studies. People don't have to wait for cultural ideas to mutate by chance but can actively work toward changing cultural ideas to better fit their needs.
int/ncd surveillance/infobase/web/InfoBase Common Worthman, C. Kitayama, S., Duffy, S., Kawamura, T., & Larsen, J. They can thus rely on a healthy dose of introspection, everyday observations, and intuitions to guide their development of theories and hypotheses. A non-Western example common in many societies throughout Africa, Asia, and their development of theories and hypotheses. A non-Western example common in many societies throughout Africa, Asia, and their development of theories and hypotheses. A non-Western example common in many societies throughout Africa, Asia, and their development of theories and hypotheses.
Caribbean is a rotating credit association (e.g., Fessler, 2002). Speaking is an inherently analytic act, as ideas are expressed sequentially, one after the other. What are the differences between analytic and holistic thinking? Suh and colleagues reasoned that people with interdependent selves would feel good about their lives if they were living up to
others' standards for being a good person. International Journal of Intercultural Relations, 23, 697-709. Psychological Reports, 47, 483-491. What aspects of individualism and collectivism are associated with creative thinking? Cao, J., Galinsky, A. Proceedings of the Royal Society B, 277, 1981-1989. Aloofness and intimacy of husbands and wives: A
cross-cultural study. J., 85 Bourne, E. Separated by a common language: Nonverbal accents and cultural stereotypes about Americans and Australians. R., 396 Gallo, L. That would be a good point, and it's a valid challenge to the testosterone study. Journal of Research in Personality, 46, 184-194. We can be certain that 22nd-century American culture
will in many ways be different from 21st-century American culture. Tuscaloosa: University of Alabama Press. All Rights Reserved. One other limitation to the conclusion that the Five Factor Model is a universal description of human personality is to note that the vast majority of the studies have explored it in WEIRD samples. Without this ability to
learn cultural information, we would likely still be competing with our distant chimpanzee relatives over territorial rights to some termite mounds. The reasons that sleep varies as much as it does across cultures remain unclear, but at least these data reveal that culture can shape something as fundamental, and biologically-constrained, as sleep. K.
complete a number of different measures of independence and interdependence and interd
from their entertainment. B., 147 Whiting, J., 175 Whiting, J., 175 Whiting, J. Unless American life really does provide people with more winning experiences and Japanese life provides people with more winning experiences and Japanese life provides people with more winning experiences.
more memorable, because they think about these more. D., Azuma, H., & Kashiwagi, K. Chapter 11 Page 442: © Paul Liebhardt/Corbis; p.444: Kevin Mazur/WireImage/Getty Images; p.446 (top left): Kevin R. Primates, 2, 43-60. Children learn to attend differently to nouns and verbs across cultures, which is likely due to the ways that parents call their
attention to features of objects or the relations among objects. Fisher, H. Historically, the majority of marriages around the world, such as in China,
India, Japan, and Turkey, and among orthodox Jews; Hortacsu, 1999; Sprecher & Chandak, 1992; Xu & Whyte, 1990). J., 470 Greenfield, Patricia, 31, 116 Grimm Brothers folk tales, 90-91 group memberships in distinctive cultural groups, 277-78 religious, 503 in the United States, 93-94 groups cultures as, 5-7 Gemeinschaft, 489 Gesellschaft, 489-90
around the rod is rotated independently and thus it provides misleading information. The evolution of human skin coloration. Another possibility is to measure 483 484 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE quality of life in terms of how well countries minimize inequality among their citizens; Denmark and Japan would then represent
the standard (Human Development Reports, 2005). University of British Columbia. A., 8, 176, 177, 217, 361, 384, 424, 487 Siegal, M., 232, 507 Siegal, M., 23
because cultures often do differ in dramatic ways in terms of their practices, institutions, symbols, artifacts, beliefs, and values, the ways that people from different cultures think, act, and feel should also vary in important ways. Cultural expectations of thinness in women: An update. Although their responses varied a little depending on what
condition they had been assigned to, for the most part their responses appeared to be rather unaffected by the situation. Davis (Eds.), Oxford textbook of psychopathology (pp. H., Rothmann, S., van de Vijver, F. Relatedly, and tellingly, a survey of American college students from various regions across the United States revealed that 14% of American
women reported feeling too embarrassed to ever buy a chocolate bar (Rozin, Bauer, & Catanese, 2003). R., Roberts, A. Schizophrenia: Manifestations, incidence and course in different cultures: A World Health Organization ten-country study (Psychological Medicine, Monograph Supplement No. 20). The more asymmetrical someone is, the more likely
he or she is to have various genetic mutations or to have developed in less than ideal circumstances, and the less likely the person is to be in prime health. (2009). 329-352). In contrast, most Westerners would view failing to attend a friend's graduation ceremony as a matter of personal choice rather than as a violation of a moral obligation. K., &
Dion, K. 81-123). Factor analysis is the technique that allows us to do this. However, because they have the possibility of accumulating large numbers of salmon at the headwaters of some rivers, and because their culture was influenced by the geographically close Tsimshian, the Carrier represent a culture with a moderate degree of food
accumulation and social stratification. Shweder, & G. East Asians tend to perform worse at a simultaneous task when they are speaking out loud, whereas speaking has no impact on the performance of Westerners. 7. Another kind of evidence that they recruited was survey data (see Cohen & Nisbett, 1994). That is, there are some ways of thinking
that might be more uncommon in Culture A than in Culture A as well. Cohen, J. Ohio University Press. Last, the country's individualism score (obtained from Hofstede's data summarized in Figure 6.8) also correlated positively with egalitarian views. 327 328
CHAPTER 8 MOTIVATION 2006; Yamaguchi, Gelfand, Ohashi, & Zemba, 2003). These participants read both of the contradictory arguments. Will it continue to go higher? The preference in many cultures within Africa is for heavier body weights for both men and women compared with the norms in the West (Cogan, Bhalla, Sefa-Dedeh, &
         um, 1996), and this has also been 449 450 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS FIGURE 11.4 The norms for an attractive female body have changed over time. Cabbies in London are faced with Psychological Processes Can Vary Across Cultures daily challenges of navigating one of the busiest and
most complex street grids in the world. To this day, my research plans are still shaped by things that I observed while living in Japan. These five traits because they can't be reduced to a smaller number (i.e., the five factors are largely uncorrelated with each
other). The key role that cultural learning plays in the accumulation of cultural innovations can also be seen in the reverse situation: Why do cultures sometimes lose ideas? Parallel findings for the development of numerical competence in children is also consistent with this notion (Dehaene, 1997). Nevertheless, several key points can be extracted
from this very diverse field of study. Hence, in many parts of Africa, people developed a deep mistrust of those around them. Gergen & K. Making Choices One way that people can exercise control over their worlds is by making choices. This picture is very special to me, and one reason is that it is probably the only picture that I have in which I am the
tallest person. These studies suggest that people from different cultures might be differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences in the psychologists among people from differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences in the psychological processes among people from differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences in the psychological processes among people from differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 377 Eom, K., 267 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 378 Epel, E. Cultural psychologists thus expect to find significant differences. Y., 378 Epel, 
various cultures. Canadian Journal of Psychiatry, 48, 145-153. Ingroup relationships are not so much chosen by individuals as they are perceived to exist by default. The modern running shoe with all of its cushioning 521 522 CHAPTER 13 PHYSICAL HEALTH wasn't invented until the 1970s. Selective pressures on the once and future contents of
ethnic stereotypes: Effects of the communicability of traits. Pica, P., Lerner, C., Izard, V., & Dehaene, S. Kitayama, S., Snibbe, A. I think this is a reasonable reaction to the extent that a person is solely focused on his or her personal goals. This is viewed as a good exercise in critical thinking. Importantly, Jewish participants viewed sexual affairs in at
least as negative terms as the Protestant participants did. However, when they have revisited their past through a prism of gratitude and guilt toward others, it can be restructured to give new meaning to their lives (Reynolds, 1980). Hong, Y., Chiu, C., Dweck, C. Septicemia African-Americans higher European-Americans higher 11. time. (2010). If you
were to build yourself a hammer, you would probably think about how you could put a heavy object with a flat surface on the end of a stick, and would fashion something like the kinds of hammers that you see for sale at the hardware store. How could Americans be primed to think in a way that is more characteristic of people in another culture that
they don't know much about? I., 165 Mazur, A., 152 McAdams, D. Social Psychological and Personality Science, 2, 665-672. put them in a state of objective self-awareness, such as being placed in front of a mirror? 305-331). The code of the street permeates many aspects of life—in particular, the development of a reputation that one is tough and is
not to be messed with. Psychonomic Bulletin & Review, 17, 644-650. In the orthodox view, this transcendent authority originated a moral code and revealed it to human beings in sacred texts. The most important principle they adhered to was incest avoidance. The Chinese and Canadian 7-year-olds tended to respond quite similarly. Proceedings of
the National Academy of Sciences, 107, 11745-11750. French university students played a computer game in which they had to design a fishing net. Indeed, research has found that students who take a course on cultural psychology show an overall increase in cultural awareness and cultural intelligence, which improves intercultural understanding
(Buchtel, 2014). V., 308 Boehnke, K., 221 Boiger, M., 427 Boland, J. It is appropriate only when we are interested in cultural differences Considerations for Conducting Research Across Cultures in the pattern of responses and not when we want to compare the average level of responses across cultures in a single measure. Can you see the apparent
contradiction in these two arguments? As the months went by, those who had been provided Culture and Health with opportunities for control ended up requiring fewer medications, were rated as being in better health, and ultimately, on average, lived longer than those in the no-intervention group. Do people believe behaviors are consistent with
attitudes? REFERENCES Knapp, R. One potential solution to this problem is to keep all of your materials in the original language, such as English, and study only people who are bilingual with English and their native language, such as English, and study only people who are bilingual with English and their native language, such as English, and study only people who are bilingual with English and their native language, such as English, and study only people who are bilingual with English and their native language, such as English, and study only people who are bilingual with English and their native language.
viewed by many to be the father of the modern incarnation of cultural psychology, argues that much of the field of psychology (what he calls general psychology) inherently assumes that the mind operates under a set of natural and universal laws that are independent from context (Shweder, 1990). P., Norton, M, I., & Sommers, S. For
example, Latinos tend to be less likely to drink and smoke than non-Latinos (although they also tend to exercise less; Perez-Stable, Marin, & Marin, 1994). That is, whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on whether they viewed the man's behavior as immoral hinged largely on white hinged largely on white hinged largely on the man's behavior as immoral hin
L., 277 Cohen, S., 544, 586 Colcombe, S. Hence, there are some theoretical parallels in the distinction between progressivists and the orthodox and the world have been exploring questions about how culture shapes people's
psychology. Why did the Spaniards have the technologies, the horses, and the long written history that the Incans didn't have? (2006a). Slingerland, E. V., 565 Witkin, H. This finding can perhaps be better understood by considering what guides the selections for people from the two cultures. Cross, S. What matters is not how positively you think of
yourself but whether significant others think you're doing well. In stark contrast, the East Asians were more likely to choose the pen of the majority color, considering the less unusual pen more desirable. Unfortunately, the governments had other things on their agenda than cross-cultural psychological research, and few researchers were granted
access to the divided city. Psychological Bulletin, 132, 269-296. Living close to animals led many diseases that originated in animal species (measles, tuberculosis, smallpox, influenza) to cross over and infect humans as well. New York, NY: Macmillan. The result would be two different English versions of your 127 128 CHAPTER 4 METHODS FOR
STUDYING CULTURE AND PSYCHOLOGY materials (the original one and the back-translated one), and you would carefully compare these two. Frontiers in Psychology. J., 423 Grossmann, I., 163, 220, 239, 350, 351, 364, 436 NAME INDEX Groves, W. The most well-researched approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approach to understanding the effects of parenting styles has been Dianached approached approach to understanding the effects of parenting styles has been Dianached approached ap
Baumrind's (1971) tripartite typology. In contrast, Quakerism placed more emphasis on pragmatic concerns, individual equality, and tolerance. The tendency for people to collectively misinterpret the thoughts that underlie other
people's behaviors. Language can influence thought. For those with independent selves, these important aspects tend to lie within the individual. Susceptibility to the Müller-Lyer illusion, theory-neutral observation, and the diachronic penetrability of the visual input system. The results indicated some universality in moral reasoning. J., Thorne, A.,
Walker, M. Moken children have more than twice the underwater visual acuity of European children (Gislen et al., 2003), and they accommodation that is followed by maximal pupil constriction—a process similar to what Biological Variability of Humans enables seals to see clearly underwater (Gislen &
Gislen, 2004). We all desire things that improve the quality of our lives, such as getting access to material rewards, having stimulating relationships, and earning the respect of our peers (Kenrick, Li, & Butner, 2003). There was far more variability in motivations for antisocial punishment across societies. Voluntary settlement and the spirit of
independence: Evidence from Japan's "Northern Frontier." Journal of Personality and Social Psychology, 91, 369-384. L., 568 Fonseca-Azevedo, K., 54 Fontaine, J., 418 Ford, C. Organizational Behavior and Human Decision Processes, 100, 96-109. Whereas modern medicine views many illnesses as emerging out of the deterioration of organ systems,
stress, or infections, none of the 186 societies viewed organ deterioration to be an important cause of illness. How well do you think you could learn the ideas of cultural psychology that are covered in this book if you did not have language? One key idea was that Protestantism resulted in work becoming seen as a spiritual task. Psychological Bulletin
92, 410-433. The International Pilot Study of Schizophrenia: Five-year follow-up findings. FIGURE 5.9 Amy Chua and her daughters. A., & Haidt, J. Given the huge operating costs for large Why Are Humans Adept at Cultural Learning? B., 277 Briggs, J. Journal of Cross-Cultural Psychology, 42, 1251-1271. In 1843, the British historian Thomas
Carlyle noted that, "'happiness our being's end and aim' [a famous quote on happiness from the English poet, Alexander Pope] is at bottom, if we will count well, not yet two centuries old in the world." Carlyle was referring to changes during the Enlightenment when the world began to be seen as a more rational and predictable place and happiness
was believed to be achievable through efforts to pursue a good life. For example, consider the finding that Japanese scored higher than Americans on a measure of embarrassability (Singelis, Bond, Lai, & Sharkey, 1999). Neisser (Ed.), The rising curve: Long-term gains in IQ and related measures (pp. Kalin, R., & Tilby, P. Indeed, this is what the
researchers found. 90 Percentage of Infants 164 80 70 60 50 40 30 20 10 0 6-8-month- 10-12-month- 10-12-month- 10-12-month- 10-12-month- 10-12-month English old E
language, but 10-12-month-old native English speakers cannot (Werker & Tees, 1984). Response biases are factors that distort the accuracy of a person's response biases. A., 572 Regmi, M. An intergroup perspective on immigrant acculturation
with a focus on collective strategies. A series of local art experts judged the sculptures (blind to condition) and, remarkably, concluded that the best sculptures were made by the Protestant men who were led to have the depraved thoughts. The researchers administered the same math exam to groups of students in schools in cities in China, Japan,
Taiwan, and the United States; the tests were matched along a number of demographic characteristics. Cawte, J. Some of those changes create a net loss: For example, the cooking process causes food to lose some of its energy through dripping, it can lead to a loss in some vitamins, and it produces some kinds of proteins that we aren't able to digest
For example, women in India, Pakistan, and Nigeria are more likely to embrace traditional gender attitudes than are women from European nations. Analytic and Holistic Thinking To understand the differences in the painting styles between East Asia and the West, we need to take a step back. Shin, S. Stevenson, H. 252
CHAPTER 6 SELF AND PERSONALITY However, as noted in Chapter 4, comparing mean levels of subjective self-report measures entails a number of methodological challenges, which can greatly undermine their validity. In answering that question we need to contrast the similarities and differences in the ways people go about trying to make
themselves more attractive. You've surely seen hundreds of faces that would fit this description, but they do not look like Tom Cruise. Chen, J. That there are fewer people who match the template in some cultural biases of the
researchers (Kleinman, 1988). In one study, children (8, 11, and 15 years of age) and university students were recruited from India and the United States (Miller, 1984). New York, NY: Rand McNally. Journal of Personality and Social Psychology, 69, 701-718. One methodological technique provides a practical, and ethical, way of getting one step
closer to my fantasized experimental methodology (Kitayama, Markus, Matsumoto, & Norasakkunkit, 1997; Morling, Kitayama, & Miyamoto, 2002). American participants 433 CHAPTER 10 EMOTIONS were asked to complete a brief questionnaire at the end of every day to indicate how satisfied they had been that day. Today there are no large
societies anywhere that include only people from one cultural background. Namely, expressing one's thoughts out loud should interfere with the performance of Westerners. The most pronounced differences were with respect to the ethic of divinity and the
ethic of autonomy. that might exist (for example, see Factors That Cause Ideas to Spread Martin et al., 2014). Implications for conceptualizing their etiology. Human Brains Are for Learning from Each Other 36 CHAPTER 2 I CULTURE AND HUMAN NATURE t must have been quite the spectacle. Ethos, 20, 3-32. Ethic of Community Much
research has been conducted on the important role of the ethic of community in guiding moral reasoning. Cognitive Psychology, 3, 337-354. Toward this end, I have written the chapters around some provocative key guestions with which cultural psychologists are still struggling. Tseng, & E. No other species of animal has been shown to have any
capacity for significant cumulative cultural evolution (Dean, Vale, Laland, Flynn, & Kendal, 2014). In contrast, for many Americans shoes come off only when they are taking a shower or going to bed. Half of the students unscrambled sentences that contained some words related to the elderly—wrinkle, old, knits, and bingo. In what ways is biological
evolution similar to and different from cultural evolution? This inventory includes items that reflect "traditional" views on gender (Sample item: Netherlands 5.47 5.72 "For the good of the family, a wife should have sexual Finland 5.30 5.69 relations with her husband whether she wants to or not") Germany 5.35 5.62 and more "modern" or
 "egalitarian" views (Sample item: England 4.73 5.15 "Marriage should not interfere with a woman's career Italy 4.54 4.90 any more than it does with a man's"). Would it work if we just found people with differing levels of education within a particular culture and then compared how they thought? REFERENCES Stevenson, H. Reasoning Styles Group
1 Group 2 Target objects A B FIGURE 9.9 To which group do the two target flowers belong? Some combination of the above strategies is probably the optimal way to learn about other cultures. In contrast, in India, Pakistan, and Nigeria, people tended to Nigeria 3.11 3.39 believe that the roles, obligations, and rights of men and Higher numbers
represent more egalitarian gender women are clearly different (with men being perceived attitudes, whereas lower numbers represent more traditional gender attitudes. bbc.co.uk /2/hi/programmes/correspondent/ 2334893.stm Renaud, S., & de Lorgeril, M. There are rather pronounced cultural differences in speech among young children. Jobson, L.,
Moradi, A. Lecture PowerPoints Lecture PowerPoints Lecture PowerPoints from the book, as well as definitions of key terms and original figures, can be used as is or customized for each individual classroom. Beyond individual classroom. Beyond individual classroom. Beyond individual classroom.
FIGURE 4.8 Insult Condition 153 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY a problem with the confederate. The traditional view of the turmoil of adolescence was that it arose from the hormonal changes associated with puberty (Hall, 1916). Am I doing better than you? Epley, N., & Dunning, D. Southerners were only
more likely than Northerners to have more positive attitudes toward violence when it related to defending their families or honor. Standing out as a signal to selfishness: Culture and devaluation of non-normative characteristics. F., 309, 310, 435, 438 Falk, J. Some features of modern Western societies seem to be associated with increased adolescent
distress. (2006, January 15). The kind of evidence that would be necessary to support the strong version of the Whorfian hypothesis would need to demonstrate that people cannot entertain some concepts in the absence of the appropriate words. Comparisons of more divergent cultures (such as Americans versus a traditional hunter-gatherer society)
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might reveal pronounced differences in the phenomenon. A luxury hotel with average food or an average hotel with excellent food?" Approximately 80% of French chose the hotel with the good food, compared with only 40% of Americans (Rozin et al., 1999). Then they were allowed to take a pen. R., & Boroditsky, L. In some situations a person may
feel introverted, and in some she might feel extraverted, so these are both truths, and a holistic person would endorse both of them (e.g., Choi & Choi, 2002). Can you think of examples of some groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and other groups that would clearly deserve the label "culture," and "culture," and "culture," are groups that would clearly deserve the label "culture," are groups that would be a culture, and "culture," are groups that would be a cultu
sources include nuts and seeds encased in hard shells that need to be cracked open, tubers that need to be fished out of their mounds. Indeed, this is exactly what they found for a variety of measures of acculturative stress: The Tsimshian acculturated to mainstream Canadian culture with the fewest difficulties,
the Eastern Cree had the most signs of stress, and the Carrier were intermediate. These behaviors are surely relevant to health, and there is evidence that people in lower SES groups are more likely to smoke and eat a poorer diet and are less likely to exercise (e.g., Crespo, Ainsworth, Keteyian, Heath, & Smit, 1999; Kaplan & Keil, 1993). J., 364 Li,
Z., 577 Liang, C. The cultural construction of self-enhancement: An examination of group-serving biases. New York, NY: Knopf. In one condition, students completed the questionnaire in a professor's office with the professor present. The critical role of early In the Face of Change, How Do Cultures Persist? Progress in Asian Psychology, 5. Apparently,
the habitual self-view of Japanese is very similar to the perspective that they have in front of a mirror. Cultural boundaries are thus not distinct. These networks of information will be activated whenever people encounter something that reminds them of this idea, be it a conversation that they hear, a memory of what has happened in the past, the
situation they are in, or their impressions that others around them are concerned with this idea. That is, you could remember the images that you saw with your eyes as you walked over to your principal, took the diploma that she handed to you, turned to the audience, and then walked off the other side of the stage. Factors That
Cause Ideas to Spread Minimally Counterintuitive Ideas Persist One source of evolution of cultural ideas is evident in religions and myths around the world. G., & Davey Smith, G. All Rights Reserved; p.438 (left): © Jon Burbank / The Image Works; p.438 (right): Tom Merton/Getty Images. You see, it's not just that the typical psychological database
represents a very narrow slice of the world's population; it also represents a very unusual slice. E., Ketevian, S. In contrast, many Americans do find it disturbing or unusual for men to present themselves as women (such as wearing dresses, high-heeled shoes, or lipstick) or to participate in stereotypically female behaviors (e.g., boys playing with
dolls, or boys taking ballet lessons). These four relational elements are said to be operational in relationships in all cultures are not fixed entities but continually evolve over time. Journal of Personality and Social Psychology, 64, 885-896.
Retrieved from . Hyattsville, MD: National Center for Health Statistics. However, when they sat in a room facing north, they often arranged the pictures going from right (east) to left (west)! This further demonstrates how spatial perception, and time perception, FIGURE 9.20
English speakers think of time as passing from left to right, whereas Australian aborigines think of time as passing from east to west. If their average score was seen by the other person, then participants evaluated their performance more
negatively. T., Poehlmann, K. Chentsova-Dutton, Y. Because the study of culture's influence on psychology, researchers often utilize methods that are commonly used in the I-
Ching (The Book of Changes; 1991), includes a principle of contradiction. Understanding Other People's Behaviors FIGURE 9.7 2 1.8 1.6 1.4 1.2 1 0.8 0.6 0.4 0.2 0 East Asian Websites contain a larger number of links and words than their
North American counterparts. These nominations are presented in Figure 11.5. The numbers along the x and y axes represent the names of the recruits in alphabetical order. The key boundary is between self and nonself, and, for the most part, others are viewed, and interacted with, as though they were nonself. (2005) The factor structure of Greek
personality adjectives. Roberson, D., Davidoff, J., Davies, I., & Shapiro, L. A tabloid had informed him that they were going to report that he was having an affair with his assistant. The extent to which majority members of the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the amount of prejudice that immigrants for the host cultural differences also predicts the host cultural
experience (Guimond et al., 2013; Smeekes, Verkuyten, & Poppe, 2012). A number of interesting findings emerged. First, in a region known as the Fertile Crescent, which straddled the Middle East from what is now Iran up to Turkey and over to Egypt, there existed a unique collection of plant species (wheat, barley, peas, lentils) and animal species
(sheep, goats, pigs, donkeys, cows) that were especially suitable for domestication. Suicide is a more significant part of some cultures, where religion is especially prohibitive toward suicide. Can these differences in economic development be understood in terms of
cultural persistence? "Code-switching," as this particular kind of cultural frame-switching is referred to, is an essential skill for inner-city children to learn if they are to survive and succeed in these two divergent cultural contexts. Chapter 2 Page 34: © age fotostock / Alamy; p.36: Drawing by Jay Matternes. Choices that individuals make regarding
their basketball playing are clearly no longer free of interpersonal constraints. A number of trends are indicated by this figure. P., 543 Cheah, Y. Knowing that others expect you to fare poorly and then encountering occasions in which you succumb to stereotype threat can have long-term negative consequences. Interestingly, people are not able to
discriminate easily between some phonemes that are not in their own language. The extent of cultures are largely limited to certain cultures. And importantly, their experience in navigating through these mental maps actually changes the structures.
of their brains. (1970). Psychological Science, 21, 1471-1478. How did seeing the contradiction affect that Lewis had not starred in a successful comedy in the United States since his famous role in The Nutty Professor in 1963, his
zany humor continued to be appreciated by the French for decades. Taylor, S. Jewish faith does not state that it is wrong to desire nonkosher foods; what is important is that one does not eat them. Language and the origin of number concepts. C., Kitayama, S., Markus, H. All Rights Reserved; p.309: Courtesy of Coren L. Sedikides, C., Gaertner, L., &
Toguchi, Y. How culture shaped the human genome: Bringing genetics and the human sciences together. The particular strength of their research program, as you'll see, is in using a wide array of methods to test their hypothesis. Somewhat ironically, those immigrants that assimilate into the surrounding community can end up having more
difficulties than the ones who resist the cultural values of the community 271 272 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS FIGURE 7.6 A still from the 2008 movie Gran Torino showing a poorly acculturated Hmong (who are gang members)
When Europeans first arrived in Tasmania they encountered a culture with the smallest collection of tools of any human society ever recorded. A second assumption about love is that it is ultimately an individualistic choice. Because the within-culture validity of subjective self-report measures is preserved, these measures are extremely useful for
identifying correlations between different constructs within cultures—for example, investigating whether extraversion and self-esteem are relational ties are flexible enough, and opportunities for new relationships are available enough, that they
feel they can find new relationships and not feel overly bound by their old relationships. V., 329, 331 Berlin, B., 383, 394 Berman, J. The Sambia believe that femaleness is an innate natural essence, whereas maleness is a tenuous essence that must be explicitly cultivated. Of course, if you wait until someone steals your herd before you demonstrate
that you're not someone to be messed with, this would be too late. "When you call me that, smile!": How norms for politeness, interaction styles, and aggression work together in southern culture. First, participants from at least two cultures are asked to describe a number of situations they have experienced in which something specific has happened.
Mahalingam investigated the way Hindu Indians viewed gender identity. Tardif, T. Australian New Zealand Journal of Psychiatry, 3, 263-266. According to this view, semen is a very precious commodity, and an excessive loss of it is feared to result in serious illness. I., & Watanabe, J. Variation in geography—in this case, in terms of parasite prevalence
—differentially evokes universal aspects of our psychology. The spectacle had juggling acts, animal shows, and a ventriloquist. For example, American culture is an outlier among the world's industrialized cultures on a great many dimensions (see Lipset, 1996, for a review), and as we will discuss in more detail in Chapter 13, one of these is physical
weight. For example, men in Tahiti do not hunt; the shallow lagoons provide ample fishing without needing to venture into more treacherous waters, and the rich volcanic soils allow for the easy harvesting of taro, cassava, coconuts, and fruit. In fact, in the next few months—specifically, in Lysgaard's data, between 6 and 18 months—participants
typically experienced the most negative feelings of their sojourn in a stage that has been labeled the "crisis" or "culture shock" stage (Oberg, 1960). A., & Bloom, P. Journal of Educational Psychology, 79, 179-188. How might a North American mother play with a 1-year-old with a toy, such as a truck? Are there cultural differences in the relation of
speech and self-expression? Keltner, D. Journal of Personality and Social Psychology, 65, 613-628. secularization theory A view that religion is on the decline, and that people around the world are turning to secular and rational ways of understanding their lives. P., 246 McCabe, M. Mesquita, B., & Karasawa, M. Age and culture modulate object
processing and object-scent binding in the ventral visual area. From The History of Noell's Ark Gorilla Show Book Cover by Anna Mae Noell (1979); p.38: Anup Shah/Nature Picture Library; p.40: © The New Yorker Collection, 1995, Leo
Cullum, from cartoonbank.com. Motivations for uniqueness are thus quite different between cultures. Education also seems to facilitate abstract logical principles rather than on the basis of personal experience or familiarity. The neighborhoods they live in: The effects of
neighborhood residence on child and adolescent outcomes. Any groups that were larger than 150 became too unwieldy to manage without some kind of formal institutional structure, yet smaller groups would lose the advantages of large numbers. Henig, R. The development of self-understanding in Puerto Rico and the United States. A., 549 James, S
In the following sections I provide a fairly long description of the many ways this cultural difference has been shown to emerge in some very basic psychological processes. Bad outcomes in Black babies: Race or racism? H., 167 Zektick, I. But herein lies the rub. muscular as a chimpanzee. Around the world there appears to be striking agreement
here. A., Page, K. Kagitcibasi (Eds.), Handbook of cross-cultural psychology (Vol. Gavira, & J. In sum, it is because of the trade-offs in these various competing forces that humans ultimately became the scrawny, short-gutted, and big-brained apes that we are. E., Davis, P. Even among young children, the amount of sleep they get each day varies
substantially across cultures (From Mindell et al., 2010). On the other hand, you could instead consider marriage in a more abstract sense, as some kind of formal arrangement in which men and whether or not there were
feelings of love prior to the marriage), with public recognition of exclusive sexual access among those who are married, and centered on the rearing of children. Barrett, J. The epidemiological transition: From material scarcity to social disadvantage? When we see someone's facial expression, it is not always clear whether we are looking at a universal
facial expression or one governed by cultural display rules. Collard (Eds.), Mapping our ancestors: Phylogenetic methods in anthropology and prehistory. P., 570 Majid, A., 389 Major, B., 306 Ma-Kellams, C., 216, 421 Makuk, D., 548 Malcolm, L. L., Miller, J. One source of evidence in support of this idea is that across cultures there is little relation
between absolute level of income and health above a minimum threshold of income. R., & Gabrieli, J. Four questions from a relatively young field. (1958). Holistic thinking also emphasizes knowledge gained through experience rather than the application of fixed abstract rules. It is possible, however, that the differences in the paintings reflect old
artistic conventions rather than the aesthetic preferences that people currently have. According to this model, there are five underlying personality traits, or "core traits." If you would be the nearly 18,000 traits identified by Allport
and Odbert), you would find a great deal of overlap among many of the traits, allowing the list to be reduced to a much smaller number. Meta-analyses of ethnic match as a predictor of dropout, utilization, and level of functioning. Adams, G. For Instructors The instructors The instructor resources are outlined below. Perhaps the selection for big brains in primates
was driven by the need for cognitive abilities that would help them keep a mental map of the short-lived and patchily distributed fruit that was around them (Clutton-Brock & Harvey, 1980). Much of the recent growth in cultural psychology has occurred among social psychologists who want to more forcefully consider the influence of people's social
relations on thought. K., & Waddar, M. Some symptoms of social anxiety, such as being shy, are also perceived less negatively in Asian contexts than in Western ones, perhaps because they are culturally normative. Barkow, L. S., & Opfer, J. Hsu, L., & Alden, L. 114(3), 377-408. C., 589 Nagell, K., 43 Naidu, N. A cross-cultural study of depressive
symptomatology. That is, a moral judgment was largely predicated on whether these participants found the event to be bothersome or disgusting. Smeraldi, E., Zanardi, R., Benedetti, F., di Bella, D., Perez, J., & Catalano, M., et al. Some groups are categorized as Gemeinschaft, which loosely translates from German as "community." Gemeinschaft
groups are characteristic of smaller folk organizations, and within these groups interpersonal relationships play an especially important role. By the fifth Grade 20 60 15 50 10 40 5 China Japan Taiwan USA FIGURE 5.13 The dots represent the average
math test scores for individual schools in different countries. Take a minute to think about whether you would evaluate yourself as above or below average for each of the following characteristics: ability, loyalty, dependability, loyalty, depend
flight to East Asia and Americans of European descent who were waiting for a flight to a non-Asian destination were approached. The problem for cultural psychologists is that not only do they inherit the standard ambiguities when applied to
the study of people from other cultures (Cohen, 2007). We asked the participants questions about their identification with Hong Kong, such as whether it was important for them to maintain or develop Chinese cultural practices, and questions about their identification with Hong Kong, such as whether it was important for them to maintain or develop Chinese cultural practices, and questions about their identification with Hong Kong, such as whether it was important for them to maintain or develop Chinese cultural practices, and questions about their identification with Hong Kong, such as whether it was important for them to maintain or develop Chinese cultural practices, and questions about their identification with Hong Kong, such as whether it was important for them to maintain or develop Chinese cultural practices, and questions about their identification with Hong Kong, such as whether it was important for them to maintain or develop Chinese cultural practices, and questions about their identification with Hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was important for the hong Kong, such as whether it was i
International Journal of Eating Disorders, 19, 217-237. It can simplify a long list of items into a much shorter list of underlying factors by investigating the patterns of correlations among the various items. What do you say? East Asians, in contrast, are more likely to expect that change will be nonlinear and that a decreasing trend will soon be followed
with an increasing trend. C., Apicella, C. The culture of 21st-century America grew out of the culture of 20th-century America, which grew out of the culture of honor: The role of institutions in perpetuating norms about violence. Furthermore, the Dani could learn and recall new
words that were associated with colors that corresponded with the foci of the eight basic chromatic categories of English more easily than they could learn words for colors that occupied intermediate points along the color spectrum. Proceedings of the Royal Society B, 274, 3113-3117. Journal of Personality and Social Psychology, 89, 294-310.
Chapter 5 Page 158: © imageBROKER / Alamy; p.162: © Theo Allofs/Corbis; p.166: AP Photo/Heng Sinith, File; p.173: © Focus Features/courtesy Everett; p.189: © The New Yorker Collection, 2006, Robert Weber, from cartoonbank.com. Goh, J. Immigration,
acculturation, and adaptation. within-group manipulation A type of experimental manipulation in which each participant receives more than one level of the independent variable(s). Personality and the larger X's indicate more important and self-defining
aspects. For example, is LeBron James's phenomenal basketball success due to his workout routine, to the way he studied his childhood hero, Michael Jordan, to his yoga exercises, or to the advice he took from the coach that he lived with as a child? Since then, numerous kinds of psychotherapeutic approaches have been developed, with the most
common being cognitive behavioral therapy, in which people's thoughts may be restructured by therapists aiding the clients in identifying their dysfunctional cognitive behavioral therapy, in which people's thoughts may be restructured by therapists aiding the clients in identifying their dysfunctional cognitive behavioral therapy, in which people's thoughts may be restructured by therapists aiding the clients in identifying their dysfunctional cognitive behavioral therapy, in which people's thoughts may be restructured by therapists aiding the clients in identifying their dysfunctional cognitive behavioral therapy.
children. Hirsh-Pasek and R. Mayberry, R. The presence of a desk not only provides children with a place to work but also sends a signal from the parents that studying is an important and valued activity. Yengoyan (Eds.), The imagination of reality: Essays in Southeast Asian Conference Systems. Psychological Processes Can Vary Across Cultures
Case Study: The Sambia Discussions of cultural differences in psychological processes are often quite controversial. Journal of Cross-Cultural Psychology, 11, 153-172. R., 554 Minn, J. M., 135, 160 Rosenthal, D., 92 Ross, C. Are people with interdependent selves more accurate in their self-views? There he assessed 100 patients who had been
diagnosed as having neurasthenia. If you won't go along, you likely won't get along. Caudill, W. S., Castellazzo, G., & Ickovics, J. RESIDENTIAL MOBILITY. Cultures differ in their relational mobility in yet an- other way: In some contexts people literally are more physically mobile—that is, they are more likely to change their place of residence. One
large-scale research program examined students' performance on math tests, focusing on students who grew up in East Asia and those who grew up in East Asia and those who grew up in the United States (Stevenson & Stigler, 1992). A theory of mind and sophisticated language skills are necessary for cultural accumulation, whereby cultural innovations build on ones that are already
learned. 4 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Journal of Experimental Social Psychology, 48, 562-565. Rather, the concern then was with observable behaviors that could be influenced through conditioning of simple stimulus-response relations. From an evolutionary respective, why do humans have romantic love? For example,
research has revealed that personality characteristics such as hostility and pessimism are associated with increased risk for illnesses. It is quite possible that many of the observed cultural differences in subjective well-being about their lives
Situations that highlight independent aspects of the self will be more frequently encountered when participating in an individualistic culture, in which cultural practices emphasize personal goals over collective ones. One way we can see this is in a relationship-attracting feature discussed earlier: similarity. Okazaki, S. There is convergent evidence and the self will be more frequently encountered when participating in an individualistic culture, in which cultural practices emphasize personal goals over collective ones.
from a variety of sources of the heightened distinction between ingroups among those who are more interdependent. The least common strategy, in contrast, is the marginalization strategy, whereas assimilation and separation strategy, whereas assimilation are more interdependent. The least common strategy in contrast, is the marginalization strategy, whereas assimilation and separation strategy.
Linguistic and nonlinguistic influences on color memory. P., & Sogon, S. Should Heinz have done that? Journal of Cross-Cultural Psychology, 37(6), 694-716. LINGUISTIC RELATIVITY AND ODOR PERCEPTION. This research on lin- guistic influences on color perception is important as it reveals a shortcoming in the imaginations of researchers. We are also as a shortcoming in the imagination of the i
549 Drinka, G. In general, theories that focus on the physiological aspects of emotions predict less cultural variability, while theories that focus on interpretive aspects of emotions expect much cultural variability, while theories that focus on interpretive aspects of emotions predict less cultural variability, while theories that focus on interpretive aspects of emotions expect much cultural variability.
because 94% of people clearly cannot be better than average. However, a distinctive pattern emerged in several other societies. Coping with negative stereotypes about intellectual performance: The role of psychological disengagement. So what might be behind these striking class differences? Humans are said to have a prestige bias: They are
especially concerned with detecting who has prestige—that is, they seek others who have skills and are respected by others—and they try to imitate what these individuals are doing (Henrich & Gil-White, 2001). Why do doctors around the world have somewhat different beliefs about what constitutes a healthy lifestyle? Straightforward enough. In
that room, the table was against the north wall, so participants were facing north. Schug, J., Yuki, M., & Maddux, W. Chapter 10 Page 400: © ZUMA Press, Inc. Rudmin, F. M., 537 Siegler, R. One way they tested this was to see whether Americans would also become more prevention oriented if they were led to think about their
interdependence. Evans-Pritchard, E. An analysis of the theories of the cause of illness across 186 non-Western societies revealed a great degree of variability (Murdock, 1980). One key source of cultural practices that guide children's development is their interactions with their parents—the ways in which parents structure their children's early lives.
This suggests that brooding over one's negative emotions, although common in Russia, does not lead Russians to feel more depressed, as it does for Americans. Although these variables appear to be able to explain part of the reason that Latinos have such healthy outcomes, much of the paradox still remains unresolved and will continue to occupy
researchers for some time. Unlike other species, we do not just live in physical worlds. Perhaps interdependence is associated with a prevention orientation. First, as you can see from the above definition, the boundaries of cultures are not always clear-cut. Cultures are not always clear-cut. Cultures are not always clear-cut.
breadth of the creative directors' cultural experiences (i.e., the number of countries they had lived in), the depth of their experiences (i.e., the number of years they had lived in), the depth of their experiences (i.e., the number of years they had lived in). This strategy is relatively rare and is theoretically puzzling (who do people identify with if
not either their heritage or host cultures?). The likelihood that a culture favors arranged over love marriages is not determined randomly. They did not seem to acquire any more Canadian culture over time. (1993). Without semen, a boy has no jerungdu, and he has no masculinity. Galaty, J. They depend on diving to spear fish and to retrieve clams,
sea cucumbers, lobsters, and other food from the ocean floor. Humans' unusually sophisticated cultural learning skills further rests on two key capacities: the ability to communicate with language. Journal of Social Psychology, 71, 1-21. I enjoy the humor and jokes of my heritage culture. H., &
Boehnke, K. Such messages do not allow speakers to receive any nonverbal cues about how their conversation partner is responding to their message. Although East Asians may feel differently about themselves across contexts, such as when they are with family compared with when they are with friends, they do show much consistency across time
within each of these relationships (see English & Chen, 2007, 2011). Equality matching is emphasized more in many traditional subsistence societies around the world, where elaborate rituals are often involved in the reciprocal exchange of equally valued goods. If Filipinos have more difficulty ignoring vocal tones than the meaning regardless of the
language they are speaking, 381 382 CHAPTER 9 COGNITION AND PERCEPTION this would suggest that the findings reflect cultural differences in attention to context rather than features of the language. Journal of Cross-Cultural Psychology, 30, 315-331. Would you be willing to allow other people to make these decisions for you? R., Takata, T.,
necessarily learn how to form such abstract categories. Hofstede, G. A., 565 Nielsen, M., 44 Niiya, Y., 425 Nijstad, B. Personality and Social Psychology Bulletin, 39, 883–897. In contrast, East Asian mothers gave a number that was considerably higher than the level at which they expected their child to perform. In general, infants from Asian countries
were found to sleep much less than infants from Western countries (Figure 13.8). Stevenson (Eds.), Cultural perspectives on child development (pp. C., 134 DeVos, J., 22 de Waal, F., 42 DeWall, C. J., 53 Cho, G. The effects of infant day care on psychological development. Psychological Bulletin, 139, 152-188. All the features of benefits that are
exchanged can be reduced to a single underlying dimension, usually money. 7 6 5 4 3 FIGURE 9.12 Argument Both argu
arguments Condition First, let's look at the right half of the American figure. If your abilities are a function of your efforts, it makes sense to increase your efforts when you're not doing well enough. For example, in an upcoming election, I may plan on voting. Portion sizes and obesity: Responses of fast-food companies. I often participate in
relatedness, in which women scored higher than men. Gemeinschaft groups, 489-90 interpersonal attraction, 445-54 self-concept and, 211-13 relative deprivation, 545-47 religion(s) cartoon controversy and, 480-81 control and, 326 creation myths in, 89 culture wars and, 496-500 ethic of divinity, 488-89, 493-99 field dependence and, 353 gender and, 326 creation myths in, 89 culture wars and, 496-500 ethic of divinity, 488-89, 493-99 field dependence and, 353 gender and, 353 gender and, 353 gender and, 354 gender and, 355 ge
equality views and, 226 growth of, 482 healing and, 587-88 morality of thoughts and, 501-4 motivation and, 316-22 orthodox vs. Perspectives in Psychological Science, 5, 391-400. The health of men: Structured inequalities and opportunities and opportunities. A recent analysis finds that the German cities that had Jewish pogroms in the 14th century were the same
cities that had higher rates of violence against Jews in the 1920s and had higher support for the Nazi party (Voigtländer & Voth, 2012). Similarly, research has also found that working-class Americans, like the East Asians in these studies, are also less likely to prefer unique objects compared with middle-class Americans (Stephens, Markus, &
Townsend, 2007). In general, making individual choices seems to be especially valued in individualism. K., 565, 566 Keil, F. Just because there are alternative explanations for every study does not mean that every study is worthless. Hinds, D
traditions from their families that affect their well-being and these traditions are passed down through the generations, even after their ancestors have moved to the United States. Not surprisingly, people in general were not especially happy with the inferior pen they had received after the experimenter took away their chosen pen. In contrast, for
less common ethnic groups in Vancouver (e.g., those with smaller local populations, such as First Nations tribes), there was no correlation between the communicability of traits and the likelihood that they were characteristic of stereotypes, because people apparently rarely discussed these less common groups. The other half unscrambled sentences
that contained neutral words. Landis & R. Similarly, a study conducted with Arabic and Hebrew found that this group had more negative associations with Jewish names when they were presented in Hebrew, and the reverse was true for their associations with Arabic names
(Danziger & Ward, 2010). them mindset and, 26-27 cultural distance, 263-66 cultural diversity, value placed on, 270 cultural evolution, 66-113 biological evolution, 71-81 over recent decades, 91-101 persistence of cultures and, 101-11 cultural fit, 266-67
cultural heterogeneity, 92 cultural homogeneity, 92 cultural homogeneity, 92 cultural innovations, 46-47, 50-51, 103-6 cultural innovations, 46-47, 50-51, 1
variable psychologies, 5 cultural meanings, 10 cultural meanings, 145-44 cultural priming, 143-44 cultural priming, 143-44 cultural priming, 143-45 defined, 4 general psychology vs., 8-14 history of, 29-32 reasons for
studying, 25-28 unique contribution of, 4 culture-bound mental health syndromes, 564-71 amok, 568-70 eating disorders, 564-68 hysteria, 570 koro, 568 culture-gene co-evolution, 528 SUBJECT INDEX culture-level measures,
144-46 culture of honor case study, 149-56 culture(s) acquiring, 168-70 among animals, 37 blending, 278-81 as broad swaths of population, 6 defining, 5-7, 37 dynamic nature of, 6 evoked, 76-81 frame-switching, 278, 281-90 as groups of individuals, 5-7 heritage, 260, 267-69, 529 heterogeneity of, 222-23 host, 260-70 individual differences within
6-7 influence of, 28-29 as information, 5 mind's dependence on/independence on/, 8-14 physical health and, 523, 540-50 reliance on, 4 sleep and, 537-40 transmitted, 77-81 universals across, 8-9 variation across, 4 culture shock, 261-63 culture wars, 494-501 cumulative culture evolution, 45-52 Curacao, 567 D dairy farming, 527 D'Andrade, Roy, 31
Dani (Irian Jaya), 384 Dani language, 384 Darwin, Charles, 339, 409, 445 decathlon competitions, 247 decision-making, 543-44 Decker, Ken, 254 Democratic Republic of Congo, 484 Denmark/Danes eating disorders, 565 quality of life, 484 self-concept of, 210 dependability, 248-49 dependent variables, 124 depravity, productivity and, 321 depression
436-37, 572-76 deprivation effects, 135-37 de Tocqueville, Alexis, 462, 465 development adolescent rebellion, 188-91 emergence of cultural differences, 170-72 infants' personal space and, 182-80 noun biases and, 184-86 parenting styles and, 184-86 parenting styles and, 180-84 sensitive periods in, 162-70 terrible twos, 186-88 dhat syndrome, 563 dialecticism, naive, 368
Diamond, Jared, 72-74 Dias, M. D., & Chiu, C. One hypothesis is that the greatest frame-switching should occur among those who are high in bicultural identity integration (Benet-Martinez et al., 2002). At many North American institutions the most popular major is psychology, whereas in many universities around the world psychology is not even
offered as a topic of study. An early finding from the psychoanalytic tradition lent support to the idea of how to make a hammer might strike you as incredibly obvious. Obviously, no simple statement can meaningfully encapsulate her cultural background. In a number of
significant domains in life the theories people have about the way things work can vary substantially across cultures (e.g., Chiu, Dweck, Tong, & Fu, 1997). The study found that the longer a London taxi driver has been driving a cab, the larger his posterior hippocampus had become (Maguire, Gadian, Johnsrude, Good, Ashburner, et al., 2000). If each
study provides one perspective, then multiple studies will give us a more complete picture from multiple perspectives. In many societies, children continue to sleep in the same bed as their parents, or sometimes grandparents, until they are well into their primary school years. An inconsistency between one's decisions and one's attitudes would not be
as urgently in need of resolution. The average American response was not representative of how people elsewhere made offers; rather it represents an extreme response, which suggests that it is not a good sample to use for building a model that generalizes to all of humanity. Rather, this research has shown just how deeply cultural influences
penetrate our psychology and shape the ways that people think. Cultural differences in response styles: The role of dialectical thinking. Some research on romantic love has noted the critical role that idealization of one's partner plays in the experience of romantic love. An example of cultural persistence for a psychological characteristic can be seen
by comparing people from various countries around the world with the descendants of immigrants to the United States from those same countries. Both countries around the world with the descendants of immigrants to the United States from those same countries. Both countries around the world with the descendants of immigrants to the United States from those same countries.
Whiting (1990) describes the many differences between Japanese and American baseball in his book You Gotta Have Wa. Indigenous Japanese sports were traditionally the martial arts (e.g., sumo, kendo, judo, karate)—activities dedicated to self-discipline and the refinement of the human spirit. It would seem that seeing themselves in a mirror should
have little impact on their self-perceptions because they are likely already in a state of objective self-awareness. For example, the parents of children who attended school generally had received more education, they were more likely to be literate, and they were more likely to have items in their home that might stimulate cognitive development—such
as books, toys, or radios. Economic Theory, 32, 105-123. Rural African Americans' socioeconomic status-related risk and competence in preadolescence and psychologists get quite excited about a nice experimental design because of their confidence that it allows us to draw
inferences about the findings. J., Kim, L. Their innate desire for fairness allowed people to behave in a trustworthy manner with strangers to live together in relative harmony. For example, if we consider the tactics that people (or at least North
Americans) have been shown to use to recruit positive self-views, which we discussed earlier, we find pronounced cultural variations. However, evidence for improvements of nutrition around the world do not closely parallel those of IQ gains, rendering this account incapable of explaining much of the global increase in IQ (Flynn, 1999). This rate is
several hundred times higher than that of Egypt, where in the same year the rate was only 0.1 men and 0.0 women per 100,000 people (Schmidtke et al., 1998). Baltimore, MD: Johns Hopkins University Press. This sense of the ultimate fluidity of reality is captured in the T'ai chi, the symbol that encompasses the Yin and the Yang (Figure 9.11).
Instead, a rather pessimistic L-shaped curve was identified, which shared the honeymoon and crisis stages found in Lysgaard's work but did not find any evidence for the adjustment stage. Goel, M. Here's another way that one's state of self-awareness can affect how one thinks: Remember back to a time when you were the center of attention.
dependent variable In an experiment, the variable or measure affected by manipulation of the independent variable. D., 482 Haushofer, J., 543 Hawks, J., 524, 528 Hayashi, C., 129 Hayward, R. Individuals with this view see their attributes to be largely inborn. Sorkhabi, N. Comment on "Log or linear? People with entity theories of self should thus
not make many efforts in the face of failure. The idea that much of what entails personality can largely be understood by five factors is an important one, and it has led to much speculation about how well this model would generalize elsewhere. Journal of Personality and Social Psychology, 95, 1252-1267. Heath, C., Bell, C., & Sternberg, E. The next
Christendom: The coming of global Christianity. Basic and Applied Social Psychology, 30, 208-218. These rationalizations typically happen after someone has made their decision, because this is when the potential inconsistencies emerge. Your thoughts of their perceptions leak into your own memory, providing you with some "third-person" imagery
The benefits of frequent positive affect: Does happiness lead to success? D. E., & Warrant, E. There are certain efficiencies associated with plow cultivation; however, controlling the plow requires much muscular strength and quick bursts of energy, which is why it tends to be done by men, with their greater average muscle mass. Mirrors in the head
Cultural variation in objective self-awareness. In cross-cultural studies, you can think of culture as the independent variable (i.e., the variable as if they had compared two very dissimilar cultures. The
most popular kinds of selfdescriptions for the Americans were personal characteristics, such as their traits, attitudes, and abilities, which accounted for 48% of their self-descriptions. Such a view seems to be expressed by one of Adams's (2005) Ghanaian participants: "The world is such that everybody is bound to have enemies." This view proposes
that people from different cultures form relationships for different reasons. During periods of greater wealth, people are able to get more vitamins and nutrients at those critical growth periods. However, this is not to say that there is nothing more to any specific personality trait than some combination of the Big Five core traits. It also emphasizes a
hierarchical relationship because it underscores that one is younger than one's other siblings. Psychotherapies that have emerged out of a particular set of cultural understandings of the self and mental health, very well might not work as effectively when applied to other cultural contexts. Anna Karenina is alive and well
[Review of the book What happened to Anna K.] Los Angeles Times. Approximately 94% of Americans report believing in God (Greeley, 1991), and there are many signs that religiosity has increased over the past decades in the United States (e.g., Greeley & Hout, 1999). World epidemiology of hypertension in Blacks. This ethnic difference is all the
more puzzling, because Latinos tend to be of lower SES than European-Americans and hence should be expected to suffer worse health outcomes. Discussion of shared and unshared information in decision-making groups. In general, people with more interdependent views of self are more likely to conform than those with more independent views of
self (Bond & Smith, 1996). C., Mesquita, B., Leu, J., Tanida, S., & van de Veerdonk, E. Weber was interested in how the radical doctrine of capitalism was able to emerge out of the traditional economies of the medieval era. Journal of Cross-Cultural Psychology, 42, 1030-1053. Princeton, NJ: Van Nostrand. About 70% of the wishes listed by Chinese
had to do with education—they wished for success in school or to be able to go to college. In general, acculturation is more straightforward if one's sense of self fits well with one's host cultural environment. S., 183 Fu, J. Quite simply, we are far more likely to communicate ideas with people we see regularly than with those we rarely or never meet.
Obligations to others are an important part of ingroup relations among interdependent people, so it is of vital importance for them to distinguish those 215 216 CHAPTER 6 SELF AND PERSONALITY toward whom they have obligations from those they do not. However, as Jones and Harris (1967) found in a classic social psychological study, people
still Understanding Other People's Behaviors assumed that the person who was instructed to write an antiCastro essay had negative attitudes toward Castro. A key question to consider here is: Why are we seeing these changes? Medicine and
culture. Meyerowitz, & Holzberg, 1989). Furthermore, these domesticated species quickly spread both East and West because many populated areas shared a similar to that of the Fertile Crescent (in contrast, agricultural developments by the Mayans in Mexico were unlikely to reach the Incans in Peru because
the regions are far apart in terms of latitude and climate). Indeed, it would seem that if anything is influenced by cultural norms and context, fashion would have to be near the top of the list. Cultural evolution: Interpersonal influence, issue importance, and the development of shared attitudes in college residence halls. How "the girl in the window" is
doing 9 years after her rescue from horrific neglect. In contrast, copying errors are much more common for cultural ideas, and these errors are much more common for cultural innovations that are planned, rather than random accidents. Through the looking glass: Why the world looks different in other languages. Social Cognitive and Affective Neuroscience, 7, 548-
556. Compared with chimpanzees, and especially gorillas and orangutans, humans have considerably less muscle mass. To native Japanese-speaking adults who never learned English as a child, the words "rubber" and "lover" sound the same, a fact that has surely led to some embarrassing cross-cultural misunderstandings! So, how do English
speakers learn to distinguish between sounds that sound the same to Japanese speakers? Principles of human nutrition (2nd ed.). Interpersonal attraction and attitude similarity. p. In contrast, depression is less commonly diagnosed in some other cultures, particularly in China. Levine, R., Sato, S., Hashimoto, T., & Verma, J. Do birds of a feather
universally flock together? So there seems to be some consensus among us that as physical attractiveness goes, Ryan Reynolds and Scarlett Johansson are about as good as it gets. As unusual as Keisuke's lifestyle may seem, perhaps the most remarkable fact about his story is how common it is. Dynamic social impact theory posits that individuals for the seems to be some consensus among us that as physical attractiveness goes, Ryan Reynolds and Scarlett Johansson are about as good as it gets. As unusual as Keisuke's lifestyle may seem, perhaps the most remarkable fact about his story is how common it is.
come to influence each other, and they do so primarily in terms of how often the individuals interact, which ultimately leads to clusters of like-minded people who are separated by geography—cultures, in other words (Latané, 1996). Yelsma, P., & Athappilly, K. American Journal of Psychiatry, 143, 1245-1249. Somewhat paradoxically, then, there are
trends toward cultural homogeneity at a global level and toward cultural heterogeneity at a more local level. Log or linear? R., & Snyder, S. Areas in gray were not surveyed in this study (based on data from Hofstede, 1980). Many of the religions of the world, especially Islam and Christianity, are growing at breakneck speed (Jenkins, 2002).
Toleration of Contradiction In addition to the holistic view that everything is fundamentally interconnected, East Asians seem to share a corresponding view that reality is continually in flux. So what is life satisfaction based on for people with more interdependent selves? B., 541 Dawkins, R., 82 Deacon, T. that up until 100,000 years ago, major
technological innovations appeared at the rate of approximately 0.0015 per thousand years. M., & Wan, W. The participants were asked to give saliva samples at various times through the experiment under a false explanation that the study was about task performance and blood sugar levels. In case you're chuckling about how out of touch these
professors are, it's informative to note that self-serving biases are not confined to academics. American Psychologist, 54, 741-754. Traditional views of medicine depart greatly from that of modern medical science. This has been a source of frustration for the test-makers, because the tests are no longer serving the function they were originally
designed for, which has sparked much policy debate about their utility.) Also, IQ tests are regularly given in public schools in the states, and the results influence decisions on whether students should attend gifted or remedial classes. the 16th and 17th centuries in Western Europe and in Religion and Achievement Motivation North America. Haiti has a few forms a few fields and the results influence decisions on whether students should attend gifted or remedial classes.
been populated by people from many different parts of the globe, and Jean herself has lived in a number of different countries and has been exposed to a diverse array of cultural messages. Responding to the apparent health of the skin could thus have been a useful heuristic for sizing up the health of one's potential mate in the ancestral environment
zero appetite, I was feeling nauseous, and I was in a pretty lousy mood. First, you can see evidence of this motivation when you look at measures of self-esteem. However, it is more difficult to control the muscles around 
be disguising their emotions, you should focus on their eyes. This suggests that analytic and holistic thinkers might go about solving problems in quite different ways. In the late 19th century, on average, Americans were among the tallest in the world).
In 1967 in Singapore, for example, there was an epidemic of swine flu, which led to the widespread inoculation of pigs. For whom is parting with possessions more painful? It involves a belief that God (or gods, depending on one's religion) has created a sacred world, and everyone's obligation is to respect and preserve the sanctity of this world. W., &
Galinsky, A. As he visited art galleries in Europe and East Asia, Masuda noticed some striking differences in the paintings produced in the various countries. Journal of Cross-Cultural Psychology, 16, 55–67. Deecke, V. The existence of stereotype threat can make the acculturation process of disadvantaged minorities difficult indeed. The evolution of
prestige: Freely conferred deference as a mechanism for enhancing the benefits of cultural transmission. Second, Indians don't respond as negatively when they are deprived of the opportunity to choose when compared with Americans (Savani et al., 2008). I., Kim, Y., & Sheldon, K. Explicit Versus Implicit Communication There is more to
communicating with others than just expressing in words what you want to say. The best way to provide an answer to this important question is to use an eye-tracker, a device with which researchers can determine precisely where someone is looking at any given instant. Searching for justice: The discovery of IQ gains over time. One task in
adolescence is to learn how to accept adult roles. 3-42). On the other hand, if I am in a state of subjective self-awareness, my thoughts about myself should be less affected by what I believe others might think about me. How consistently people who
emigrate may never learn the new language of their host culture completely fluently, and some migrants might largely forget the languages, aside from intermixing the occasional word or expression when talking with other bilinguals. Moreover, because American
universities typically focus a great deal on promoting independence, poorer students, who are less independence in the poorer students are less independence, poorer students, who are less independence in the poorer students are less in the poorer students are less in t
Culture and social behavior. Furthermore, economic models were proposed to argue that the reason large-scale societies and markets were possible was that people had these internalized motivations for fairness (e.g., Nowak, Page, & Sigmund, 2000). Culture, gender, and self: A perspective from individualism-collectivism research. Veenhoven, R. A.
543, 565 Goren, M. Campbell, J. H., 165 Lenski, G., 47 Lenski, G., 47 Lenski, J., 47 Leonardi, R., 104 Leong, F., 249 Lepper, M., 369 Lepper, M. Although equality matching is perhaps the least familiar of the four relational structures to Westerners, it is quite common in many cultures around the world. doi:10.1186/14712148-10-36. For example, in
the above study, analyses did indeed reveal that country music lyrics convey more messages about uniqueness (see Figure 4.6). Dasen, J. Paris hotel elevator Please leave your values at the front desk. Although the Greek preference for discrete concepts and abstract principles led to the invention
of science, the Chinese tendency to view the world as consisting of continuously interacting substances led them to discover the concept of action at a distance 2,000 years before Galileo did. Man, 22, 305-330. However, given the striking variability in the prevalence of depression across cultures, there has been much debate about what can be
inferred from international applications of the DSM-V (see Kleinman, 1988). Similar to equality matching, people expect to ultimately receive something equivalent to what they have given; however, in market pricing, both sides of the exchange usually occur at once, and different kinds of goods can be exchanged. E., 573
Inkeles, A., 471 Inoue, S., 59 International HapMap Consortium, 529 Inzlicht, M., 277 Irizarry, N. For the high-status samples, particularly the students from Penn, particularly the students from 
Culture and selfhood in Japan and the U.S. Journal of Personality and Social Psychology, 56, 124-131. Animal Behavior, 23, 131-138. Educational Research and Evaluation: An International Journal on Theory and Practice, 14, 87-100. R., 276 Davis, P. For example, most adults in the world who drink milk develop the symptoms of lactose intolerance
because they have insufficient lactase enzyme in their intestines to digest this sugar. A., Ahn, C., FernandezDols, J. The results showed, first, that Japanese judgments of the target person's emotional expression were influenced by the expressions of the people in the background. Finding universal dimensions of individual variation in multicultural
studies of values: The Rokeach and Chinese value surveys. D., Kober, H., BlissMoreau, E., & Barrett, L. Further, at least in the case of conscientiousness, objective behaviors and demographic indices of conscientiousness.
correlate well with the national means for self-report measures of conscientiousness (e.g., Heine, Buchtel, & Norenzayan, 2008; Oishi & Roth, 2009). In later chapters we will see how these differences in the self-concept are associated with a variety of other psychological experiences, such as emotions, motivations, cognitions, and relationships. A
                                                                                                                                                      nly encoded in agentive terms in English than in Spanish, will the speakers recall those events differently? In one scene they saw a target person in the foreground surrounded by other people in the background. Some evidence of
the interference between speech and holistic thinking can be seen when people are asked to describe faces. P., 551 N-15 N-16 NAME INDEX Murphy, F. In search of cultural competence in psychotherapy and counseling. high relational mobility.
by existing relationships. Child Development, 62, 460-467. For example, Indians living in the poor province of Kerala have far lower absolute incomes than poor African-Americans in the United States. And there is much evidence that North Americans are less likely to hold an incremental view than people from some Asian cultures (e.g., Heine et al.,
2001b; Norenzayan, Choi, & Nisbett, 2002; Rattan, Savani, Naidu, & Dweck, 2012). Why is the similarity-attraction effect weaker in low-relational-mobility contexts? Although people around the world are all born with relatively the same brains, with time, they come to have different brains by way of their different cultural experiences. International
Journal of Intercultural Relations, 14, 449-464. In contrast, those in the other condition did not receive any such control intervention. This tension between universal and culturally specific psychologies will be evident in many of the topics that we discuss in this book. American Journal of Epidemiology, 106, 351-361. 291 292 CHAPTER 7 LIVING IN
MULTICULTURAL WORLDS many creative individuals have produced some of their most famous works during or following a stint abroad. A., McCabe, M. In a fascinating series of studies, the cultural psychologist Shige Oishi has demonstrated the many diverse consequences that emerge when people change their residence. 219-242). This theory of
self represents the belief that a person's abilities and traits are malleable and can be improved. I., Claw, K. Firm beliefs in predestination lasted only a couple of generations, probably because it is not the kind of idea that has much lasting appeal (Landes, 1999). Moreover, it should be noted that the epidemiological paradox does not apply equally to
all groups of Latinos. Cultures appear to us as "packaged" (Whiting, 1976)—that is, participating in a culture means that one is exposed to a broad network of practices and meanings that are presented to the individual as a whole. Perhaps it's because of this cultural difference in facial perception that Japanese anime characters typically have much
bigger eyes than they do mouths (Takemoto, 2010; Figure 10.8). 501: Copyright © 2009 by the American Psychological Association. This is some evidence for the strongest version of the Whorfian hypothesis (but for other interpretations of these findings see Everett, 2005; Gelman & Gallistel, 2004). Mahwah, NJ: Erlbaum. There were many
consequences of communism, both positive and negative; however, one consequence was that there was less relation between an individual's efforts and an individual's outcomes. It's the kind of control you perceive when you decide you want a hamburger and you go down to a burger joint to get yourself one. Irwin (Eds.), Human
psychoneuroimmunology (pp. Kühnen, U., & Oyserman, D. Primates, brains and ecology, Developmental Psychology, 31, 531-539. A., Much, N. The four acculturation strategies are hypothesized to yield different outcomes in the acculturation process. I'm sorry to inform you, but I think most likely you'd fail. Depression Depression is one of the most
commonly identified psychological disorders in the West. Chentsova-Dutton, Y., Chu, I. The pairings were set so that when one picture (e.g., a coin) was shown 0% of the time, 60% of the time, 60% of the time, encountered to use the abacus think about
numbers differently than those who are from cultures that do not use the FIGURE 1.6 People trained to use an abacus perform calculations abacus. Lee, S. Annals of Internal Medicine, 134, 955-962. Y., 313 Kyei, K. The highlighted brain regions are associated with reward-related processing, suggesting that Americans had relatively more positive
reactions to the dominant poses whereas the Japanese had relatively more positive reactions to the subordinate poses (Freeman et al., 2009). Or, alternatively, do these gender differences transcend cultural explanations? Kleinman & T.-Y. Holistic thinking is more common in East Asian and other cultures than in Western cultures. Falkner (Eds.),
Nutrition and malnutrition: Identification and measurement (pp. Chase-Landsale, L. A., 565 Oberg, K., 260, 261, 262 Obeyesekere, G., 563 Obst, L., 8 Odbert, H. Low feelings of control have been shown to be related to a number of negative health outcomes. And because we share the same genetic code, and we all shared the same ancestors up until
very recently (it was not until about 60,000 years ago that some Homo sapiens first left Africa), we have all inherited these adaptive physiological signals. KEY TERMS Prestige Bias, 39 Theory of Mind, 41 Imitative Learning, 42 Emulative Learning, 43 Emulative Learning, 45 Emulative Learning, 45 Emulative Learning, 45 Emulative Learning, 46 Emulative Learning, 47 Emulative Learning, 48 Emulative Learning, 48 Emulative Learning, 48 Emulative Learning, 48 Emulative Learning, 49 Emulative Learning, 49 Emulative Learning, 40 E
Hypothesis, 55 Neocortex Ratio, 56 65 These Dinka girls are applying facial decorations for a wedding celebration. 23-50). Unpacking cultural variations in social axiety and the offensive-type of taijin kyofusho through the indirect effects of intolerance of uncertainty and selfconstruals. But then again, you are not everybody"). Dzuirawiec, & R. It has
been defined as a condition in which people have spent at least 6 months in an asocial state, not participating in education or employment, having no intimate relationships with anyone outside of the immediate family, FIGURE 14.1 The bedroom of a self-incarcerated hikikomori sufferer. First, looking at bulimia, there is a striking absence of
documented cases in much of the world, particularly in Africa and in the Indian subcontinent, and the few documented cases that emerge in other regions of the world, such as in the Middle East and in Southeast are quite
subjective, such as indicating one's endorsement by choosing a number from a scale that ranges from "strongly disagree" Considerations for Conducting Research Across Cultures to "strongly agree"—this is the most common response format used in psychological surveys. Yuki, M., Schug, J., Horikawa, H., Takemura, K., Sato, K., Yokota, K., et al. L.,
250 Piff, P. Cultural evolution can thus occur at extremely rapid speeds, such as when a new fad takes off, a political revolution is sparked by perceptions of an unjust event, or broad societal changes occur as a result of the introduction of a new technology, such as the Internet. That is, they learn that the stick affords such banana-knocking strategies
Other researchers view the diversity in emotion terms to be highly telling of cultural diversity in emotional experience (e.g., Russell, 1991). This second interpretation would attribute the lack of reasoning about justice and individual rights among tribal and folk populations to possible other categories of moral reasoning that are missing from
Kohlberg's framework. It appears most commonly among eldest sons, for whom there exists much family pressure to carry on the family name (Kawanishi, 2004). In M. Leuers, T. What are the respective advantages of emulative and imitative learning? Revnolds, D. Furthermore, the settlements in Eurasia became more densely populated because of
the food surplus provided by agriculture, so any contagious diseases that were caught by one person were likely to spread to many others as well. Culture and thought. Tomasello, M. Autonomic nervous system activity distinguishes among emotions. Rosch Heider, E., & Olivier, D. 75: Figure 1 from T. Furthermore, electronic entertainment is not
limited to television, as an evolution has occurred in the complexity of video games as well. How Do Ideas Catch On? Language, identity, and adjustment: The role of linguistic self-confidence in the acculturation process. Likewise, studying college students the
world over tend to be familiar with many of the kinds of procedures used in psychological studies (and college students tend to be an easily accessible sample for most university researchers). K., 449 Bhui, R., 59 Biernat, M., 135 Bierschwale, D. In one study, the faces of a number of EuropeanAustralians and a number of Iapanese were averaged
together, both within and across cultures, using computer software (Rhodes et al., 2005). Considerations for Conducting Research Across Cultures For example, imagine that you are interested in investigating how Jamaicans and Indians view people with high status. A couple of representative examples are shown in Figure 9.6. Two characteristics of
the drawings were analyzed. Field experiments are those conducted outside the laboratory in the real world, with participants who are typically not aware they are in a study. Socialization Through Education Testimony to the argument that humans are dependent on their ability to acquire cultural information to succeed in life is the fact that you are
reading this chapter right now. To the extent that this is true, we should see evidence of a noun bias everywhere and in every language. However, although primates are highly social mammals, in many ways humans can be said to be an "ultra-social" species (Boyd & Richerson, 1998): Humans tend to be far more engaged with others around them
than do any other primates. Chen (2007) found that providing low-SES adolescents with some sense of control in a stressful situation led them to show less physiological reactivity (an indication of vulnerability to illness) than those who were not provided with feelings of control. Although cultures vary in many ways with respect to relationships, there
appear to be four universal basic elements by which relationships can be understood. Cognitive templates for religious concepts: Cross-cultural evidence for recall of counter-intuitive representations. Chapter 12 Page 478: © The New Yorker C-3 C-4 CREDITS Collection, 1995, Charles
Barsotti, from cartoonbank.com. However, that point cannot account for the findings in the field experiment or in the archival evidence. Exact and approximate arithmetic in an Amazonian indigenous group. Beyond Individualism and Collectivism, and on the associated dimension of
independent and interdependent self-concepts, has served as the foundation for many key cultural psychological theories. Savani, K., Morris, M. Journal of Mind and Behavior, 10, 361-373. Progressivists believe that because social circumstances change, the moral code must change along with them. My wife and I have been together for nearly 13
years. Stanford, CA: Stanford University Press. You're experiencing a violation of the ethic of divinity. Journal of Personality and Social Psychology, 103, 787-803. Participant: No, if you get rid of the log, what good would the others be? Selected social characteristics in the United States: 2012 American Community Survey 1-year estimates. Hence,
there is a similarity across cultures in motivations to keep consistent; however, what people try to keep consistent varies across cultures. The students were randomly assigned to one of three conditions. The birth of neurosis: Myth, malady, and the Victorians. Unpublished doctoral dissertation, University of British Columbia. Proceedings of
the National Academy of Sciences, 109, 7241-7244. Nature, 463, 531-535. Second, the Sambian sexual practices raise an important question: What aspects of sexuality are human universals? The Taiwanese parents, in contrast, had little to say about the words that most closely approximated "self-esteem" (it's telling that there is no direct translation
of self-esteem in many East Asian languages), and what they did have to say was often somewhat negative—for example, expressing the belief that too much self-esteem can lead to frustration when things aren't working out well for the children. M., & Greenfield, P. The confederate did this by playing with the props, such as shooting wads of paper at
the participant with a slingshot, making paper airplanes, and playing with a hula hoop that was lying around. R., 20 Parekh, R., 145 Parente, S. F., 421 Broude, G. In contrast, the Chinese 9-year-old children were more likely to expect a reversal of the trends compared with the Canadian 9-year-olds (they expected the child would start to feel better),
and this cultural difference became slightly more pronounced among 11-year-olds (see Figure 5.5). For example, British students who Considerations for Conducting Research Across Cultures score low on the same measure. Asian Journal of
Social Psychology, 12, 95-103. 2. Sprecher, S., & Chandak, R. It is also perhaps the most familiar disorder, as everyone has experienced occasions when they experienced occasions when they experienced in having friends from my heritage culture. People who endorse this
set of beliefs tend to view their abilities and traits as largely fixed, innate features of the self. 213-230). Participants were asked to fill out a brief questionnaire and, in return for their judgments of right and wrong on whether individual
rights have been protected and justice has been delivered. It can thus be quite problematic to attempt to assess the intelligence of people with no formal schooling when testing skills that are shaped by education. However, when this vignette was given to Americans of predominantly European descent and to Chinese living in China, people from the
two cultures gave somewhat different answers (Peng, Doris, Nichols, & Stich, in preparation; cited in Doris & Plakias, 2008). analytic cognition. Indeed, the rise of the likes of Paris Hilton and Kim Kardashian shows that our prestige biases are so strong that they can sometimes become self-sustaining—people can become famous simply for being Is
Culture Unique to Humans? D., 116 Wilss, W., 126 Winawer, J., 388 Winkielman, P., 448, 452 Wise, P., 548 Wiseman, C. So a question arises about whether Protestants might be more likely than Jews and Catholics to channel their thoughts of depravity toward productive ends. As you've already learned, people with independent views of self see their
identity as ultimately grounded in their individual qualities. Relating the five-factor model of personality to a circumplex model of affect. A five language study. 3. The other two Kenyan groups fell in between, with the university students being closer to the American pattern and the workers more closely resembling the Masai and Samburu patterns.
He will settle in one place only to go off elsewhere shortly afterwards with a new set of desires" (1835/2003, p. We selected Hong Kong immigrants to Vancouver, Canada, because tens of thousands have made this move over the past couple of decades, and have done so at different ages (Cheung, Chudek, & Heine, 2011). Figure 5.7b shows that the
urban European infants spent most of their time in face-to-face contact with their mothers, but this was much less the case for the other groups, especially the Gujarati. Languages that have precisely four color terms have words that approximate the colors of black, white, red, and either green or yellow. There is always room for improvement if
people hold incremental theories. Varnum, M. The first great increase in anorexia nervosa. S., 18, 446 Ford, J. For example, all individuals are capable of acting in an intimidating manner when they or their offspring are being threatened by others. How humans evolved (4th ed.).
conservatives in a wide range of cultures around the world (Graham et al., 2011), suggesting that there is a fairly universal distinction in the moral intuitions of political liberals and conservatives. However, despite the fact that people from these two cultures live in the same ecology, share a similar technology, raise similar crops and livestock, and
are descended from the same ancestors from about a thousand years ago, their cultures are different bases of cultural variability are not always clearly separable. The closest approximation is a combination of the English words
"anger," "passion," and "energy." The anthropologist Michelle Rosaldo (1980) provides a detailed account of liget among the Ilongot, with whom she lived for a number of years. 161-209). (1928). K., Taylor, S. Journal of Cross-Cultural Psychology, 28, 626-633. M., 277 Stone, L. Mind as action. East Asian cultures are good examples of high-context
cultures, whereas North American, and English-speaking cultures more generally, are good examples of low-context ones. Medicine & Science in Sports & Exercise, 19, 148-156. For example, you might believe that it's dangerous to walk through a particular neighborhood by yourself late at night because of your belief that much violence occurs
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there, especially to solo pedestrians in the dark. Wouldn't a smaller digestive tract mean 53 54 CHAPTER 2 CULTURE AND HUMAN NATURE that they could extract less energy from their food? Linguistic Relativity The results of the study by Ishii and colleagues demonstrate that specific features of the Tagalog and English languages do not
explain why Filipinos attend to vocal tones more than Americans do. When these portrayals seem out of touch with reality, even if they're the product of good intentions, it can have negative consequences for Native Americans. Broze/Getty Images; p.244: © Wavebreak Media LTD/agefotostock; p.250: Michael Gurven; p. Los Angeles, CA: Silman
James Press. In contrast, the Chinese-Americans were more likely to give "whole-card" responses, describing what they saw based on the entire image. American Journal of Public Health, 93, 724-731. However, this is only a small piece of the puzzle—Putnam estimates its contribution to explaining American's increasing individualism to be only 10%.
Opfer, J. Females head, and so on) is tied to the response to a particular question about food. In contrast, in societies with lower levels of civic cooperation there is no correlation between civic virtue and happiness. Now, of course, my actual height, as measured with a tape measure, does not change when I travel between Canada, Japan, and the
Netherlands. Functional neuroanatomy of emotion: A meta-analysis. L., Garcia, J., Apfel, N., & Master, A. Cognitive Psychology, 21, 60-99. Uncertainty, trust, and commitment formation in the United States and Japan. European Journal of Social Psychology, 33, 249-266. As noted earlier, many psychological findings that have been obtained from
American 25 26 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Individualism-collectivism and global self-esteem: Evidence for a cultural trade-off. God is not dead, at least not in the minds of the majority of the world. Bramble, D. The situation sampling method involves a two-step process. S., 586 Zanna, M. Cultural messages and institutions
change and adapt over time, and it follows that psychological processes, such as motivations for self-esteem, will change as well. Everyone has the potential to reason in these three different ways, although most people tend to favor one ethic over the others. see Figure 6.19). Vandello, J. Implications for the Latino mortality paradox. Extending from
this we would expect that a face that was the average of faces from all cultures in the world would be seen as the most attractive of all, especially in multicultural societies where people are exposed to faces from many different cultures. Furthermore, these two issues are proposed to be independent, such that it is possible for someone to possess
positive attitudes toward both their heritage and host cultures, negative attitudes toward one and negative attitudes toward the other. Why their research program is so compelling is that they were able to find support for their hypotheses from such a diverse range of methods. The chrysanthemum and the
sword. Moreover, the imitation skills of these species are the best that have been documented among nonhuman primates. 38-45. The other employee had only average work performance but was in a poor financial situation with an illness in the family. D., & Clore, G. The cultural grounding of closeness and intimacy. Another way that you might
recall your high school graduation is from the perspective of the audience. Our investigations of these and other questions are guided by a consideration of how people's experiences in their cultures shape their thinking, and we will also focus squarely on the contrast of universal versus culturally relative psychologies. The computer metaphor here is
no accident; indeed, the CPUs in computers do largely function independently of context. Wiley, A. Similar findings emerged when students were more likely to choose the courses that sounded fun and interesting compared with Asian-
Canadians, who focused more on the perceived utility of the courses. Journal of Experimental Social Psychology, 38, 492-499. Although this might be true for the measurement of independent selves, the results of the Japanese sample here call this assumption into question. Margaret Mead and Samoa: The making and unmaking of an anthropological
myth. Atran and Norenzayan (2004) propose that not all stories are equally memorable. In the Bible, for example, God told Adam that he would have dominion over all the earth; the world was there for humans to change and Control
build the wall would be to allow the wall to take on the shape of the individual stones. (e.g., Adams et al., 2010; Chiao et al., 2009; Freeman, Rule, Adams, & Ambady, 2009; see Figure 4.5). W., 102 Richard, J. For example, one theme that arises repeatedly throughout the book is the question, how similar are the psychologies of people from different
 cultures. Access to health services, although surely relevant, is not the main reason for the differential health outcomes across the SES spectrum. Why do you think people with schizophrenia tend to fare better in less-developed soci eties when compared with modern industrialized societies? McClelland's (1961) classic cross-cultural comparison of
Weber's thesis found that Protestant parents expected their children to become self-reliant at an earlier age compared with Catholic parents. Advertisers are savvy folks, and their job is to persuade people. V., Parente, S. Furthermore, many of the original Puritans who first settled in Massachusetts were highly educated intellectuals (including more
than 100 graduates from Oxford and Cambridge), and they felt that their dream of forming a utopian 107 108 CHAPTER 3 CULTURAL EVOLUTION society could emerge only from an educated population. In contrast, Japanese immigrants who continue to embrace Japanese cultural traditions do not show any increased risk for heart disease. Figure
12.9 shows the offers that were made by people in the different societies for the dictator game (Henrich et al., 2010). Ramirez-Esparza, N., Mehl, R., Alvarez-Bermudez, J., & Pennebaker, J. Mashek & A. Jewish doctrine is based on the Hebrew Bible and the debates on this doctrine that are included in the Talmud. C., 314 Martens, A., 277 Martin, C.
When I let a friend 85 86 CHAPTER 3 CULTURAL EVOLUTION know that I plan on voting, my friend will be more likely to vote himself. Asian Journal of Social Psychology, 12, 247-258. S., 545 Epley, N., 240 Erez, M., 373 Ernberg, G., 584 Essau, C., 326 Evans-Pritchard, E. African-Americans tend to have worse health outcomes for a
variety of diseases, and some of these outcomes appear to be due to experiences with discrimination. From the age of around 7, boys regularly ingest semen by performing daily oral sex on adolescent boys and men. FIGURE 9.16 People are asked to judge whether Chip 1 or Chip 2 is more similar to the target chip. Moreover, in societies with higher
levels of civic cooperation there is a positive correlation between people's sense of civic virtue and their happiness. Journal of Cognition and Culture, 3, 157-174. Summary of the criticism and of the potential ways to improve acculturation psychology. This rather obvious point underscores an important aspect of how people form interpersonal
relationships, known as the propinquity effect (Festinger, Schacter, & Back, 1950): People are more likely to become friends with people with whom they frequently interact. Ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The third ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic of Divinity The ethic that Shweder proposed was the ethic that Shweder propos
1.6). Hofer, & J. Then participants were asked to rate the importance of certain values. Personality and Social Psychology Bulletin, 38, 1539-1551. This hypothesized cultural difference in analytic and holistic thinking styles manifests in a number of rather profound ways. The shift from being an ape that moved about on all fours to a creature that
could walk on its hind legs was a key transition in hominid evolution. If you recall, people with independent selves tend to view their identity as being grounded in inner attributes, such as their personality traits, attitudes, and opinions. Prehistoric archaeology in Tasmania. 207-283). M., 53 Allen, M. B., Zamboanga, B. Furthermore, this practice of co-
sleeping is also guite common in other subcultures in the United States—for example, among African-Americans, and Hispanics. The results (see Figure 6.17) showed that Americans became significantly more self-critical in front of a mirror than they were when no mirror was present. If you're especially talented, you might even be
able to figure out problems involving quadratic equations, probability, calculus, irrational numbers, or matrix algebra. My own tendency to put a positive spin on the students' strengths reflected a powerful motivation that has received much research attention: Self-enhancement is the motivation to view oneself positively. Cultural mediators of self-enhancement is the motivation to view oneself positively.
reported social anxiety. Life appears to be less about a pursuit of happiness for people with Asian cultural experiences than it does for Westerners. Knowing is half the battle: Teaching stereotype threat as a means of improving women's math performance. G., Kogevinas, M., & Elston, M. Psychological Bulletin, 130, 601-630. This would be an example
of one kind of cultural learning known as imitative learning. Gurven, M., von Rueden, C., Massenkoff, M., Kaplan, H., & Vie, M. F., Silberstein, O., Villa, C., & Heine, S. Languages with six color terms add blue to the list, and languages with six color terms add blue to the list, and languages with seven terms include a word for brown. Is 7 months of living in Canada enough to make a Japanese exchange
student psychologically Canadian? L., 271 Allik, J., 248 Allport, G. Male honor and female fidelity: Implicit cultural scripts that perpetuate domestic violence. Beyond parental control and authoritarian parenting style: Understanding Chinese parenting through the cultural notion of training. I believe in general when a person disobeys God that it has
negative repercussions. In contrast, Figure 2.9b shows the performance on the social problem-solving tasks. After dozens of hours of presentation with the puzzle task, only 2 of the 30 capuchins were able to solve Stage 2, and none of them solved Stage 3. Evoked culture is the notion that some behavioral responses are universally available to people
but they only become engaged when appropriate triggering conditions are present. However, it's important to note that change can also occur nonlinearly. Lalonde, R. Mirror for man: The relation of anthropology to modern life: New York, NY: McGraw-Hill. That is, the self can be experienced as the "me" that is observed and interacted with by
others. Mental illnesses are often perceived as being rooted in an underlying spiritual problem, and treatment is often left to traditional healers, such as shamans and sorcerers. For example, among European nations, Scandinavian nations score particularly high in their citizens' average level of subjective well-being, whereas eastern European
nations score rather low, and many central European nations fall in between. Morris, Chi-yue Chiu, Veronica Benet-Martfnez, Multicultural Minds A Dynamic Constructivist Approach to Culture and Cognition July 2000 American Psychologist Copyright 2000 by the American Psychological CREDITS Association, Inc. If a similarity is found in a
particular psychological process between two cultures that are maximally different, this would be compelling evidence for a high degree of universality for that process. Lee, A. Running-related injury prevention through barefoot adaptations. Bendix, R. G., & Griffin, D. 257 258 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS been more clear-
cut. Some other fundamental questions I address include: Where does culture come from? Atran and Norenzayan tested their hypothesis by providing participants with sets of statements that included many two- and three-word statements that varied in their intuitiveness. And perhaps in a third condition, participants would evaluate a person of low
social status. They had the best recall for those sets of statements that were mostly intuitive but also contained a few minimally counterintuitive ones. Violence, crime, and punishment. R., 522 Carstensen, L. KEY TERMS Self-Enhancement, 302 Self-Esteem, 302 Self-Esteem, 302 Self-Esteem, 302 Self-Esteem, 302 Self-Esteem, 302 Self-Esteem, 303 Self-Esteem, 304 Upward Social
Comparison, 305 Compensatory Self Enhancement, 305 Discounting, 305 External Attributions, 305 Discounting, 305 External Attributions, 314 Promotion Orientation, 314 Fromotion Orientation, 314 Promotion Orientation, 314 Promotion Orientation, 315 Calling, 317 Entity Theory of the World, 322 Incremental The
World, 322 Primary Control, 323 Secondary Control at learning the cardinal directions. Primary and Secondary Control
Rothbaum, Weisz, and Snyder (1982) proposed that there are at least two ways people can gain control in their lives. The wealth and poverty of nations. 503 504 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE After reading the vignette, participants were asked some questions about Mr. B. Journal of Personality and Social Psychology, 84, 46-
59. In one condition, participants were asked to write down which pen they would like; in the other, they never expressed their choice verbally. Emotional basis of independent and interdependent selves: Intensity of experiencing engaging and disengaging and disengaging and disengaging and the U.S. and Japan. Skolnick, A. This means that if you are about to buy a computer,
you can get one that will be approximately twice as powerful if you wait for another 18 months. For example, Italians may be compared with Germans, even though we know that not every member of the Italian group was exposed to exclusively Italian cultural messages. Education in Canada 2000 (Cat. Speaking is valued in the West because it is
viewed as an act of self-expression and as inextricably bound to thought. S., & Anderson, N. For example, Asian-Americans will acknowledge having more social anxiety symptoms on questionnaires than do European-Americans do (Hsu & Alden, 2007; Okazaki, 1997; Okazaki, Liu, Longworth, & Minn, 2002). Bornstein (Ed.), Handbook of parenting:
Vol. New York, NY: Guilford Press. D., Trapnell, P., Heine, S. London: Allen & Unwin. KEY TERMS Culture-Gene Co-Evolution, 528 French Paradox, 532 Epidemiological Paradox, 530 Epidemiologica
about psychological symptoms. Verbal overshadowing of visual memories: Some things are better left unsaid. M., Russell, J. 83-117). seniority system A system that rewards individuals based on older age or a longer time spent with a company. Social Psychological and Personality Science, 5, 310-318. Lee, C. To the extent that you have this kind of
memory, it suggests that you were attending a lot to how you thought people in the audience were viewing you. Gardner, W. Towards a unified science of cultural evolution. Likewise, European-Canadian and First Nations (native Canadian) participants had more positive conversations with each other after being exposed to multicultural messages
than after being exposed to color-blind messages; further, the multicultural messages increased the identity security of the First Nations participants while reducing the amount of negative emotions expressed by the European-Canadians (Vorauer, Gagnon, & Sasaki, 2009). Journal of Cross-Cultural Psychology, 44, 122-159. Likewise, although
adolescence is often viewed as a time of rebellion and aggression in the West, most subsistence societies around the world do not experience it this way. So the participants knew that one other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which score the other person had seen one of their scores, and they knew which scores the other person had seen one of their scores, and they knew which scores the other person had seen one of their scores, and they knew which scores the other person had seen one of their scores, and they knew which scores the other person had seen one of their scores, and they knew which scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of their scores the other person had seen one of the other pe
cases in seven regions of China found that out of 19,223 people surveyed, only 16 fulfilled the criteria for a lifetime depressive disorder (Zhang, Shen, & Li, 1998, cited in Parker, Gladstone, & Chee, 2001)—a rate hundreds of times lower than that found Universal Syndromes in North America. Culture, Medicine, and Psychiatry, 9, 295-317. Any doubt
regarding whether an individual was of the elect was to be seen as proof that the person was not, so individuals became highly motivated to interpret events in their lives as signs that God was viewing them favorably. Survey of eating disorders in Englishmedium schools in Lahore, Pakistan. Others are the result of culture, such as the case of people
 whose ancestors were cattle farmers for many generations being more likely to have lactase persistence. Exploratory study of love and liking and type of marriages. Kitayama & H. Although this hypothesis was rejected for a few decades, recent research has found much evidence in support of it. In contrast, the more holistic Koreans felt that a greater
number of the items had possible relations with the murder. The "brain fag" syndrome in Nigerian students. for survival on King William Island rested on cumulative cultural ideas regarding how to subsist and survive in the hostile environment. S., 323 Sobel, N., 388 Sodowsky, G. One thing he observed (and later documented empirically) is that the
horizons in landscape scenes were painted considerably higher (about 15% higher on average) in East Asian pictures than in Western ones. We explore questions such as how culture shapes the ways we think, how we can understand cultural differences,
and how the field of cultural psychology came to be. We will investigate how culture shapes a number of key aspects of the self-concept. Why do you think that it is? It would seem that if individuals are motivated to be consistent with their roles rather than with their roles rather than with their self-concept. Why do you think that it is? It would seem that if individuals are motivated to be consistent with their roles rather than with their roles rather than with their self-concept.
those with interdependent self-concepts. However, there are a few tragic instances of children whose real-life situations have mirrored this forbidden experiment (see Figure 5.3). Asch wanted to explore a stronger example of conformity. A Psychology for a Cultural Species Although experiment (see Figure 5.3).
determine them. S., 144, 287, 288, 289 Lee, S.-Y., 129 Lee, T. Situations are generated by participants in more than one culture, and then those situations are presented to different groups of participants in more than one culture, and then those situations are presented by participants in more than one culture, and then those situations are presented to different groups of participants from multiple cultures.
kind and amount of consistency was varied across conditions. American Economic Review, 104, 1793-1805. Chen, E., & Matthews, K. If people's attitudes are largely similar and should appear different from the communities that herded. W., & Steele, B. I
would be willing to marry a person from my heritage culture. International Journal of Psychiatry, 23, 264-274. Allan, G. First, there was much less variability among the American samples from other countries around the world. GEMEINSCHAFT AND GESELLSCHAFT RELATIONS. The debate about whether interpersonal
obligations and justice obligations vary in different cultures can be traced back to the work of the 19th-century German sociologist Ferdinand Tonnies (1887/1957). Does Emotional Experience Vary Across Cultures? The other significant predictor was the percentage of people in a society who participated in a world religion (in this case, Islam or
Christianity). It is important to note that Americans do sometimes think of themselves in terms of roles, and Masai and Samburu sometimes consider their own personality traits. Imagine that these are the only two possible solutions—there would be no other way for Ben to get to the wedding in time. Haviland-Jones (Eds.), Handbook of emotions (2nd
ed., pp. Archives of Surgery, 117, 846-853. They might appear quiet and respectful with their professors, outspoken and opinionated with their grandparents. It can thus be problematic to make inferences about a culture from the values that people endorse the most. Dover Publications. The British Journal
of Psychiatry, 206, 41-44. The most recent reincarnation of cultural psychology, and its most impactful, appeared when a number of seminal papers and books were published nearly simultaneously. There is much evidence that social learning a type of social learning.
in which the learner internalizes aspects of the model's goals and behavioral strategies. Ecological factors relating to child growth and nutritional status. Fox, J. Mesoudi, A. By sharing useful information, we make ourselves more useful, and thus valuable as a relationship partner. Purdie-Vaughns, V., Steele, C. This cultural difference appears to be
driven by where people are looking, as East Asians are more likely to scan an entire scene whereas Westerners devote more of their visual attention to focal objects. B., 550 Educational Testing Service, 264 Edwards, C. In contrast, the Old Testament contains the foundation of the Judeo-Christian moral code in the Ten Commandments. Weber's work
has been enormously impactful, so we will look closely at it—and at some of its implications for modern culture? One obvious way that many cultures differ from each other is in the languages that their people speak. And research reveals important cultural
differences in the experience of emotions (e.g., Kitayama, Mesquita, & Karasawa, 2006; Mesquita, 2001; Tsai, Knutson, & Fung, 2006). and his wife do not have any children. Creativity in Eastern and Western civilizations: The lessons of historiometry. In sum, reliable and valid cultural differences are more likely to be found with well-translated
materials. Culture thus evolves faster in larger groups that are well connected. Seattle School District No. 1, 2007, p. C., & Zingg, R. In contrast, humans frequently learn new information from each other, and often with only a single exposure to it. C., & Markus, H. HEINE UNIVERSITY OF BRITISH COLUMBIA B W. Goren, University of California
Berkeley Igor Grossmann, University of Waterloo Jeanne Marecek, Swarthmore College Alex Mesoudi, Durham University of Notre Dame Jennifer Wang, University of Wisconsin-La Crosse This book benefited from several discussions over the years
with my formal mentors, Darrin Lehman and Shinobu Kitayama, from whom I learned how to become a cultural psychologist, as well as from informal mentors who have educated me from afar, such as Dov Cohen, Hazel Markus, Dick Nisbett, and Paul Rozin. Modernization, cultural change, and the persistence of traditional values. Hughes (Eds.), The
culture-bound syndromes (pp. Homicide African-Americans higher Hispanics higher high
Journal of Social Psychology, 3, 73-85. If East Germans had less control over their life outcomes than West Germans, we might expect that they should show signs of learned helplessness. malgri A syndrome of territorial anxiety in which an individual grows physically sick, tired, and drowsy when entering the sea or a new territory without engaging
in the appropriate ceremonial procedures. The people who make the exam's difficulty, and it's clear that the Japanese bar examiners are expecting most students to fail the exam the first time and to spend additional years studying after their first failure in order to improve their scores. The
influence of social hierarchy on primate health. In this stage, the thrill of having novel and exotic experiences wears off and these experiences become tiring and difficult. K., Ko, D., & Taylor, S. 74: Figure 10.1-Major Axes of the Continents from Guns, Germs and Steel: The Fate of Human Societies by Jared Diamond. Analytic thinkers, with their
tendency to perceive the world as separate objects, should fare well on this Attention FIGURE 9.3 Rod-and-frame task. This hypothesis might sound rather absurd; however, some recent evidence finds support for it. Parekh, R., & Beresin, E. Such researchers are striving to isolate the building blocks of psychological experiences, the images the eyestence finds support for it.
perceive, the ways the brain encodes and retrieves memories, COGNITION AND PERCEPTION FIGURE 9.1 The painting by the Flemish artist Berckheyde (top) and the one by the Japanese artist Hokusai (bottom) are both landscape river scenes. Personality and Social Psychology Bulletin, 39, 707-719. It is an effort to have children adhere to socially
desired behaviors, often by providing the child with explicit examples of proper behavior, and it entails much devotion and sacrifice on the parents (for example, Amy Chua spent hours each day supervising her children's homework and piano practice). There is virtually no warfare or feuding in Tahiti, and there is little evidence that
masculinity is a matter of much concern for Tahitians. P., 150 Bruner, J., 10, 31 Brunner, E., 544 Bryson, J., 512 Buchtel, E. New York, NY: Putnam's. Masson, J. New Yorker, pp. 171 CHAPTER 5 172 DEVELOPMENT AND SOCIALIZATION Likelihood That Current Trends Will Change Direction Predictions for Trends
 Reversing Direction by Culture and Age FIGURE 5.5 2.5 2 1.5 China Canada 1 0.5 Seven-year-old Chinese and Canadian children make similar predictions about the future. The Rotter locus of control scale in 43 countries: A test of cultural relativity. R-51 R-52 REFERENCES Snibbe, A. He's saying hello to older brother truck. L., 83 Cawte, J.
Capitalism encapsulated a way of thinking that was dramatically different from anything that was dramatically diff
love relationships, 471-73 ideas adaptive vs. Why do you think that North Americans and Latin Americans tend to value high-arousal positive emotions, and
fewer dispositional attributions, than middle-class Americans (Kluegel & Smith, 1986; Kraus, Cote, & Keltner, 2010). In a Gemeinschaft voice: The cross-cultural expansion of moral development theory. However, genes are less useful for explaining height differences between cultures and across historical periods (Malcolm, 1974). G., 151 Galinha, I.
are marked differences in the likelihood that diagnosed schizophrenics report hallucinations across cultures (Bauer et al., 2011). It's possible that a continual push toward novelty, rather than usefulness, is associated with more mental disturbances. This book will make the argument that psychological mechanisms can undergo cumulative cultural
evolution as well. Imagine that you want to build a stone wall. The medical staff identify some patients as having AMS to warn each other that they are likely to get an earful. For example, think back to your high school graduation when you received your diploma in front of the 5.0 Self Evaluations 238 4.5 High Score Seen by Other Low Score Seen by
Other 4.0 3.5 3.0 Hong Kong USA FIGURE 6.15 Whereas American self-evaluations were largely unaffected by whether someone else thought they had done well rather than poorly. How Do Early Childhood Experiences Differ Across
Cultures? Complicating matters even more, different individuals have very different personalities, goals, and expectations that affect their acculturation experiment," and you'll be happy to know that psychologists don't run these kinds of studies. J.
humans. Fryberg, S. The feud apparently started with the reputed theft of a single pig, and fits well with a culture of honor account. The six most individualistic Countries in the world according to Hofstede's (1980) measures are largely Protestant (see Figure 6.8), whereas the least individualistic Western societies are largely Catholic. Sartorius
(Eds.), Cross-cultural psychology and health: Towards applications (pp. protect fairness A moral intuition to attend to whether resources or rights are distributed fairly. For a while, it seemed that almost every parent (and Chinese student) I met wanted to talk about it. Now think for a minute how you ended up becoming so close to your best friend
Germany Denmark Ukraine Korea Turkey Russia (Minsk) Russia (Samara) Saudi Arabia Greece Oman 5 4 3 2 1 0 1 2 3 4 Mean Punishment Expenditures FIGURE 12.10 The left half of this figure indicates the amount that groups paid, on average, to punish those who were not cooperating in the public goods game (altruistic punishment). R., 549, 550
Williams, J., 225 Williams, J. Even fruit is larger in the United States than it is in France! Also, food that is served in international chain restaurants varies in portion size. What do you think your self-description tells people about their
satisfaction with the pen they received. D., Mead, N. Einstein, A. Research (which has primarily been conducted with North Americans) reveals that people apparently have a strong need to view themselves positively. Likewise, there was no real conception of probability in the West before Pascal invented one in the 17th century. the point of
subjective equality (PSE), which measures the percentage that the line on the right must be longer than the line on the right must be longer than the line on the resonal safety more, and would be more willing to make
sacrifices in order to secure it, in situations where their personal safety is most at risk. Recall the difficulties Greenfield (1997) was having when trying to apply survey methodology while studying Zinacantecan girls. Arendt viewed the extensive German cooperation with National Socialism to be caused not by evil motives but by thoughtlessness and
mass conformity (Cohen, 2001). They were asked to choose the photographs of the children who possessed a number of positive characteristics, such as "Who is smart?" or "Who is smart?" 
that university students tend to be of higher socioeconomic status than nonstudents more generally, and that some of the highest concentrations of universities in the United States are in the Wortheast and the Midwest where individualism is more pronounced, psychological research within the United States has been largely conducted with
participants who are even more individualistic than most other Americans. P., & Hsu, L. Dimensions of national cultures in fifty countries and three regions. You'll get a lot more out of this chapter if you try to describe yourself in this way. For example, he presented some of his participants with the following four objects and asked which of them did
not belong: a hammer, a saw, a log, and a hatchet. Understanding Other People's Behaviors reveals that the 8-year-olds gave quite similar responses between the two cultures. Behavioral and Brain Sciences, 27, 713-770. The acquiescence bias is a problem for cross-cultural responses between the two cultures.
Grimm & Church, 1999; Marin, Gamba, & Marin, 1992; Ross & Mirowsky, 1984). Henrich, J. J., 232, 274 Spencer-Rodgers, J., 370 Spina, R., 453 Spong, P., 39 Sprecher, S., 469 Sriram, N., 577 Sroufe, L. Pan-cultural elements in the facial displays of emotions. In 1949 some European-Americans and Chinese-Americans were asked to describe what
they saw 351 352 CHAPTER 9 COGNITION AND PERCEPTION in some Rorschach ink blots (Abel & Hsu, 1949). The universal features of depression are informative; however, the culturally specific features tell us much as well. There was a nearly linear relation between the years that people had lived abroad and the ratings of their creative
innovations—generally, the more years one had lived abroad, the higher one's rated creativity. The humans were engaged in cultural learning. It is critical to consider whether one's child, or are consistent with religious doctrine. First, it is important to
note that the development of a set of universal criteria of what constitutes schizophrenia resulted in the exclusion of the majority of psychotic patients at each of the centers that was studied because they did not meet the specific criteria for schizophrenia. 387 CHAPTER 9 388 COGNITION AND PERCEPTION Categorical Perception of Colors as a
Function of Language FIGURE 9.17 Judgments Using Categorical Perception Boundary Nol-Wor Bo
with stimuli that cross a color-label boundary in other languages. The authors reasoned that an individual competition highlights one's interdependence, whereas a team performance highlights one's interdependence, whereas a team performance highlights one's interdependence, and social anxiety raise the possibility that people might view social anxiety disorder
as less of a problem in Asia than they do in the West. Schizophrenia perhaps is the most cross-culturally similar disorder; however, there is cultural variation in the subtypes of schizophrenia that are most common and in the course of the disease. As discussed earlier, cultures are highly fluid and continue to change across time. Sifianou (Eds.),
Linguistic politeness across boundaries: The case of Greek and Turkish (pp. Before considering Nisbett and Cohen's methodological approach, let's first explore why herders should be expected to be more violent. 387-401). The social costs of dissenting must be considerably greater in collectivistic societies in which people feel more obligation to
their ingroup members and have a stronger motivation to achieve a sense of belongingness; for example, Koreans were more likely than Americans to report devaluing and avoiding others who stuck out from the group in some atypical way (Kinias, Kim, Hafenbrack, & Lee, 2014). (cited in Ji, 2005) This story shows that change can happen at any time
and often in precisely the opposite way one is anticipating. The Sambia live in an expansive valley perched high up a mountain range, over a mile above sea level, in the eastern highlands of Papua New Guinea. Personality and Social Psychology Bulletin, 38, 1410-1422. Furthermore, East Asians tend to see even change as changing, and they are less
likely to view the future as unfolding linearly compared with Westerners. Temperament and migration patterns in Finland. European Journal of Public Health, 18, 150-155. Rice farming can only be done in areas with sufficient rainfall, and the water needs to be collected and channeled through irrigation canals to the paddies. Let's go through the
decision tree to see how we can identify the level of universality in a psychological process (Norenzayan & Heine, 2005). Physical Problem Solving Proportion of Correct Responses 1.0 0.8 0.6 0.4 0.2 0 FIGURE 2.9A The
performance of 2.5-year-old children, chimpanzees, and orangutans on physical problem-solving tasks. The intellectual advantages that the children had over their primate cousins were precisely those kinds of skills that fostered the accumulation of culture. A., 449 Beard, George Miller, 574 beautiful, tyranny of the, 464-65 behavioral measures, 135
 154-55 behaviorism, 31 behaviors influence of, on others, 85-86 predicting cultural learning, 62-63 thinking about, 10 understanding, 359-64 Belgium/Belgians, 534-35 Benedict, Ruth, 30 Benet-Martinez, V., 282-86 Berckheyde (Flemish artist), 347 Berger, Jonah, 87 Berinmo language, 384-86 Berlin Wall, 334 Berry, J. H., & Heaven, P. 103).
successfully performed step, the participants were given increasingly valuable rewards (carrots, apples, grapes, or increasingly desirable stickers for the children). Americans' increasingly desirable rewards (carrots, apples, grapes, or increasingly desirable stickers for the children). Americans' increasingly desirable rewards (carrots, apples, grapes, or increasingly desirable stickers for the children).
generalizes broadly to virtually all stereotyped groups. Moreover, these researchers explored whether the four Chinese personality traits were similar to those from the Five Factor Model (Cheung, Cheung, Ward, & Leong, 2003). African-Americans and Hispanic-Americans tend to give more extreme responses than Americans of European
 descent do (Bachman & O'Malley, 1984; Hui & Triandis, 1989). Perceptions of exlusion and Whites' reactions to multiculturalism. The Japanese participants, in contrast, were much more likely to recognize the fish when it was with the original background than when it was paired with the novel background. He proposed the law of non-contradiction to multiculturalism.
in which he submitted that no statement could be both true and false, and thus "A" could not equal "not A." This law is at the heart of much of logical reasoning. One domain in which we see problems. This operationalization of quality of life would reveal that
Singapore and Japan are the developmental standard (Central Intelligence Agency, 2006b). Obesity among U.S. immigrant subgroups by duration of residence. Eastwood, M. Psychological Processes Can Vary Across Cultures Is the Mind Independent from, or Intertwined with, Culture? R., & Lachman, M. Geography and skin colour. In Nazi Germany
it seemed safer to go along with the fascist crowd than to risk speaking publicly against the growing horrors. Effects of prior success and failure on expectations of success and failure on expectations of success and failure on expectations of success and subsequent performance. Survival in Academy Award-winning actors and actresses. However, these same footprints revealed that the gait of Australopithecines may not have
been quite as bipedal as that of modern humans. They were shown three lines of clearly different lengths and were asked which one of those three was the same length as the target line (Figure 8.12). Or you might believe that if you're on a date, you'll make a more favorable impression if you don't wear your rattiest pair of sneakers, because you
believe that people on dates evaluate each other based on the clothes they are wearing. minimally counterintuitive ideas Ideas that violate our expectations enough to be considered surprising and unusual but not too outlandish. Attention to differences between groups can lead to discrimination, so it follows that if people's attention is not drawn to
the differences between cultures, they will be less likely to create boundaries between themselves and others, and they will all get along better. Yet these are precisely the kinds of questions that emotions researchers have been wrestling with. For example, individuals might be exposed to cultural ideas that emerge from distant locations, such as
those from their immigrant parents, experiences that they have while traveling, advertisements that they learn from watching a foreign movie. An analysis of data from 117 nonindustrialized societies found clear support for Goode's thesis (Lee & Stone, 1980). Pinker, S. This pattern doesn't make sense
until it's considered from the perspective of reference groups—students from top-performing schools and countries that aren't doing as well (Van de Gaer, Grisay, Schulz, & Gebhardt, 2012). It's possible that the weaker support for
the Five Factor Model in nonindustrialized cultures is the result of the participants being less familiar with answering questions in this format, distorting our ability to see the underlying factors. So when Germans think about bridges, they are obliged to think about bridges, they are obliged to think about gender in ways that English-speaking people are not (Phillips & Boroditsky, 2003).
evoked culture The notion that all people, regardless of where they are from, have certain biologically encoded behavioral repertoires that are potentially accessible to them, and that these repertoires are engaged when the appropriate situational conditions arise. Journal of Language and Social Psychology, 15, 246-264. Child Development, 65, 1111
1119. orientation. Elements of folk psychology. I mean, they may try, but one of my strengths is that I am pretty good at that, weaving my way out of that maze." For this participant, enemies are not a problem because he chooses not to engage with them. Norton & Company has been independent since its founding in 1923, when William Warder
Norton and Mary D. Moreover, rice farming is labor intensive. That is, people are sensitive to any behaviors that cause harm to others, and they attend closely to whether resources or rights are distributed in a fair way. L., & Gotlib, I. Best, J., & Horiuchi, G. That knowledge is instinctual. The height gap: Why Europeans are getting taller and taller.
and Americans aren't. Express your social self: Cultural differences in choice of brandname versus generic products. Perez-Stable, E. One way to see the effects of motivations for consistency on people's behaviors is to look at how these motivations for consistency on people's responses to advertisers. Several other studies further support this result (see Snibbe &
Markus, 2005). Agency and Control In contrast, the Asian-Americans students attempted the most games when their classmates chose their spaceships for them. Are Mexicans more or less sociable than Americans? Then participants were asked to describe themselves in an open-ended survey. Many Muslims do not believe that freedom trumps all
other values (Figure 12.1). For example, among the Efe, a hunting-and-gathering culture from Zaire, it is not unusual for their small leaf huts to include the sleeping bodies of parents, their children, a grandparent, and a visitor, with their limbs all tangled together in one snoring mass (Worthman & Melby, 2002). Because much of the success of
mental health treatment revolves around the relationship and information exchange between the client and because the nature of that relationship and the kinds of information that are exchanged are likely shaped by cultural expectations, culture affects "I wish I'd started therapy at your age." the success of treatment. In addition
the acculturation strategy that one adopts might vary across situations; for example, Turkish immigrants in the Netherlands often show an integration strategy in private, rejecting mainstream Dutch ways when they are in
an entirely Turkish immigrant setting (Arends-Toth & van de Vijver, 2003). Because these two tasks are so different, they should cause little interference with each other and performance should be largely unaffected. Journal of Cross-Cultural Psychology, 44, 406-415. An important component of the endowment effect is that people see a connection
between their objects and their selves, and once an object is owned, people's self-views tend to color the objects (Gawronski, Bodenhausen, & Becker, 2007). Only then could you ensure that people had not learned how to interpret other cultures' typical emotional expressions but that the various cultures really did perceive emotional expressions in
the same way. Finally, students will find many detailed examples throughout the book that show how cultural psychologists' theories and research are relevant to their lives. N., van Hoeken, D., & Susser, E. University of California, San Francisco. Indians, and people from numerous other non-Western cultures, also indicate that they have less free
choice in their lives compared with North Americans (Inglehart, Basanez, & Moreno, 1998). Abramson, L. The different symptoms that depressed Chinese and Western patients report call our attention to a real challenge in psychiatric and clinical diagnoses: What can be said about the nature of a disorder, such as depression, if it can apparently
manifest itself in different ways? Like many other psychological phenomena, the similarity-attraction effect has been studied almost exclusively in Western cultural contexts, where the evidence for its existence is quite unassailable. Jankowiak, W. A pause and a strained look on one's face sends a signal that is very clear to any native Japanese speaker
yet still remains rather opaque to me, that the person has information to communicate to me that he thinks I will find dissatisfying—namely, that it's not okay for me to park my car there. Gordon, P. He needed to catch the very next train if he was to be on time for the ceremony, as he had to deliver the wedding rings. 1 2 3 4 Items with an * are
reverse scored. Some recent research—and I suspect that a growing proportion of future research as well—is beginning to consider the nature of psychological processes from many other cultures around the world. R., & Dweck, C. After doing this for 7 days, participants were also asked to think back over the past week in which they had been
completing the questionnaire and to indicate how satisfied they had been with that week. Socially desirable response and acquiescence in a crosscultural survey of mental health. People vary with regards to the strength of their intuitions, and this variation splits down political lines. European Journal of Social Psychology, 33, 287-295. McCrae, R. to
explore their feelings!"; "Couples feel oddly compelled to keep reassuring themselves!" In many ways we don't really come to understand our own culture until we see it in contrast to
other cultures. Nonetheless, these case studies are very much in line with what you would expect from efforts to learn a first language after the sensitive period has ended. When I say "moral" here, I mean something specific, and something that might differ from people's typical understanding of the word. Psychiatry Research: Neuroimaging, 191,
36-43. But how could this be possible? Similar arguments have been made for why the U.S. South continues to have more of a culture of honor than the North (Nisbett & Cohen, 1996; see Chapter 4) and why New York City remains a world center for finance since it was founded by a Dutch trading company that governed the city's affairs for the first
decades of its existence (Woodard, 2011). The tipping point: How little things can make a big difference. In sum, more choices are available to individuals share the same goals as their group, the limits on their choices are likely not experienced as
aversive. F., 468 Fischer, R., 512 Fischler, C., 333, 532, 534, 554 Fiset, D., 416 Fisher, H., 468 Fishman, J. For example, in Venezuela the typical conversation distance is 32 inches, and in Japan it is 40 inches (Sussman & Rosenfeld, 1982). 231- 240). The letters specified that the applicant, a 27-year-old male who
was fresh out of prison, was looking for a job. Third culture kids: Growing up among worlds. Third, the therapy sessions in a way that is culturally sensitive and relevant. Because some thoughts are more likely to be publicly expressed than others, people come to collectively
misrepresent what other people's true feelings are. Archives des Maladies du Coeur et des Vaisseaux, 80, 17-21. However, Ben's wallet was stolen in the train station. The culture of honor still appears to be operating in the South. Furthermore, the Incan empire at the time was divided because of a smallpox epidemic that had been spread across the
Americas by the first Spanish explorers and had decimated the population. K., 30 Gillette, J., 185 Gilligan, C., 224, 489 Gilmore, D. Figure 14.6 reveals that Micronesia is a striking outlier, which warrants some discussion. sensitive period of time in an organisms development that allows for the GLOSSARY relatively easy acquisition of a
particular set of skills. A., & Bourne, E. K., & Taylor, S. Gallo, L. facial feedback hypothesis The notion that facial expressions influence emotional experience. 303–331). 117–136). How monkeys see the world. C., Fischer, R., Porto, J. For example, children were asked to respond to the item "If I want to do well in school, I can." To the extent that one
 has feelings of primary control and efficacy, one should endorse this item. Journal of Cross-Cultural Psychology, 35, 13-28. O., 355, 417 Goldberg, L. Murray, & D. In general, somatic symptoms are a bigger part of the disorder among Westerners. B., & Gaeddert, W. The state with the highest collectivism score by far was
Hawaii, probably because of that state's large Individualism and Collectivism Degree of Individualism and collectivism among IBM employees around the world. Culture shock is the feeling of being anxious, helpless, irritable, and in general, homesick that
African-Americans, greatly weakening a genetic account for the high hypertension rates among African-Americans (Rotimi et al., 1996). Maramba, G. Protecting fairness can be assessed by the amount you'd need to be paid to say no to a friend's request to help him move into a new apartment, after he had helped you move the month before. Cultures
Are Becoming Increasingly Interconnected Many Cultures Are Becoming More Individualistic People in Many Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent In the Face of Change, How Do Cultures Are Becoming More Intelligent I
friend who you know would find this information useful, what do you do? Now, I'd like you to evaluate the imagery in your memory. Journal of Child Psychology and Psychiatry Volume 42, Issue 2, pages 241-251, February 2001; p.417 (far left): David Crausby / Alamy; p.417 (far left): D
(far right): Everett Kennedy Brown / epa / Corbis; p.419: Photographs courtesy of Dacher Keltner; p.420 (left): Shutterstock; p.420 (right): Chris Strong/Agefotostock; p.425: The New Yorker Collection, 2003, Roz Chast, from the cartoonbank.com. Nature Genetics, 39, 1256–1260. But often that can be very difficult to do. Schacter and Singer
reasoned that we could identify the separate roles of the interpretation and the physiological sensation only if we disentangled them. Personality trait reasoned that we could identify the separate roles of the interpretation and the physiological sensation only if we disentangled them. Personality trait reasoned that we could identify the separate roles of the interpretation and the physiological sensation only if we disentangled them. Personality trait
that indicates how warm or pleasant an individual is; part of the Five Factor model of personality. 569 570 CHAPTER 14 MENTAL HEALTH such as the mass killings that occasionally occur at schools, offices, and neighborhoods in the United States and other Western cultures. Back-translation for crosscultural research. B., 217 Keysar, B., 239, 315
Kim, B. Not surprisingly, much research has explored math performance in various cultures are not true experiments but are quasi-experiments. Luhrmann, T. Because cultures differ in the ideas their
members frequently encounter, they will also differ in the networks of thoughts, actions, and feelings that are most accessible to the members. In one study, participants were asked to list occasions when they had either tried to adjust themselves to the people
or objects around them (i.e., secondary control experiences). For example, one study investigated sugar cane farmers in Southern India. D., 267 Onizawa, C., 578 Opfer, J. Nisbett and colleagues (Nisbett, 2003; Nisbett, Peng, Choi, & Norenzayan, 2001) refer to these ways of attending to the world as analytic and holistic thinking. N., 39, 46, 61, 82, and the control experiences of the control experiences.
524, 528 Lalonde, C., 580 Lalonde, R. In contrast, a statement such as "If a friend of mine needed help with his studies, I would be willing to cancel my own plans to spend the evening helping him" is more concrete in describing the situation in terms of what kind of help is needed and what kinds of sacrifices are made. Consider the conclusion about
 attractive bodies reached by Ford and Beach, an anthropologist and psychologist who wrote a highly influential book titled Patterns of Sexual Behavior. I often fantasize about how much easier it would have been to be a cultural psychologist back then, when cultures were relatively distinct and homographic forms and the contract of t
have FIGURE 7.2 What culture is represented here? The more one sells, the more one sel
to maintain a normal (high enough) body weight; an intense fear of gaining weight; and, for postmenarcheal females, missing three consecutive menstrual cycles. For example, Americans can guess better than chance whether a target is from the United States or Australia (Marsh, Elfenbein, &
Ambady, 2007), or whether the target is Japanese or Ja
quantities. Nonuniversals are cultural inventions. The acquisition of communicative styles in Japanese. Personality and Social Psychology Bulletin, 40, 739-749. These "extractive" food sources are often worth pursuing because they tend to be rich in protein and energy. (1920). Hughes, C. Because Native Americans tend to have less independent self-
concepts than European-Americans, these findings are again consistent with the argument that independence and self-enhancement are related. Berman, J. Arguably yes, and if so, we would expect that Inuit hunters would expec
consistent across situations than Americans Correlation with well-being .44 .19 because there are fewer benefits in Korea for viewing oneself consistently in this way. La Beaute et la medecine, secondary control The control experienced when people attempt to align themselves with existing realities, leaving their circumstances unchanged but
exerting control over the circumstances' psychological impact. The Whorfian hypothesis: A cognitive psychology perspective. 69-117). However, because there usually is only a finite amount of resources that can be distributed among employees, when one worker does especially well, this means that the others are doing relatively worse and will be
paid less. antisocial punishment, 513 direction terms in aboriginal languages, 344 facial features, 448 height, 536 malgri in aboriginal groups, 571 marriages, 470 resource distribution principles, 507 self-descriptions, 209 authority ranking,
455-57 autokinetic effect, 108-9 autonomy, ethic of, 487-89, 497-99 autonomy, ethic of, 394 Babies (movie), 172, 173 baby boomers, rebellion among, 188 Babylonians, number system of, 394 back-translation
method, 127 Baka, 119 Bali/Balinese adolescence, 190 display rules, 417 others' behavior explained by, 361 Baltes, P. Acculturation attitudes in plural societies. For example, you have probably already seen the Müller-Lyer illusion shown in Figure 1.7. The line on the left looks longer than the line on the right. 59-93). It appears that the early worlds
of infants and toddlers vary in systematic ways. Hunt, E., & Agnoli, F. Stereotype about one's group. One study demonstrated that thoughts about independent aspects of the self are more characteristic of Americans than of Chinese, and thoughts of
interdependent aspects of the self are more characteristic of Chinese than of Americans (Trafimow, Triandis, & Goto, 1991). Journal of Cross-Cultural Psychology, 45, 507-533. Given that hypertension is clearly linked to stress, it would seem that a more parsimonious explanation is that there is something about being African-American in the United
States, with the resultant discrimination and experienced racism, that leads to the stress causing hypertension (Non et al., 2012; Williams, 2003). collectives on collective goals than individual ones. A careful analysis of the
messages that people are exposed to on a regular basis can provide us with a nice perspective on the ways that cultures influence their members. A., 529 Hladik, C. Journal of Cross-Cultural Psychology, 38, 173-212. For example, in one study, researchers found that people who had lived in more than one culture were more likely to come up with
outside-the-box creative solutions to a problem than those who had lived in only one culture (Maddux & Galinsky, 2009). In a comprehensive survey of attitudes toward food among French, Americans, Japanese, and Belgians, Rozin and colleagues found that women have more negative attitudes toward food than men do, and that American women
have the most negative attitudes of all (Rozin et al., 1999). Cambridge, MA: MIT Press. Parents also encounter this, as East Asian parents direct their children's attention to their strengths (Miller, et al. Body and Society, 14(4), 15-35. Stone, I., Lynch, C.
Similar results were found with American adults who were experimentally led to imagine different kinds of financial hardship (Mani et al., 2013). There are both universal and culturally specific features of physical attractiveness. How analytic and holistic thinking styles took root in ancient Greece and Confucian China is not well understood
(although, see Nisbett, 2003, for some informed conjectures). In general, a person will not strive to fit into the host culture shows a good deal of prejudice toward the individual's own cultural group. Similarly, farmers who live in societies where they must coordinate their actions with others are more field dependent than people who
hunt and gather or who herd animals (Witkin & Berry, 1975). People's most emotionally wrenching experiences involve the break-up of relationships and the deaths of loved ones (Holmes & Rahe, 1967). Furthermore, chimpanzees do not appear to strive to share their experiences and activities with others of their own kind (Tomasello, Carpenter,
Call, Behne, & Moll, 2005). L., 364 Bechtoldt, M. REFERENCES Young, L. 30 197 198 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION school in the study performs about the same as the worst school in each of the other countries. Embarrassment is the sensation of blood rushing to the face, love is the feeling of one's stomach turning end over
end, and fear is the sensation of a pounding heart. Although the differences between sects were large, people from each of the three different ethics. C., 391, 392 Lewis, C. Working memory of numerals in chimpanzees. The model is proposed to be universal because the levels are always seen to follow
sequentially. Face has been defined as the amount of social value others give you if you live up to the standards associated with your position, 73, 135-176. individualistic cultures Cultures with many practices and customs
encouraging individuals to prioritize their own personal goals and to emphasize the ways in which they are distinct from others. It is quite likely that your parents set aside a room in their house, perhaps decorating it with pastel colors and scenes of romping bunny rabbits, and put a crib in it for you to sleep in. A common
reaction heard among many international people after their first encounters with Americans is how friendly they seem. Culture in whales and dolphins. Learning that others will respond to their cries facilitates infants' recognition that they have a distinct identity. The strongest test of this kind of question has been conducted by contrasting people
who speak languages that differ the most in terms of their color lexicons (Japanese color terms, for the most part, map quite clearly onto their English counterparts, making for a weaker comparison). A., 150 Anderson, E., 282 Anderson, J. Another way that to see the relation between group size and cultural evolution is to look at the cultural
complexity of people living in isolated environments, where there would be little exposure to people from other parts of the world. In contrast, Israelis were not affected by the presence of others in the same way. Asian teachers also assigned more homework to students. The paradoxical relationship between student achievement and self-perception
A cross-national analysis based on three waves of TIMSS data. Current Anthropology, 25, 283-295. Figure 1.5 depicts a decision tree for determining the level of universality that best fits a given psychological process. That is, groups come up with their own sets of rules, norms, and laws by which individuals need to behave, and these rules arise out
of public consensus. D., Chivers, D. They liked the highly similar person more than the dissimilar one. G., 140, 144 Gottesman, I. They do so, thereby preventing the riots and preventing a considerable number of ethnic group deaths and serious injuries. Measures can be made more concrete either by changing the content of the item or by changing
the response format. Balcetis, E., Dunning, D., Miller, R. "Economic man" in cross-cultural perspective: Behavioral experiments in 15 small-scale societies. M., 529 Weaver, S. For example, the study of the social relations that people have with members of other groups tends not to look at people's actual relationships but instead is usually investigated
by creating random and artificial groups (e.g., Hamilton & Gifford, 1976; Tajfel, 1970), and the study of people's attraction toward each other is typically investigated by having people evaluate fictitious strangers whom they never meet (e.g., Byrne, Clore, & Worchel, 1966) or by being exposed to inanimate stimuli (e.g., Zajonc, 1968). The repertoire
of nonverbal behavior: Categories, origins, usage, and coding. Cultures with more exposure to markets and world religions are more likely to engage in antisocial punishment in public goods games. Sex differences in human mate preferences:
Evolutionary hypotheses tested in 37 cultures. However, these questions did reveal an important cultural difference in terms of how people were concluding whether the behavior was immoral. Because children in the ancestral environment would have been more likely to survive if two parents were around to provide resources and socialization, some
strong incentives were needed to keep the parents together so they would both remain to support the children. And people from different cultures make this decision in strikingly different ways. In stark contrast, the Japanese persisted Motivations for Face and Self-Improvement FIGURE 8.4 Persistence After Success or Failure Persistence Time
(seconds) 800 750 700 Success Failure 650 600 550 500 Canada Canadians are more likely to persist longer on a task if they think they are talented at it compared to when they think they are poor at it. The Morality of Thoughts In 1976, while running for the U.S. presidency, Jimmy Carter made a public applies to herders
everywhere. Most of our work activities take place with others, and there are relatively few times in the day when most people are all alone. Harvard was originally built on a liberal arts curriculum, emphasized public service, and received tremendous community and financial support. The self-esteem scores of these subsamples were contrasted.
These farmers scored better on 543 544 CHAPTER 13 PHYSICAL HEALTH cognitive tests after their harvest, when money was sufficient, than before the harvest, when they were preoccupied with thoughts about taking care of their bills. However, it is important to remember that large populations are a relatively recent phenomenon. Proceedings
of the Royal Society B: Biological Sciences, 277, 503-511. His neighbors came to congratulate the old man, who said, "How can you know it isn't a bad thing?" A few weeks later, the old man's son was trying to ride the horse and he fell off, breaking his leg. However, some studies have found that the relation between extraversion and acculturative
success is considerably What Happens When People Move to a New Culture? But the link between preferences and choices isn't as tight among Indians—they are less likely to choose their favorite option (Savani et al., 2008). For example, participants were asked whether they felt that abortion is wrong, and to explain their answer. Children's
overimitation is not just a function of them being raised in an environment where they expect ordered and guided instruction from adults. At present, we can say that there is tremendous diversity in emotional experience across cultures in terms of how it is described in words, but whether this diversity is captured in people's own thoughts and
internal states remains debatable. For example, consider how one of Adams's (2005) American participants responded to the question of whether he had an enemy: "For me, it's really nonproductive. For example, a statement such as "I am helpful" can be interpreted quite differently depending on a culture's standards for what kinds of behaviors are
perceived to be helpful. In contrast, working-class Americans grow up learning that much of what people encounter in life is beyond their control and that a good way to maintain one's independence is to emphasize one's integrity and resilience during tough times. More research with other subsistence populations and with different kinds of methods
is needed to draw firmer conclusions about the generalizability of the Five Factor Model outside of WEIRD societies. Journal of Mental Science, 104, 559-570. The kinds of emotions that arise when people are concerned with defending their honor are feelings of anger and shame, and these are experienced more frequently in Turkey. Markets,
religion, community size, and the evolution of fairness and punishment. The Protestant ethic and the spirit of capitalism. During the 1960s, when all the Baby Boomers born in the years after World War II were in their teens, protests, demonstrations, and outright rebellion were almost daily occurrences. Agency and Control Perhaps the most
fundamental way that culture can shape motivations is through perceptions of control. So perhaps the best way for people of different backgrounds to get along is to stop attending to cultural differences and focus instead on people's common human nature. It might suggest that an individual's innate abilities are not adequate and that efforts are
needed to compensate for them. Weak form: The words that are available to people influence how they think. Rather, only 13% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent, and only 3% of societies expected adolescent boys to occasionally be violent.
to a slower recovery of blood pressure for European-Canadians than it did for Chinese-Canadians. We can think of different psychological phenomena as cognitive tools. This principle holds that unmarried postpubescent women should always be chaperoned to protect them from engaging in any sexual activity that would be viewed as shameful. A loss
of face is one of those bad things that people are motivated to avoid. memberships (which take more time to learn from someone; Oishi, Lun, & Sherman, 2007); and (4) prefer large national chain stores, which are the same wherever you go (e.g., Starbucks, Walmart, Barnes & Noble), over local regional stores (Oishi, Miao, Koo, Kisling, & Ratliff,
2012). The experimental method involves the manipulation of an independent variable and measurement of the influence that this manipulation has on a dependent variable. A decade of surgery in Canada, England and Wales, and the United States. You most likely learned a base-10 number system at school; however, this is a system that itself is a
cultural invention and that has not always been around. Retrieved from www.cia.gov/cia/publications/factbook/rankorder/2102rank.html. A recent study tested this hypothesis by priming American 319 320 CHAPTER 8 MOTIVATION and Canadian participants outside of their awareness with words related to salvation (or neutral words in a control
condition), and they were then given a work task to complete (Uhlmann, Poehlman, Tannenbaum, & Bargh, 2011). For example, one does not become a member of the Baptist church until one publicly accepts the Christian faith and is baptized. Understanding genital-shrinking epidemics in West Africa: Koro, juju, or mass psychogenic illness? One is
that the traditional societies do not provide the educational experiences necessary for their members to reason about justice and individual rights in postconventional terms. English boundaries Target Chip 2 Again, which chip, 1 or 2, is more similar to the color in target chip below? Indeed, when we also attempted to document the same
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pattern with other immigrant groups throughout the United States where such ethnic enclaves were not as prevalent, we did not find such a specific cutoff of declining cultural acquisition at age 15, although we still found that the younger a person was at the time of immigration, the more likely he or she was to identify with American culture
 (Chudek, Cheung, & Heine, in press). These differences appear to have much to do with people's feelings of psychological control over their lives. Apparently, when thinking "American" thoughts, people are more likely to think of a broad array of thoughts, many of which they are not aware of but that include the implicit notion that focusing on
individuals is the way to explain behavior. In support of the role of relative deprivation in negative health outcomes, it has been shown that in countries in which there is relatively less income inequality, life expectancies tend to be longer. that they are especially attentive to signs of fear as expressed in culturally familiar ways. Family characteristics
and dynamics in Japan and the United States: A preliminary report from the family environment scale. What kind of evidence would show that a psychological difference between two groups of people is due to difference would show that a psychological difference would show that a psycho
was supposedly doing on the night in question, or whether the graduate student had a history of violence. J., Thierry, B., & Laland, K. I think that these kinds of readily observable cultural differences are the ways that most people from other cultural differences in preferences are the ways that most people from other cultural differences in preferences are the ways that most people from other cultural variation: People from other cultural differences in preferences are the ways that most people from other cultural differences in preferences are the ways that most people from other cultural differences in preferences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from other cultural differences are the ways that most people from the ways that most p
jokes, prefer different kinds of food, wear different clothes, worship different gods, vote for political parties with different concerns, and so on. B., Hughes, N., Eshleman, S., et al. R., Barbee, A. People pursuing separation strategies do not wish to acculturate to the host culture. Take the example of coffee. The psychological measurement of cultural
syndromes. When researchers gave these women standardized questionnaires that are commonly used in psychological research, the participants became annoyed. For example, one extensive study of a few thousand employees from various companies assessed the relationship between each company's attitude toward diversity and their employees'
engagement with their work (Plaut, Thomas, & Goren, 2009). First, the researcher can explore whether there are differences in the ways people from different cultures respond to the situations in Step 2. Grimm, S. Likewise, as we discussed in Chapter 6, East Asians are more likely to have a flexible and incremental view of themselves. Indeed, there
are pronounced pockets of collectivism even in the United States. Evaluation Quarterly, 1, 109-142. M., 286 Wong, S., 469 Woodard, C., 107, 108 Woody, S. Many cultural ideas spread even though they are guite maladaptive. antisocial punishment, 512, 513 mental illness, 587 Scandinavian countries happiness, 432 subjective well-being, 102, 430
Schacter, Stanley, 405-7 schadenfeude, 425 schizophrenia, 582-85 Scholastic Aptitude Test (SAT) scores, 98, 245 school shootings, 188 Schwartz, Shalom, 221 Scotland adolescence, 190 children's social worlds, 180 Scribner, Sylvia, 31 Sebei, 79 secondary control, 323-28 secularization theory, 481 Segall, Marshall, 31 self-awareness objective, 237,
240-41 self-concept and, 236-42 subjective, 237 self-concept, 31-32, 205-46 acculturative change in, 279 gender and, 224-29 heterogeneity in, 222-23 implicit theories shaping, 242-45 independent vs. J., Johnson, K. In the Face of Change, How Do Cultures Persist? Advice included the following: "Frequent spitting is disagreeable. Cultural
psychologists have started to make some progress by studying people from collectivistic cultures. People move to a new country for many reasons: Some are moving through a
series of different countries, as their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to their parents have jobs that require them to keep changing residences; some leave to study abroad with the intention of returning to the parents have jobs that require the parents have jobs the parents have jobs the parents have jobs the parents have jobs
Japanese believe more than Americans that intelligence is based on how hard you try, rather than on what you are born with (Heine et al., 2001b). Culture and verb learning. Are they just a matter of convention, where, for some reason, a certain style became popular at a particular time and place and subsequent artists responded to that style, either
 by emulating it or challenging it? Ryan Reynolds and Scarlett Johansson, in all likelihood, would be viewed as attractive anywhere they go, given their symmetry, clear complexion, and average-size features. G., & Harton, H. That is, the more we are exposed to a stimulus the more we are attracted to it. With a few notable exceptions (e.g., men tend to
 prefer some youthful features in women, whereas women prefer some masculine features in men; Cunningham, 1986; Cunningham, Barbee, & Pike, 1990), average-size eyes, and so on are perceived as most attractive. M., 584 Hopkins, B., 175 Hopkins, W. Manushi,
80, 11-19. But these same surveys didn't work so well with the Zinacantecans. They are not strictly contradictory, as it is possible for both of them to be true, even from a logical perspective. Moreover, photographs of the participants were evaluated for their physical attractiveness by judges from the participants' own cultures. R., Terraciano, A., &
78 members of the Personality Profiles of Cultures Project. Herders, warriors, and traders: Pastoralism in Africa. F., 336, 545 Kruger, A. This makes sense. Emotions as within or between people? Malgri: A culture-bound syndrome. Appetite, 71, 340-348. If we did a similar analysis for all the sports in the decathlon, we might be able to identify some
underlying "factors," such as speed and upper-body strength, that could predict how well one would do on all 10 events. E., 265 Baca, L., 276 Bachman, J. Is it because American schools encourage children to express their own opinions more that they become less embarrassed? Although the estimates began to gradually drift toward the mean of the
control group (i.e., 3.8 inches), the inf luence of the confederate's judgment persisted for five generations after he or she left. Immediately after learning the statements, participants tended to have the best recall for the intuitive statements, participants tended to have the best recall for the intuitive ones. The most direct way for this to occur is through
language; however, some ideas might be more likely to be communicated than others. J., 466, 543 Samuels, B., 549 Sanchez-Burks, J., 28, 318, 320, 467 Sandel, T., 126, 310 Santiago, J., 394 Saphire-Bernstein, S., 586 Sapolsky, R. But the Japanese teacher, who was always really good, seemed to sense the awkwardness of the moment, and he quickly
changed gears. MODERACY AND EXTREMITY BIASES. Often, psychological materials present participants with statements, and the participants indicate their agreement by choosing a number from a scale—for example, a scale that runs from 1 (strongly disagree) to 7 (strongly agree). Flags were torched on a daily basis, and there were repeated
calls for the violent deaths of the offenders. Mathematics achievement as a function of language. Mothers do not need to be called to, as they are always present to respond to the attitudes of the people with whom they shared a
common living space. low relational mobility A context where people have few opportunities to form new relationships and are guided by commitments and obligations to existing relationships. A second theory regarding the relevance of the diet of primates has also been offered to account for the evolution of primate brains. Nonetheless, the data on
the development of speech among East Asian compared to Western children is suggestive that talking might have different implications across cultures. Sometimes what might appear to be minor geographical variants can lead to large cultures. Sometimes what might appear to be minor geographical variants can lead to large cultures. Sometimes what might appear to be minor geographical variants can lead to large cultures.
different parts of the world were subject to different selection pressures over many generations, which resulted in the human genome diverging across different populations. It can take a lot of time to develop a rich understanding of a culture; however, such efforts to ensure that one's research is culturally informed are important for conducting
successful studies. How do you think people's ways of thinking are affected as the world becomes more interconnected? How many "friends" can you really have? A precursor of language acquisition in young infants. Although interdependent selves thus appear to be more common throughout the world, most research in psychology has emerged in
cultures where independent selves predominate. Given the clear biological foundation of schizophrenia, it should not be surprising to learn that schizophrenia emerges quite regularly across cultures. American nations. H., 499 Dmitrieva, J., 140 Doris, J., 514 Dornbusch, S., 182 Dornbusch, S. Beliefs about inequality: Americans' views of what is and
what ought to be. M., & Kitayama, S. In different cultures, people regularly encounter a different cultures and people regu
prefer majority-colored pens. Japanese and American participants were presented aurally with words that were either pleasant (e.g., grateful, refreshment) or unpleasant (e.g., bitter, complaint), and these words were accompanied by either a pleasant (e.g., prefer majority-colored pens. Japanese and American participants were presented aurally with words that were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were accompanied by either a pleasant (e.g., prefer majority-colored pens. Japanese and American participants were presented aurally with words that were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were presented aurally with words that were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were presented aurally with words that were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were presented aurally with words that were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were either pleasant (e.g., prefer majority-colored pens. Japanese and American participants were either pleasant (e.g., prefer majority-colored pens. Japanese and American pens. J
they attempt to align themselves with existing realities. M., 392 Hauser, M. The technology of orgasm: "Hysteria," the vibrator, and women's sexual satisfaction. Some findings discussed in Chapter 10 that Westerners appear to be more sensitive than
East Asians to their own emotional experiences are consistent with this reasoning (e.g., Matsumoto, Kudoh, Scherer, & Wallbott, 1988; Mesquita & Karasawa, 2002). Indeed, the sign of one Muslim protestor captured the angry feelings shared by many 
on the Muslim faith and a gesture to further aggravate already strained relations between the cultures. Despite decades of exposure to her only language, Genie has not been able to attain the grammatical competence of a 4-year-old. In contrast, wheat is grown in fields with typically very little irrigation. That Whites are not as enthusiastic about
multicultural messages as minority members is perhaps not surprising; color-blind messages are more likely to be perceived as legitimizing any existing ethnic inequalities (Knowles, Lowery, Hogan, & Chow, 2009). Barber argues that as cultures around the world are penetrated by global companies and largely American popular culture, one common
reaction has been for people to reject the globalizing force in an effort to return to the traditional cultures of their past. International Journal of Psychology, 48, 682-694. Demography and cultural evolution: How adaptive cultural processes can produce maladaptive losses: The Tasmanian case. Humans initially arrived in Tasmania from Australia
approximately 34,000 years ago by crossing a land bridge that was later cut off from the rest of Australia by a 200-kilometer stretch of ocean that rose after the last Ice Age. Visiting other cultures is quite different from living in another cultures and bridge that was later cut off from the rest of Australia by a 200-kilometer stretch of ocean that rose after the last Ice Age. Visiting other cultures is quite different from living in another cultures is quite different from living in another cultures.
the toughest time? (2010, August 18). Development of a scale to measure perceptions of relational mobility in society (CERSS Working Paper 75). (1994, April). In sum, humans differ from their nearest primate relatives in their abilities to have an extensive language. Of course, nothing can compete with the Internet
in spreading cultural information across national boundaries. The Americans reported feeling those emotions longer and more intensely than the Japanese did. How might we expect people of upper-middle-class backgrounds? For example, to say that someone ate a
cookie in Japanese, you would say the words in the order of "She cookie ate." Moreover, unlike in English, the Chinese, Japanese, and Korean languages all allow for nouns (and pronouns) to be dropped when the context is clear, so that the verbs remain in salient positions in the sentences. Stress, social support, and the buffering hypothesis. The
cross-cultural research discussed above has shown that personality as measured by the same basic five dimensions everywhere. 209 210 CHAPTER 6 SELF AND PERSONALITY Moreover, this cultural difference in the ways that people understand themselves either in terms of social roles or personal
characteristics is not just limited to what people say on questionnaires—there is also evidence that people use different brain regions when answering these kinds of questions. V., 135, 405, 408, 409, 412, 417, 418 Frieze, I. Gobster (Ed.), Managing urban and high-use recreation settings (pp. Economics & Human Biology, 8, 58-66. Murata, A., Moser,
 J. L., & Fraser, S. Asian-American high school students didn't view maternal pressure in negative terms. Inglehart, R., Basanez, M., & Moreno, A. REFERENCES Ting-Toomey, S. A second reason that it is not straightforward to settle controversies regarding whether certain psychological phenomena are universal is that there are a number of different
 levels by which we can consider evidence for universality. Hoff, K. A biosocial model of status in face-to-face primate groups. Cooking, a cultural invention, is thus partly responsible for our biological nature. Ideas and opinions. Obesity rates have risen dramatically across the world during the past few decades, particularly in the United States and the
United Kingdom (Figure 13.5; Organisation for Economic Co-operation and Development [OECD], 2004). Wundt, W. This suggests that the thoughts in the Asian ancestry. What are some factors that influence how people will
adjust to their acculturation experiences? Later, citing the importance of freedom of expression, newspapers from many countries around the world reprinted the cartoons, which resulted in even more anger and further fanned the flames of outrage. (1968). One way to address this question is to look at the emergence of motivations for positive self-
views over time. In sum, being the target of racism and discrimination appears to be directly related to the average poorer health outcomes of African-Americans. In contrast, with shifting cultivation it is possible to tend to the children while working. Increased persistence in the face of failure thus fails the test of functional universals and can be said
to be an example of an existential universal. Child Development, 71, 1121-1142. If people had based their choices of friends on something other than the alphabetical order of their names, the dots would be scattered randomly across the figure. This suggests that the emotional experiences of those who are more interdependent are more
interpersonally engaged than the emotional experiences among more independent individuals. To the extent that compelling alternative accounts can be offered, we become less confident in the conclusions of the study. A number of examples of striking cultural persistence reveal the strong role that early cultural structures came to influence cultural
norms many centuries later. Journal of Personality and Social Psychology, 57, 239-249. Hamilton, D. For example, as Figure 5.2 shows, native Percentage of Infants Able to Discriminate between two Hindi phonemes, older
 infants being raised by English speakers can no longer do so. He was able to map out the world in terms of its individualism by calculating an individualism by calculating pattern. Uchida, Y., Townsend, S. 303-309). Grossmann, I., & Kross, E.
Adolescent Medicine, 14, 49-59. By spending much less energy digesting their food, humans could afford to spend much more energy evolving a larger brain that allowed them to spend much less energy digesting their food, humans could afford to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed them to spend much more energy evolving a larger brain that allowed the spend much more energy evolving a larger brain that allowed the spend much more energy evolving a larger bra
psychologists' understanding of human nature. In contrast, those in the "American prime" condition were shown pictures of Mickey Mouse, the U.S. Capitol building, a cowboy, Mt. Rushmore, and the Statue of Liberty and were asked to write some sentences about American culture. 9, pp. In one study, participants read some vignettes that described
people who were thinking about immoral behaviors (Cohen & Rozin, 2001). S., & Ong, A. In this case, each participant receives more than one level of the independent variable. This process is evident in that cultural differences in psychological processes tend to become more pronounced with age. In many ways it would seem that mathematics is one
domain that is independent from culture. Cognitive Psychology, 22, 36-71. You might expect that, if their fates anyway. Greenfield, P. In a different voice: Women's conceptions of the self and of
morality. Multiculturalism and creativity: Effects of cultural context, bicultural identity, and ideational fluency. American Journal of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 165-194. L., 544 Goh, J. For example, consider that is frequently observed in a number of Sociology, 104, 105-194. L., 544 Goh, J. For example, 104, 105-194. L., 544 Goh, 
found among East Asians is not just evident in how they reason about the external world. That analysis revealed substantial overlap between three of the factors; namely, neuroticism correlated with agreeableness. That is, because being attractive to others is
more important in a high-relational-mobility context such as in the United States, people come to attend more to features that make someone more attractive, such as how similar they are. Journal of Personality and Social Psychology, 88, 856-875. E., 569 Carrier, D. Scribner, S., & Cole, M. Appetite, 52, 89-95. Reprinted with permission.; p.552: ©
The New Yorker Collection, 1998, Mick Stevens, from cartoonbank.com. Xie, L., et al. interdependent thinking and holistic reasoning than those who lived in the predominantly wheat-growing regions. Do you believe men
think in ways that are more prototypical of Western cultures and women think more in ways prototypical of non-Western cultures? 1 2 3 4 I feel that I have a number of good qualities. Two of these periods, which have received much attention, are "the terrible twos" and "adolescence." The Terrible Twos When my son reached 2 years of age, I learned
to add some strict routines to my life. Moreover, this difference between the sects appears to be a function of Protestants having a greater commitment to the idea that people have individual souls (Li et al., 2012). The definition of culture that I provided in the previous chapter is much broader, and it avoids this problem of circularity. If we are to
make meaningful comparisons across cultures, our participants must understand our questions or situations in equivalent ways. Actually, the cultural diversity of the endowment effect is quite extensive—recent research has found an absence of the endowment effect among the Hadza, a tribe of hunter-gathers from Northern Tanzania, unless they
have had much exposure to modern society and markets (Apicella, Azevedo, Christakis, & Fowler, 2014; see Figure 8.2). Rather, it is more likely that cultural evolution. Culture and Fairness Our discussion on moral intuitions
demonstrates that although liberals and conservatives differ somewhat in the kinds of moral intuitions that are of the greatest concern to them, there is relatively little difference between them in the strength of their concerns with the moral intuition of protecting fairness. Mesquita, B. In this study, following the prime, participants were instructed to
draw an alien unlike anything that had ever been observed on earth. Lopez, S. Love has been written about, or sung about more than most any other topic, and psychologists too, perhaps foolhardily, have jumped into the fray. M., Scorolli, C., Dorchin, S., Meiran, N., Borghi, A. K., 55 Hunt, A. This region is endemic with malaria, which is
a major cause of death there. S., 396 Siegrist, J., 543 Sierra-Otero, G., 467 Sigall, H., 464 Sigmund, K., 508 Silk, J. Religion around the world: A preliminary report. For example, schooling leads people to cluster information as they try to learn it, it improves perceptual skills for analyzing two-dimensional patterns (Rogoff, 1981) and it leads people to
reflect more on how information is organized (Goody, 1977). Proceedings of the National Academy of Sciences, 104, 20753-20758. Cultural variation in affect valuation. Within authority-ranking relationships, people are linearly ordered along a hierarchical social dimension. The James Lange theory thus suggests that people in all cultures should have
the same emotional experiences. Why do multicultural people tend to be more creative? C., 175 Sadler, P., 314 Sagiv, L., 484 Saito, S., 182 Saito, T., 561 Sakai, M., 562 Sakano, Y., 562 Sam, D., 267, 268 Sampson, R. An example of this spiritual conception of mental illness can be seen in the Yoruba of West Africa. First, it appears that cultures do
differ in the average degree of well-being they experience and that these differences hinge, in part, on some universal relations between well-being and such variables as wealth (at low ends of the wealth spectrum), human rights, and equality. That they are declining does suggest that they are not currently perceived by people in cultures where they
occur to be as desirable as they used to be, although in many cultures the evidence of their success rate is quite good. East Asians show more activation of these same regions when performing the absolute task (Hedden et al., 2008). How successful they will be in acquiring the necessary information to thrive in a new culture is influenced by how
much learning they need to do. Szirmák, Z., & De Raad, B. W., Chiu, C., & Hong, Y. American Journal of Public Health, 84, 971-976. (1966/1894). So the skin must allow enough UVR to pass through to synthesize the vitamin D. However, now that researchers have identified this striking obstacle that thwarts the integration efforts of disadvantaged
minorities, they are developing solutions to combat stereotype threat (e.g., Cohen, Garcia, Apfel, & Master, 2006; Good, Aronson, & Inzlicht, 2003). Perception, 34, 319-340. However, despite her considerable intelligence, Genie never developed any mastery over grammar or syntax (although she did develop a good-sized vocabulary). Emotions,
according to this view, are all about physiological experiences. C., 587 Lee, C. X., 580 Higgins, E. Does culture influence what and how we think? The Western ideal of romantic love, characterized by intense feelings and mutual absorption, could be disruptive in cultures with large kin networks because such feelings can interfere with people's
abilities to respect the wishes of their family members (Dion & Dion, 1993). The same event can be understood quite differently depending on one's view of agency. Immoral actions according to this ethic are perceived to violate the natural order of things. Object manipulation, tool use and sensorimotor intelligence as feeding
adaptations in great apes and cebus monkeys. Journal of Psychology and Human Sexuality, 2, 93-116. Schizophrenia often experience hallucinations, as did the mathematician, John Nash, as portrayed in the movie "A Beautiful Mind." One of the most debilitating and prevalent mental disorders is
schizophrenia (see Figure 14.8). Occam's razor The principle that any theory should make as few assumptions as possible; it maintains that, all else held equal, the simpler theory is more likely to be correct. J., & Rose, G. Another argument is that the world is becoming a far more complex place than it used to be, and navigating it successfully
requires much learning and practice with demanding problem-solving tasks, which ultimately influences one's intelligence. Henderson, V., & Dweck, C. Genes were not identified in any of these studies; however, many of the studies we've discussed have identified findings for which immigrants and their children show a different pattern of responses
 when compared with people who live in their heritage culture (e.g., Heine & Lehman, 2004; Norenzayan et al., 2002). Evolution and Human Behavior, 26, 213-226. Some aspects of personality of Chinese as revealed by the Rorschach Test. Washington, DC: American Psychiatric Press. C., Boduroglu, A., & Park, D. Noun Biases Another window into
the early experiences of childhood is through language learning. For example, recently there has been much interest in the parenting styles of French mothers (e.g., Druckerman, 2012; Le Billon, 2012), because to North Americans, French children come across as very well-behaved and seem to have far fewer dietary issues and weight problems (e.g.,
Musher-Eizenman, de Lauzon-Guillain, Holub, Leporc, & Charles, 2009). REFERENCES O'Keefe, J. The forklike object at the far right is a special weapon that was used to catch people who ran amok. Modiano, D., et al. Shifting standards and stereotype-based judgments. Cooking denatures proteins, gelatinizes starch, and makes all food considerably.
softer, thus requiring less energy for our bodies to digest them (Eastwood, 2003). Traditionally, physical health has been viewed largely as a biological issue, and as such, many would assume that it lies outside the realm of either cultural influences or psychology. 581 582 CHAPTER 14 MENTAL HEALTH In 1701, upon being humiliated by a high
official of the emperor, a feudal lord named Takumi no Kami committed a form of ritual suicide known as seppuku, whereby he killed himself by thrusting a sword into his own belly. Sleep, of some kind, is found in almost all mammal species (Siegel, 2008), somatization. When symptoms of an illness are primarily experienced physically rather than
 such as changes in heart rate, breathing, pupil dilation, tear secretion, blood flow to the skin, and stomach contractions, and their ideas became known as the James-Lange theory of emotions. Moreover, whereas those Americans who identified with the self-reflective target were more depressed than those who did not identify with that target, for
 emotions and of the aspects of emotions they study. The portrayal of racial minorities on prime time television. And these cultural ideas greatly influence the ways that we live our lives, determining much of what we do on a daily basis. If your self varies from situation to situation, it seems unlikely that you would embrace an entity theory. For every
dollar that was contributed, the experimenter multiplied it by 1.6 and then redistributed it to all four members (40 cents each). R., 323, 324 well-being, subjective, 102-3, 429-38 Western culture(s)
 adolescent distress, 190 agriculture, 73 attention to stimuli, 351-52 attractive bodies, 449 attractiveness, 445 cartoon controversy, 480 communal sharing, 457 comparing East Asian cultures to, 7 conformity, 338 control, 324 creativity, 372 defined, 6 depression, 575-76 equality matching, 456 experiences of failure and success, 20 gender and
independence/interdependence, 224 genetic studies based on, 529-30 groups as agents, 326 happiness, 429 as high context, 380 individual vs. Psychological Science, 24, 1285-1293. He asked people to make a decision about the task described above—namely, of a dog, a carrot, and a rabbit, which does not belong? At the same time, it is important for
the therapist to be flexible about when it appears appropriate to individualize the client (Kirmayer & Ban, 2013). D., 319 Healy, J. Journal of Cross-Cultural Psychology, 34, 542-551. Cultural differences in the dialectical and nondialectical
play a key role in coping with psychological distress (Fleming, Baum, Gisriel, & Gatchel, 1982) and is associated with various physical health benefits (for a review, see Cohen & Wills, 1985), both within and across cultures (e.g., Morling, Kitayama, & Miyamoto, 2003). But their star attraction was described in the posters put up around town: "Wanted,
athletic men to earn $5 per second by holding 85-pound ape's shoulders to the floor." Many large and brawny men, in a valiant effort to impress their dates, took up this challenge to wrestle an adult chimpanzee in front of an audience (Figure 2.1). This is because people typically try to copy from the most talented model available, although few will be
able to learn the skill as well as the model. downward social comparison An individual's comparison of his or her performance with the 
Personality and Social Psychology Bulletin, 30, 1416-1432. more complicated than it first appears. Another development of sub-Saharan Africa. However, the question is also complicated because people in different
cultures view happiness and positive emotions in quite different terms. Certain ideas or norms are more likely to be retained or shared compared with anorexia often don't show any fear of fatness, which is a key
symptom of anorexia in the West. U.S. immigrants' patterns of acculturation are sensitive to their age, language, and cultural context, people can become highly motivated to maintain and enhance their face. 165-184). Hsu, L. Higher perceived life control
decreases genetic variance in physical health: Evidence from a national twin R-27 R-28 REFERENCES study. If a team of alien biologists arrived at our planet and tried to catalog all the different species here, they would no doubt notice how peculiar we humans are. (You can watch the video being only about as interesting as
watching someone's grandfather shuck corn, in the first three years after its release, the video was watched more than 8 million times! Simply, people wanted to be the ones that shared this highly practical piece of information with their friends and family. P., 217 Williamson, P. antisocial punishment, 513 Berlin Wall, 334 choice making, 333
friendships, 462 gender equality views, 225 hypertension rates, 549 medical practices, 554-55 National Socialism, 111 parenting interactions with infants, 173, 174 Protestantism and Catholicism in, 318 religion and achievement motivations, 319 sense of humor, 8 SRI scores, 225 throwing, 523 germs, 553, 554 Gesellschaft groups, 489-90 Ghanaians
emotional experiences, 421 enemies of, 458-59 friendships, 458, 462, 463, 465 Gidjingali aborigines (Australia), 424 Gilligan, Carol, 489 "the girl in the window," 167 Giuliano, Paola, 227-28 Gladwell, Malcolm, 484 globalization, 26, 92 Goddard, H. Not average in the sense that we are especially attracted to people who are average in their
attractiveness. I am deeply indebted to the daily conversations that I have with my wife, Nariko Takayanagi, on all matters cultural psychology of the emotions: Ancient and new. Keel, P. The researchers then compared how
frequently the themes appeared in each ad. The culture-bound syndromes and psychiatric diagnosis. For example, among the Azande of West Africa, the primary cause of illness is attributed to witchcraft (Evans-Pritchard, 1976). Le Billon, K. The Yin and the yang represent opposites (literally, they mean the moon and the sun), and they indicate that
the universe is constantly in flux, moving from one opposite pole to the other and back again. Behavioral risk factors: A comparison of Latinos and non-Latino Whites in San Francisco. (1957). Current Directions in Psychological Science, 19, 9-13. Child Development, 67, 3338-3367. I am especially grateful to Ben Cheung for his careful feedback of this
Third Edition, and for his excellent work on the accompanying instructor's manual. H., 107, 149, 151 Fischer, E. Ben planned to travel to San Francisco in order to attend the wedding of his best friend. This reasoning suggests that as cultures become more individualistic, rendering people more concerned with being able to take care of themselves
and to carve their own paths, there should be a 311 CHAPTER 8 312 MOTIVATION corresponding motivation to view oneself positively. M., & Kasser, T. Marin, G., Gamba, R. New Delhi, India: Sage. Another study explored the importance of the interconnectedness among group members for cultural learning by having groups of five people try to
reproduce a complicated rock-climbing knot, which involved several distinct steps, across several trials, using a similar kind of design as the fishing net study. Development as freedom. This difference in health exists despite French food often being richer and having higher fat content than American food. Infants' Personal Space Parenting Styles
Noun Biases Difficult Developmental Transitions The Terrible Twos Adolescent Rebellion Socialization Through Education 160 CHAPTER 5 C DEVELOPMENT AND SOCIALIZATION ulture shapes many of the norms that govern our behavior. Respondents were also asked to imagine a guy named Fred
in a variety of scenarios in which some bad things happened to him. Reprinted by permission of Hannah Schreckenbach; p.458: Courtesy of Glenn Adams; p.469: David Butow/Redux; p.474: Mike Twohy The New Yorker Collection/The Cartoon Bank. Gutchess et al. How do
people acquire culture? nose and thrashing the boys with sticks. Sozial-und Praventivmedizin, 29, 265-267. Leventhal, T., & Brooks-Gunn, J. Kumar, P., & Dhyani, J. The results of Goddard's testing were that 83% of Jews, 80% of Hungarians, 79% of Italians, and 87% of Russians were classified as "morons"—the technical term that Goddard invented
to indicate poor intellectual functioning (see Gould, 1981, for an in-depth description of this period of intelligence testing). But this is because you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have been influenced by them through cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have been influenced by them through cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have been influenced by them through cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers, and you have grown up in a world that included the cultural ideas of hammers and you have grown up in a world that included t
away out of their view, and were asked to try to re-create it, and improve it if possible, using a computer program. Even studies that investigate people in anonymous situations and 309 310 CHAPTER 8 MOTIVATION use hidden behavioral measures (e.g., Heine et al., 2001b; Takata, 2003) or indirect measures (Falk & Heine, in press) find clear
evidence for this cultural difference in how they evaluate themselves. Science, 277, 918-924. Such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural difference in how they evaluate themselves. Science, 277, 918-924. Such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural differences for symptoms can be highly pronounced. A similar comparison of magazine car ads found that ads targeting working-class Americans, and the such cultural differences for symptoms can be highly pronounced.
which instead emphasized differentiating from others (Stephens et al., 2007). The size of our brains is surely relevant for understanding our skills of cultural learning. Rentfrow, Peter J.; Gosling, Samuel D.; Jokela, Markus; Stillwell, David J.; Kosinski, Michal; Potter, Jeff. He makes speaking in front of the class mandatory for some assignments.
Unfortunately, it is not straightforward to study the influences of formal education on thinking; a number of other variables might separate people who have received a great deal of formal schooling from those who have not. They imagined feeling less anger if they had been in those situations. S., 182 Rule, N. It's possible that a greater motivation for
uniqueness (see Chapter 8) underlies this tendency. Nature Genetics, 39, 31-40. Leung, A. When Oishi, Graham, Kesebir, and Galinha (2013) examined dictionary definitions of the word "happiness" in 30 countries, they found that definitions of happiness that included luck were in the dictionaries in all the countries except the United States, Spain,
Argentina, Ecuador, India and Kenya. C., & Ratner, H. A definition of marriage gets even more abstract when we include samesex marriage, which recently has been recognized in more than a dozen countries around the world. They argued that two separate moral intuitions constituted the ethic of autonomy: specifically, people have intuitions to
avoid harm and to protect fairness. Indeed, research has found that income correlates positively with feelings of control (e.g., Johnson & Krueger, 2005). There was not clear evidence for romantic love in the remaining 11% of cultures; however, in all but one of these cases the ethnographies note that sexual affairs occur, but the researchers did not
explore the motives behind why the people enter into them. The higher suicides among First Nations communities with few ties to their cultural heritage, and the unique case of suicides among Micronesian adolescents, demonstrates that people's motivations for suicide can vary considerably across cultures. Cultural transmission in pigeons is
affected by the number of tutors and bystanders present. The reasons people gave for the actor's behaviors were examined, noting, in particular, whether they made explanations that referred to the actor's general disposition or to the context. A., Kahn, A. Avoidance relationships were being violated. It is no longer recognized by North American
psychiatrists or clinicians as a coherent diagnostic category. A number of cultures have relatively impoverished number systems. In contrast, these kinds of statements made up less than 2% of the Masai and Samburu self-descriptions. The researchers found that with the addition of this punishment rule, cooperation increased quite dramatically and
remained stable across time. Steckel, R. For example, Japanese and Korean adults report sleeping about an hour less FIGURE 13.7 The painting "Midnight," by Henry Fuseli, painted in 1765, shows the time between the "two sleeps" that were common before the advent of electrical lighting. culturally variable, 5, 18-22 viewed through self-concept,
31-32 psychological studies, 22-25 psychologization, 573 public goods game, 511-12 Puerto Rico/Puerto 
life, 483-84 quasi-experiments, 137 Quebec (Canada), 256 questionnaire research, 138; see also surveys R race approaches to cultural differences and, 27-28 stereotype threat and, 274-76 SUBJECT INDEX racism, hypertension rates and, 27-28 stereotype threat and, 274-76 SUBJECT INDEX racism, hypertension rates and, 27-28 stereotype threat and, 274-76 SUBJECT INDEX racism, hypertension rates and, 27-28 stereotype threat and, 274-76 SUBJECT INDEX racism, hypertension rates and, 27-28 stereotype threat and, 274-76 SUBJECT INDEX racism, hypertension rates and hypertension rates are hypertension rates and hypertension rates are hypertension rates and hypertension rates and hypertension rates are hypertension rates and hypertension rat
reading, 98 Reagan, Ronald, 390 reasoning abstract logical, 193 associative, 364, 365 logical, 193, 368 mathematical, 51 moral, 484-87, 495 numerical, 20 rule-based, 304, 365 relatedness, 224-25 relational mobility, 460-65
relationships, 442-77 basic structures of, 455-57 close, 454-76 in Gesellschaft vs. Little science, big science, big science, big science analyses or the presence of
particular cultural variables. H., & Paulhus, D. Suicide rates also tend to be high in many colonized indigenous populations around the world. E., 21, 102, 108, 351, 352, 354, 356, 363, 365, 368, 371, 467 Nobakht, M., 567 Noell, A. East Asians perform relatively better on tasks that
involve detecting relations among events, whereas Westerners perform relatively better on tasks requiring separation in three human populations. Transformations: Migration, family life, and achievement motivation among Latino adolescents. All Rights
Reserved.; p. (1922). In one study, Japanese and Canadian college students were asked to evaluate the quality of their romantic relationships were like (Endo, Heine, & Lehman, 2000). The results revealed that these two groups of Americans apparently saw things quite
differently. T., Galinsky, A. At this altitude, many people would develop pronounced altitude sickness. People who are high on field independence can do this task well. special? One way of having a positive self-view is to have high self-esteem. An international comparative study of blood pressure in populations of European vs. To avoid suffering one
must not love. As the range of roles has grown over time, so has the problem of adolescence. Moreover, it wasn't until those of Asian descent had been in Canada for three generations Self-Esteem and Exposure to North American Culture 50 1- "Never Been Abroad" Japanese 48 46 44 22- "Been Abroad" Japanese Self-Esteem Score 40 38 36 3-
Recent Asian Immigrants 34 32 4- Long-Term Asian Immigrants 30 28 26 5- Second-Generation Asian-Canadians 20 18 16 14 7- European-Canadians 20 18 16 17 European-Canadians 20 18 16 14 7- European-Canadians 20 18 16 17 European-Canadians 20 18 18 18 European-Canadians 20 18 18 European-Canadians 20 18 18 European-Canadians 20 18 European-Canadians 20 18 18 European-Canadians 20 European-Canadia
higher one's self-esteem. It is the current end product of a very long series of inventions, adaptations, and modifications. Goldin, C. In order of increasing exposure to North American culture, these categories were (1) Japanese who had never been outside Japanese who had spent time in a Western country, (3) recent East Asian immigrants
time, and some shared cultural information disappears as new habits replace the old (although much cultural information persists across time as well). A different way of defining culture than what I provided in Chapter 1 is to say that it refers to some kind of symbolic coding—that is, of having a set of signals, icons, and words that refer to something
else that most members of that culture recognize. Portion sizes have been increasing for virtually all kinds of food in the United States, with portions at fast food chains now being two to five times larger than when they were first introduced (Young & Nestle, 2007), and Americans are estimated to be 533 534 CHAPTER 13 PHYSICAL HEALTH
consuming approximately 200-300 more calories a day than they did in the 1970s (Centers for Disease Control and Prevention, 2004). (1981). Why is cross-sex-role behavior more approved for girls than boys? One strategy is to identify a core set of symptoms of depression that are present in all cultures and exclude the symptoms that are not
universally present. The Japanese results, however, were strikingly different. Weight-related attitudes and behaviors of black women. J., & Hamamura, T. Invited address presented at Thirteenth Annual Convention of the American Psychological Society, Toronto. Senzaki, S., Masuda, T., Takada, A., & Okada, H. We cannot fully understand the
psychological experiences of Sambians without considering the cultural contexts in which their actions occur. In stark contrast, most of the Guugu Ymithirr speakers re-created the scenes in absolute terms. 577-592). That is, rather than each person's self-concept being blended a little over time as new Western cultural experiences were slowly
poured in, it is possible instead that the percentage of people thinking in Western ways increased with exposure to North American culture. Although having less muscle mass came with the cost of less strength for humans, it allowed a larger portion of our energy to be consumed by our brains. If a universal theory of emotions had instead been
proposed by someone who spoke a language that lacked terms for some of the basic emotions it would seem unlikely that they would have come up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that American researchers came up with the same set of basic emotions that the associated psychological traits will be same that the same set of basic emotions that the same set of basic emoti
 also vary across cultures in the same way. Cai, H., Kwan, V. When in Rome. When you separate creativity into these two separate components, cultural comparisons become more nuanced. Likewise, other research has found that being consistent across situations was associated with higher feelings of authenticity for European-Americans but not for
East Asians (English & Chen, 2011). I., Merighi, J. Take a cross-cultural walk through the personals. How to argue about disagreement: Evaluative diversity and moral relativism. A second instance was of an American postal worker who, on losing his job, returned to work and, well, "went postal" and killed his supervisor and several others. Running
amok primarily occurs among males and is thought to be instigated Culture-Bound Syndromes by stress, a lack of sleep, and alcohol consumption. The observed cultural differences in the amount of sleep around the world are quite pronounced but remain largely unexplained. Why is integration typically viewed as the most successful acculturation
strategy? S., Relkin, N., & Lee, K. The effect of physical attractiveness on teacher expectations. One good way to choose your samples, then, is to look for cultures that vary on a specific theoretical dimension of interest, such as collectivism. Yuki, M., Maddux, W. much of a blind leap of faith to hope that whatever Considerations for Conducting
Research Across Cultures TABLE 4.1 The perils of translation: examples of translations gone wrong Location Sign Chinese hotel Notice: Please don't accept strangler's invitation, so as not to be cheated. Brehm, J. Preferences for symmetry in human faces in two cultures: Data from the UK and the Hadza, an isolated group of hunter-gatherers. Journal
of Personality and Social Psychology, 4, 195-202. E., 41 Redlich, R. In sum, although overall facial expressions made by people from their own culture and those who are of higher perceived status than themselves. Anguished
English. Lipset, S. This can be contrasted with clear primary control attitudes expressed in such American popular songs as "Take This Job and Shove It" and "My Way." Weisz and colleagues propose that these and other socialization experiences lead people to seek strategies of control that are most likely to lead to beneficial consequences within the
constraints of their respective cultural environments. In sum, the first experiences of infants vary quite dramatically around the world: Urban European babies tend to occupy their own physical space, and they are often in face-to-face contact with their mothers, putting them in a position to interact with their mothers as separate beings, as in turn-
taking conversations, and their mothers are more responsive to their individual needs. Likewise, cultural practices such as putting infants to sleep on their backs, rather than on their stomachs, can delay when children begin to crawl, roll over, or learn to stand (Davis, Moon, Sachs, & Ottolini, 1998). (1959). J., & Lehman, D. Ross, C. In E. W., Chiu, C.,
& BenetMartinez, V. T., 271, 550 Chao, R. Rethinking psychiatry: From cultural category to personal experience. Because no one had access to God's ledger to determine whether he or she was on the right list, people had to rely on cues to discern their fates. (2011). K., 209, 263 Lee, J. Ekman, P., & Friesen, W. Cognition, 29, 143-178. Indeed, this is
precisely what the researchers found (see Ishii et al., 2003). Giddens, A. Annals of Behavioral Medicine, 23, 101-111. The moral domain for Jews is focused on what people do, and not what they think about doing. With this kind of abstract definition, we could say that marriage is a cultural universal because there are relationships in almost all
 cultures that fit this more abstract definition (Goodenough, 1970; for an example of a culture that seems to not even fit with this more abstract definition, see the work on the Na of China, by Hua, 2001). A drop in the stock market could be seen to influence the birth rate. Superior underwater vision in a human population of sea-gypsies. Bornstein, M
entity theory of the world A view of the world as something that is fixed and beyond an individual's control to change. Parker, G., Cheah, Y. Boroditsky, L. For example, as we discussed in Chapter 2, humans are unique in developing a rich theory of mind, and they Considerations for Conducting Research Across Cultures FIGURE 4.1 The Baka live in
quite different circumstances from those in industrialized cultures. Journal of Behavioral Decision Making, 21, 399-413. antisocial punishment, 513 choice making, 333 civic cooperation, 511 Nobel Prizes, 372 symbolic coding, culture as, 37 T Tagalog language, 381-82 Tahitians, 72 T'ai chi, 367 taijin kyoufushou (TKS), 578 Taiwan/Taiwanese
 attitudes toward child rearing, 310 hikikomori-like symptoms, 562 math education, 197-200 positive emotions, 467 self-esteem, 310 Takahaski, Naoko, 204 Takumi no Kami, 581-82 talking, thinking and, 374-79 Talmud, 502 Taoism, 350, 367-68 Tao Te Ching (Lao), 367-68 Tarahumara (Mexico), 522-23 Tasmanians, 34, 50 taxonomic categorization
191-93, 349 technologies computer, 47 innovations, 46-47 television watching, 98, 100-101 Ten Commandments, 502-3 terrible twos, 186-88 Test of English as a Foreign Language (TOEFL), 264, 265 thematic categorization, 349 theory of mind, 41-44, 118-19 thinking/thought analytic, 349-72 creative, 372-74 culturally dependent vs. transmitted
culture The notion that people learn about particular cultural practices through social learning or by modeling the behavior of others who live near them. T., 205 Kühnen, U., 144, 288, 350 Kumanyika, S. Conformity and anti-conformity of my
editor for this Third Edition, Ken Barton. (1871). Persuasion and culture: Advertising appeals in individualistic and collectivist societies. Cultural influences on response style: Comparisons of Japanese and American college students. M., 453 Newport, E. Black-White differences in body size perceptions and weight management practices among
adolescent females. Culture and the remembering of trauma. The essential difference: Male and female brains and the truth about autism. The most widely accepted definition of a MDD is that provided by the DSM-V. A section in Elias's book titled "On Spitting" reveals another way in which current manners have diverged from the past (Figure 3.1)
First, when individuals listed situations in which someone had tried to influence their decisions in the past, the Indians assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Americans assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Americans assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Indians assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Indians assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Indians assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Indians assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Indians assumed the influencer was doing this more for altruistic rather than selfish reasons, whereas the Indians assumed the influencer was doing the Indians assumed the Indian
Judge know that if they do not immediately identify and punish a culprit, the townspeople will start anti-ethnic rioting that will cause great damage to property owned by members of the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group, and a considerable number of serious injuries and deaths in the ethnic group.
                                      jes on how you conceive of emotions. Journal of Social History, 21, 69-96. No single study is perfect, not Nisbett and Cohen's, or anyone else's. Rather, there is much acculturation research that finds weaker cultural differences among those who have moved to other cultures (e.g., Heine & Lehman, 2004). group
15 Irish stereotype, 84 koro-like symptoms, 568 labor participation of immigrants, 228 life satisfaction, 434-35 market pricing relationships, 457 marriage, 470 mass killings, 569, 570 math education, 197-200 medical practices, 553-55 mere exposure effect, 452 mobility, 465 moral intuitions, 500 moral obligation decisions, 492-93 moral reasoning,
494 mortality rates and income, 541 as most individualist country, 218 motivation for consistency, 233-35 Müeller-Lyer illusion, 23, 24 neurasthenia, 574 nonconformity, 341-42 nonverbal communication, 381 noun biases, 186 number sense, 396 obesity, 531, 532 odor perception, 389 Olympic athletes, 204 paintings produced, 357-58 perceptions of
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trader scandals, 326-27 residential mobility, 466 resource distribution principles, 506-7, 509, 510 schizophrenia, 584 self-esteem, 312 self-esteem situation-sampling study, 142, 143 self-serving biases, 302 sense of humor, 7-8 similarity-attraction
effect, 464 sleeping arrangements preferences, 177-80 solicited vs. Kumanyika, S. 337 338 MOTIVATION CHAPTER 8 Perhaps the most dramatic exploration of how people decide whether they should fit in or stick out was conducted by the eminent social psychologist Solomon Asch (1956). Liking 4 3.5 Canada Japan 3 2.5 2 Low High Degree of
Similarity Figure 11.6, the Canadians showed evidence of the similarity-attraction effect, replicating much past research. Linguistic Relativity English naming 5 10 5R 10R 5 
10R 10 5P 10P 5 10 5R 10 Wap Wap Wor Mehi 5 Mehi Nol Kel Kel Dark Himba naming 5 10 5Y 10Y 5 10 5G 10G 5 10 5R 10R Light 5 10 5P 10P 5 10 5R Vapa Burou Dumbu Serandu Dark Zoozu FIGURE 9.15 These are the different boundaries associated with the color labels in English, Himba, and Berinmo. E., 277 NAME INDEX Masuda, T., 145,
his or her new spouse with the expectation of eventually falling in love. ARRANGED MARRIAGES. Perhaps the most obvious example of how culture shapes people's thinking about romantic love is the existence of arranged versus love marriages. Let's now consider the question of how specific psychopathologies vary or are similar across cultures. K.
Sasaki, J. The initial signs of their change in thinking appear fairly quickly; however, it seems to take much time, perhaps generations, for migrants to think completely like natives of their host cultures. On the one hand, you might think that the most accurate assessment of an individual would be one made by the person who knows the individual the
best—that is, the self. The results of this study, as well as those from many other similar ones (e.g., Kühnen, Hannover, & Schubert, 2001; Mandel, 2003; Oyserman & Lee, 2008; Trafimow, Triandis, & Goto, 1991), highlight that bicultural people are not the only ones who have access to multiple knowledge structures. European Journal of Aging, 6,
247-252. Schieffelin & E. Asymmetric neural control systems in human selfregulation. R., 133, 160, 196, 232, 279, 302, 307, 308, 372, 375, 472, 529 Leiderman, P., 182 Lenneberg, E. Adler, N. People with social anxiety disorder tend to be preoccupied with anxieties about how they will make fools out of themselves in social situations and how
everyone will publicly discover their faults. Culture and systems of thought: Holistic vs. Kashima, E. Henrich has demonstrated with a simple mathematical model that complex cultural knowledge can deteriorate if the size of a population of interconnected minds shrinks, leaving learners with a shortage of skilled models to copy from. This suggests
that fundamentally our nature is that of a cultural being. Patterns of individualism and collectivism across the United States. G., 464 Ehl, T., 523 Einstein, A., 382 Eisenthal, S., 418 Ekirch, A. The more experience people had in dealing with markets, the stronger their motivations for fairness. My former colleague, Joe Henrich, relayed a story to me
about visiting the Mapuche in Chile, a local indigenous population of subsistence farmers, to investigate holistic and analytic thinking. K.-Y., & Chiu, C.-Y. Do we describe it as the average across the different situations? But as you'll learn from this book, cultural variation in psychological processes can extend much deeper than just preferences.
Berry, & N. The Ifaluk in Micronesia do not even have a word for "emotion" but instead lump all internal states together (Lutz, 1988). This also means that the computers sold today are approximately one million times more powerful than the ones that were sold 30 years ago. And gender norms have persisted across some cultures for centuries. For
example, in the 16th century it was seen as unhealthy to refrain from either spitting or from passing wind. Brambilla, M., Riva, P., & Rule, N. The researchers combined all the measures and statistically extracted the underlying factors of these measures. At a proximal level, the Spaniards had the political organization that drew on the experiences of
thousands of years of written history, along with oceangoing ships that allowed them to reach the Americas. In a peer-consistency condition, participants 233 CHAPTER 6 SELF AND PERSONALITY were asked to imagine that their classmates always complied with similar requests. For example, many cross-cultural studies have employed behavioral
measures that do not rely on people's understanding of how they compare against others (e.g., Sussman & Rosenfeld, 1982; Vandello & Cohen, 2003). Neither of us had any training in medicine, and our understanding about illnesses and their treatments was, for the most part, derived from folk theories passed down by our own parents and
grandparents. I think that's why God tells us the things that He does. The folk illness called susto. A., 188 Fox, N. The medical profession is one of the oldest in the world, and virtually all cultures have people who specialize in treating people's health. For example, one type of statement that you might have included in your self-description is "I am
creative." What does this type of statement have to say about how culture shapes the self-concept? Relational mobility explains between- and withinculture differences in self-disclosure to close friends. Emotion, 14, 241-245. Beyond Individualism and Collectivism students tended to complete slightly more anagrams following an independent message
which indicates that they found this message to be motivating. K., 467 Church, A. Indeed, there was not a single observation of a Cameroonian infant when it was not being held by its mother. This kind of memory is called a "first-person" memory, because it contains the imagery that you experienced firsthand. Steinberg, L., Dornbusch, S., & Brown,
B. Lagunes & Y. Cultures vary in the ways that parents deal with their children and, in particular, how they deal with a child who is behaving inappropriately. Do you think you'd be able to figure out how to survive? Conversely, the strategy that involves little or no effort to participate in the host culture or to maintain the traditions of the heritage
culture is known as the marginalization strategy. Culture and change blindness. Journal of Experimental Social Psychology, 48, 1389-1393. Although it was possible to drag the object toward them like this, it was less effective because the object sometimes slid between the teeth. In general, the less stress a person experiences, the better off is his or
her health. That is, the individual views himself or herself positively. However, portion sizes do not tell the whole story about the French paradox. 16. Q. Sex Roles, 4, 195-204. Nor did it overlap with other contempts. On the other hand, East Asians who
live in East Asia wouldn't have this same kind of performance anxiety in social situations. Cats do not need to be taught to go into their hunting position when they hear something rustle in the grass. Given the same resources, the Indians and
Americans tended to come up with different solutions. D., 140, 160, 529 Block, J., 246 Blom, M. As shown in Figure 6.9, the continuing-generation Students FIGURE 6.9 First-generation students
were more motivated on an anagram-solving task if it followed an interdependent welcome message from their university than they were on an independent message. This principle dictates that resources should be shared equally among the members of a group. Journal of Research in Personality, 43, 1-7. Journal of Cross-Cultural Psychology, 34,
496-510. For example, one way of thinking that varies across cultures is the extent to which one views oneself as distinct from others (independent) or as connected with others (interdependent). An alternative explanation is that young children learn to communicate about objects differently across cultures. 2: The cognitive science of morality:
Intuition and diversity (pp. In addition to the physical characteristics of our environment, humans are a cultural species that exists within worlds (Luria, 1928). E., & Vaughn, A. However, medical norms do change across time, and in recent years France has come to
attack germs more vigorously through antibiotic prescriptions than other European countries do (Goossens, Ferech, Stichele, & Elseviers, 2005). The vocabulary of emotion: A study of Javanese socialization processes. Mann, A. The task for you is to decide which target flower, A or B, is more similar to those in Group 1 and which is more similar to
those in Group 2. That's a lot of high-self-esteem folks walking around. L., Macrae, C. Elmsford, NY: Pergamon. A decade ago, for example, few people would have predicted from reference-group concerns (Cohen, Nisbett, Bowdle, &
Schwarz, 1996). G., 86 Cunningham, M. J., & Williams, J. Members of the Unification Church, known colloquially as the "Moonies," underwent an unusual form of arranged marriage in that the Reverend Sun Myung Moon chose the partners each member married at a mass ceremony of more than 1,000 couples at a time. With fewer financial
resources, people must accept many situations in life rather than being able to choose from a range of alternatives. New York, NY: Harper Collins. Culture and the categorization of emotions. People achieve a sense of primary control by striving to shape existing realities to fit their perceptions, goals, or wishes. Change appears to occur in rather
static and predictable ways. Cohen, D., & Nisbett, R. Older Americans do not appear to be any less socially engaged. Personality and Social Psychology Bulletin, 12, 1705-1716. S., 449 Fore (New Guinea) facial expressions, 410-12 market pricing relationships, 457 ritualized cannibalism, 83 former Soviet republics, subjective well-being in, 430 "Forty-ology Bulletin, 12, 1705-1716. S., 449 Fore (New Guinea) facial expressions, 410-12 market pricing relationships, 457 ritualized cannibalism, 83 former Soviet republics, subjective well-being in, 430 "Forty-ology Bulletin, 12, 1705-1716. S., 449 Fore (New Guinea) facial expressions, 410-12 market pricing relationships, 457 ritualized cannibalism, 83 former Soviet republics, subjective well-being in, 430 "Forty-ology Bulletin, 12, 1705-1716. S., 449 Fore (New Guinea) facial expressions, 410-12 market pricing relationships, 457 ritualized cannibalism, 83 former Soviet republics, subjective well-being in, 430 "Forty-ology Bulletin, 12, 1705-1716. S., 449 Fore (New Guinea) facial expressions, 410-12 market pricing relationships, 457 ritualized cannibalism, 83 former Soviet republics, subjective well-being in, 430 "Forty-ology Bulletin, 12, 1705-1716. S., 449 Fore (New Guinea) facial expressions, 410-12 market pricing relationships, 457 ritualized cannibalism, 83 former Soviet republics, 84 former Soviet republi
Seven Ronin, 581-82 frame-switching, 278, 281-90 code-switching, 282, 286 priming and, 283-90 France/French attitudes toward food, 518, 534-35 choice making, 333 diet, 532 parenting styles, 183-84 portion sizes, 532-33 sense of humor, 7-8 sleep,
538, 539 Franklin, Benjamin, 318 Franklin, Sir John, 79-80 free choice condition, 336 Freeman, Derek, 189 French language, 264 French paradox, 532, 534 Freud, Sigmund, 502, 570, 587 friendship(s), 458-59 of Americans, 462 meaning of, 462-63 propinquity effect in, 451-53 universality of, 462 Friesen, W. However, most of this research has been
conducted with highly relationally mobile North American samples, and a question arises as to whether the tyranny of the beautiful would be observed in the same way in less-mobile samples. Does the similarity-attraction effect operate similarly in different cultures? R., 364 Klump, K. Byrne, D. When Americans are considering themselves as an
object, as when they are in front of a mirror, they appear to be thinking thoughts about themselves that are similar to those the Japanese are, with or without a mirror. P., Levert, E., Ostendorf, F., Mlacic, B., et al. H., 125, 130, 147, 209, 222, 281, 287, 306, 319, 326 Bond, R., 217, 340 Bonte, P., 151 Borke, J., 174 Born, J., 537 Bornstein, M. American
Psychologist, 53, 440-448. Most companies in the West compensate their employees by basing their salary largely on what the individual achieves. Agiobu-Kemmer, I. Doyle, K. Archives of General Psychiatry, 20, 233-238. L., Rottenberg, J., Gross, J. Sorlie, P. Parent-adolescent relations in changing societies: A cross-cultural study. Processes of social
learning in the tool use of chimpanzees (Pan troglodytes) and human children (Homo sapiens). implicit communication in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in, 379-82 linguistic relativity in, 382-97 reasoning styles in, 364-67 talking and thinking in, 374-79 tolerance of contradiction in a contr
dissonance, 231 cognitive resources, 543-44 cognitive revolution, 31 cognitive revolution, 32 conformity and, 339-40 control in, 323-24, 326 face in, 313 genetic foundation for, 529
groups as agents in, 326-27 holistic thinking in, 350-51 idea generation in, 373 idealization of relationships in, 472 independence and, 224 life satisfaction in, 433 locations of, 218-19 meaning of friendship in, 462-63 parenting styles and, 184 self-awareness in, 240 self-concept and, 217-21 self-views in, 306 studying, 118 valuation
of choices in, 329 college students, studies targeting, 123-24 color lexicons for and perception of, 383-88 skin, 524-26 color-blind approach, 26-28 Columbine High School, Colorado, 188 Columbine 
85-86 explicit vs. Their results are quite striking, a shown in Figure 7.14. Because belief systems are influenced a great deal by culture (e.g., Markus & Kitayama, 1991; Schwartz, 1994), the Two-Factor theory suggests that people might interpret their physiological signals in different ways across cultures. Brace yourself. Way, B. In contrast, various
approaches to mental illness have emerged in other cultures. Allen, M. Unless there is an alternative explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments, we're left to accept the one explanation that can account for the results in all of the experiments.
233, 307, 336, 337 Snow, C., 522 Snyder, S. Markides, K. For example, Chinese cues elicit their Chinese thoughts whereas American cues elicit their Chinese cues elicit their Chinese thoughts whereas American cues elicit their Chinese cues elicit their 
aspects of identity that are based on internal characteristics, as shown in Figure 6.6; however, the small X's Independent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Friend X Acquaintance X X The interdependent Views of Self FIGURE 6.6 Stranger Outgroup Ingroup Ingroup Friend X Acquaintance X X The interdepen
present themselves like men (such as wearing pants, getting their hair cut short, or not wearing facial makeup) or to participate in stereotypically male behaviors (e.g., girls playing with trucks, or girls playing ice hockey). 69-83). Relations in Gesellschaft groups tend to be perceived as relatively impersonal and somewhat contractual, which leads to
the necessity of justice obligations to govern disputes between individuals. H., 471 Stouffer, S. Becker & A. Cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences in stigma are surely relevant to the cultural differences i
complex series of relations. Miller, K., & Stigler, J. For example, they were asked how much they agreed with statements about food-related hygiene, eating in moderation, and the healthiness of vitamins and certain products such as fish, Medicine and Culture meats, and grains. M., 584 Lummaa, V., 250 Lun, J., 465, 466 Lundberg, O., 547 Luria, A
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Furthermore, there are a number of studies in which researchers have been unable to find cases of anorexia in some cultures. Psychological Science, 14, 373-376. Each of these methods has its own strengths and weaknesses. R., & Bergsieker, H. Culture, Medicine, and Psychiatry, 29, 53-78. Most of the societies they selected were small-scale
subsistence societies, because people living in these societies have lifestyles that are more similar to the ways that our human ancestors used to live thousands of years ago compared with the lifestyles of people living in modern industrialized societies. The reason that such a simple statement as "I am tall" can take on different meanings across
cultures is that people in different cultures use different standards to answer the questions. Motivated Information processing, social tuning, and group creativity. —Wondering Dear Wondering Dear Wond
juggle they show an increase in volume of gray matter in the regions highlighted in the brain scan. Toleration of Contradiction Average Ratings of Plausibility Perceived Plausibility of an Argument Based on Condition in American Students When Americans encounter two contradictory arguments, they come to view the better argument as even more
compelling than when they encounter this same argument by itself. The key difference between emulative learning is that emulative learning and imitative learning is that emulative learning a model's behavioral strategies. More than 1,500 people were killed in the flooding, and property damage was estimated to be about $75 billion. For example,
consider the health of three West African ethnic groups that co-reside in northeast Burkina Faso: the Fulani, Mossi, and Rimaibe. Regardless of how the model had used the rake in the most effective "teeth-up" position. Their choices are guided by other considerations, such as what significant other people might prefer
that they do. A., 374 Pamuk, E., 547, 548 Panksepp, J., 405 Paredes, D. Moreover, while having contradictory self-views in the United States is associated with feelings of anxiety and depressed they are (Brown, 2013). Tracer, PhD; p.126
(top): Jeremy Woodhouse/ageFotostock; p.126 (bottom): © RosaIreneBetancourt 3 / Alamy; p.128: © The New Yorker Collection, 2007, from Drew Dernavich cartoonbank.com. Huang, C.-M., & Park, D. At the time Weber published his ideas, the dominant theory came from Karl Marx, who proposed that capitalism emerged as the result of a surplus of
capital that accumulated during the shift from an agricultural economy to an industrial one. Psychological research, the materials (either the English They have no word for 'fetch.'" version, the
Indonesian version, or both) so that they would be equivalent. Development and validation of a sex-role ideology scale. M., 576 NAME INDEX Clayton, N. At this step we must decide whether the phenomenon is used in the same way across cultures. There are myriad ways in which cultures differ from each other. How might people who speak different
languages recall scenes they encounter? The "big three" of morality (autonomy, community, and divinity), and the "big three" explanations of suffering. C., Dressler, W. A cultural analysis of the effect of talking on thinking. entity theory of self A view of the self in which a person's abilities and traits are largely innate features that the individual
cannot change. M., 314 Shelton, J. Furthermore, longitudinal studies have found that although many other disorders appear to be on the increase in some cultures, rates of schizophrenia remained constant over the period (Lin, Rin, Yeh, Hsu, & Chu, 1969). (e.g., Sroufe, 1979). Consistency has its rewards in the United States. Is this really the
case? Whether interpersonal relatedness is a reliable sixth factor in Western samples has yet to be demonstrated. J., Call, J., Janzen, G., & Levinson, S. Interestingly, when European- or African-Americans were paired with a Latin-American partner, they rated the interaction as being more smooth, natural, and involving, and they showed more interest
in interacting again in the future when compared with European- or African-American dyads (Holloway et al., 2009). Some examples of these categories are shown in Table 10.2. The researchers were asked how likely they
were to use those traits in describing other people that they knew. Those primates that were smart enough to figure out how to open the nuts and get themselves a nutritious meal would have had more surviving offspring than those that were left to eat less nutritious food. But a couple of features of the propinquity effect are not as obvious as they
might seem. G., 185, 186, 349 Hall, E. If you visit a doctor in another country, you may come to realize just how much medicine does vary across cultures. Woodard, C. If you accepted a lifetime job in a small town, how do you think your attitudes toward relationships would change from what they are now? Their way of doing so was to conduct an
elaborate experFIGURE 10.3 Stanley Schacter, the key founder of the Two-Factor theory of iment that controlled for the source of participants' physemotions. G., 171, 182, 361, 457, 491, 493, 586 Miller, K., 200 Miller, K.,
primarily physiological (e.g., fatigue, sleep problems; see Figure 14.5). Journals of Gerontology: Series B: Psychological Sciences & Social Sciences, 58, 3-11. The second most important principle for the Indians was protection of the vulnerable. Voigtländer, N., & Voth, H.-J. E., 522 Roberson, D., 383, 384, 386, 412 Roberton, M. Fausey, C. Di Blas, L.
& Forzi, M. There is some evidence for this: Whereas European-Americans who report experiencing many positive emotions also report experiencing many positive emotions (Leu, Wang, & Koo, 2011).
This acceptance of contradiction has been termed naive dialecticism (Peng & Nisbett, 1999). For example, the South's higher rates of violence have been attributed to the more uncomfortable; Anderson, 1989), the greater poverty (people might
resort to more drastic, and potentially violent, attempts to improve their quality of life if they can't afford the bare necessities), and the longer history of slavery (treating some people inhumanely might have led to a greater tolerance for violent behavior more generally; e.g., de Tocqueville, 1835/1969). E., & Markus, H. However, although
chimpanzees have large brains, the encephalization quotient of humans is almost double theirs. It would seem to be a good candidate for an accessibility universal. (2005). Likewise, experiencing contradictory Toleration of Contradiction emotions is associated with better health outcomes in Japan than in the United States (Miyamoto & Ryff, 2011).
Using mental representations of space when words are unavailable: Studies of enumeration and arithmetic in indigenous Australia. Second, I use the term "culture" to indicate a particular group of individuals. This relative silence is often viewed as a cause for concern and tends to be perceived by professors and other students as shyness or even a
lack of interest in the class. For example, essays that are believed to have been written by a less-attractive author (Landy & Sigall, 1974); attractive politicians get more votes than unattractive ones (Efrain & Patterson, 1974); attractive children are rated as
smarter and better behaved by their teachers (Clifford & Walster, 1973); attractive MBA grads (Frieze, Olson, & Russell, 1991); and attractive criminals get lighter sentences than less attractive MBA grads (Frieze, Olson, & Russell, 1991); and attractive criminals get lighter sentences than less attractive MBA grads (Frieze, Olson, & Russell, 1991); and attractive ones (Stewart, 1980). Reidel. K., 577, 583 Yelsma, P., 475 Yeo, R. Journal of Cross-Cultural Psychology, 35,
633-647. Cognitive, social, and psychological determinants of emotional state. Baillet, D., & Van Lange, P. Malgri is a syndrome of territorial anxiety that has been identified among various Australian aboriginal groups. Tao te ching. "Why is it so wet?" Furthermore, our values also are shaped by our "Why is it so wet?" cultural experiences. Although
only a minority of Americans thought that others were plotting against them, a substantial majority of Ghanaians did. Cultural psychology: Essays on comparative human development. Perceptions of social responsibilities in India and the United States: Moral imperatives or personal decisions? These kinds of findings were initially met with much
resistance and were originally suspected to be the result of various kinds of statistical artifacts, which have since largely been ruled out. Furthermore, any scientific investigation is improved when multiple methods are adopted in the search for convergent findings. Behavioural Processes, 42, 205–218. In contrast, the Jahai they reached about the
same amount of agreement when describing colors as when they were describing odors. That is, there is a cultural norm widely shared among many European-descent North American families that the "right way" to bring up children is to provide them with their own private rooms to grow up in, often starting the day that they return from the
hospital. For example, Sussman and Rosenfeld (1982) observed that when speaking their native languages, Venezuelans sat closer to each other than Japanese did, while Americans fell in between (see Figure 4.3). To summarize the results, males in all cultures have fairly positive attitudes toward food, especially among the French and Belgians. The
belief is that the body is healthy in its default state, unless it runs afoul of an offending germ or external threat. In other words, each participant is assigned to all of the conditions. The extent of universality that exists for most psychological processes is still unclear. Hearing the sentence framed in an agentive way made Timberlake appear more
responsible. With more choices available, more people are delaying making commitments to their choices, thereby extending their period of adolescence. Culture and the construal of the American Medical
Association, 271, 1237-1238. Kitayama, S., Mesquita, B., & Karasawa, M. In this task, the rod and the surrounding frame are rotated independently. Which of Fiske's elementary forms of relationships are involved in your relationship with your best friend? Moreover, the responses of the German mothers were more contingent to the babies' cries and
behaviors than was found with the Cameroonian mothers, and this cultural difference predicted how quickly the babies learned to recognize themselves in a mirror: The more responsive their mothers were to their cries, the younger the child 173 DEVELOPMENT AND SOCIALIZATION Percentage of Time in Face-to-Face Contact with Infants
Percentage of Time in Bodily Contact with Infant (a) an ni i at oo ar am er ca Ri uj G ek C an m er n 0 an ni er am C C 20 G uj oo ar at i n G ta Ri ca ek re G os G er m an 0 40 ta 25 60 re 50 80 G 75 100 os Percentage of Time in Bodily Contact 174 (b) FIGURE 5.7 Percentage of mothers'
time in face-to-face contact with infants. E., 463, 573, 586 Cherbuin, N., 543 Chernoff, H., 534 Chern
multiplication. In one version, they were told to imagine that Fred's 16-year-old daughter was sexually assaulted. Gelfand, M. Cultural differences in pain expression appear to be more pronounced among older patients than among younger ones (e.g., Koopman, Eisenthal, & Stoeckle, 1984), highlighting how emotional expression is shaped by cultural
experiences over time. Why didn't the Incans defeat Pizarro, or why didn't the Incans go over to Europe to conquer the Spanish instead? A., 13 Mahalingam, R., 228, 229, 364 Mahamedi, F., 565 Mahler, I., 326 Maines, R. Likewise, other research has found that Koreans would endorse items that suggested they were introverted and that they were
extraverted (Choi & Choi, 2002), and Japanese were more likely than Canadians to hold contradictory views of their personalities (Hamamura, Heine, & Paulhus, 2008). The Tsimshian have had an easier time acculturating to the European colonists in North America than members of some other tribes (such as the Eastern Cree), because their original
society shared more features in common with that of Europe. Given this, it is perhaps not surprising that the dimension underlying our proclivities to focus on how we are ultimately distinct from others or on how we are closely connected with others is the most researched psychological dimension across cultures. Psychological Science, 19, 831-837.
The researchers analyzed the articles about the scandals and checked the individuals involved or the organizations that employed them. Race, place, and discrimination. One set of studies investigated how Asian-Americans would respond to identity-denying suggestions that they weren't prototypical
Americans, such as being asked, "Do you speak English?" or being told, "Actually, you have to be an American to be in this study." Following these identity-denying prompts, Asian-Americans were more likely to demonstrate their authentic American identity compared with those who were not confronted with identity-denying statements. Moreover,
organizational teams that have members from more than one culture show evidence for enhanced creativity above and beyond that of their individual members (Tadmor, Satterstrom, Jang, & Polzer, 2012). Children's counting and concepts of number. Similar losses of technologies have occurred in other societies in which a small group of people was
cut off from a larger population, either through physical isolation, such as among the Melanesians living in the Torres Islands (Rivers, 1926), or by cultures adopting reclusive habits, such as among the Siriono of Bolivia (Holmberg, 1969) or the Piraha of Brazil (Everett, 2005). Generational differences in young adults' life goals, concern for others, and
civic orientation, 1966, 2009. Western women darken their eyelashes with mascara, trim their eyelashes with mascara, trim their eyebrows, and paint their lips with lipstick. These measures work fine within cultures because cultural members tend to share the same response biases and reference groups. Physical objects as vehicles of cultural transmission: Maintaining harmony and
uniqueness through colored geometric patterns. Grades are an unusual resource because they serve the function of indicating how much one has learned, rather than of being a reward in their own right. Triandis & A. Further exploration of Filipino personality REFERENCES structure using the lexical approach: Do the Big Five or Big Seven
dimensions emerge? People ensure that their contributions are equal and their chances of taking home the entire pot of money are also equal. The human kids, on the other hand, did precisely the same set of steps that they saw the model do. (1997). The study of human variability is also a very interesting and challenging enterprise that greatly
informs our understanding of human nature and of the ways that the mind operates. We will explore the reasons behind this cultural difference when we discuss self-esteem in Chapter 8. transmitted, 76-81 explanation of, 14 in facial expressions, 413-17 geographical, 71-81 in language, 8-9 in mind and thinking, 8-14 in morality, 482-83 multicultural
approach to, 27-28 in physical health, 530-37 Sambia case study, 15-18 self-concept and, 31-32 in sense of humor, 7-8 socialization and, 170-72 in thinking, 8-14 unpackaging, 146-48 us vs. After describing the faces they saw, participants looked at another set of faces and were asked to indicate which ones they had seen before. Attractiveness of
own-race, other-race, and mixedrace faces. In this way, we can get an idea of how Americans and Japanese would respond if they were participating in the other group's cultural worlds. In one study, Ghanaian and American university students described their satisfaction with their general life outcomes and their friendships (Anderson, Adams, &
Plaut, 2008). W., 377 Schreckenbach, H., 458 Schubert, B., 144, 288, 350 Schug, J., 454, 464 Schulz, W., 134 Schwartz, B., 333 Schwartz, D., 565 Schwartz, D
Chip 1 as more similar to the target chip than Chip 2 is. Buss, D. Journal of Personality and Social Psychology, 81, 1028-1041. An example of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions included on the test is shown in Figure 3.11 (the answer is given at the end of the type of questions in the type of questions in the type of questi
classes than they are in higher ones (e.g., Hollingshead & Redlich, 1958) and that health outcomes tend to be worse for lower classes more generally. Psychological Science, 25, 1777-1786. If you expressed your emotions with your face, would people from all over the world be equally accurate at identifying how you're feeling? I., 469 Musher-
Eizenman, D. Control is relevant for making sense of the link between SES and health because people in higher social positions (Johnson & Krueger, 2005; Kraus, Piff, & Keltner, 2009; Marmot, Kogevinas, & Elston, 1987), and these differences have been shown to relate to health outcome
(Berkman & Breslow, 1983). Journal of Personality and Social Psychology, 34, 191-198. Analyses of the frequency of words that emphasize aspects of individualism, such as "choose," "unique," "self," and "individual," which are contrasted with a
decreasing use of words reflecting individual's obligations to others, such as "obedience," "authority," "obliged," and "belong" (Figure 3.9; Greenfield, 2013). Psychology Bulletin, 134, 311-342. If a person sees her partner behave badly, such as when he gets angry and kicks the dog, leaves dirty laundry on the floor, or grows overweight, and
considers these behaviors objectively, she might have a difficult time integrating the cognitions "I love my partner" and "My partner has many unlovable qualities." This dissonance can be avoided quite simply by distorting her views of her partner, so that undesirable behaviors are instead seen to indicate more positive qualities, such as that the
partner is "emotional," "carefree," 471 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS and "knows how to enjoy the good things in life." When partners are viewed in these ways, the relationship can be buffered against any ugly truths that might threaten it, and romantic love can thrive. K., 408, 437 Ko, D., 586
Kobayashi, C., 309 Kober, H., 405 Kochanska, G., 187 Kodama, G., 526 Kogevinas, M., 545 Kohlberg, L., 484 Koleva, S. Endurance running and the evolution of Homo. J., Kosinski, M., & Potter, J. Rabbits and carrots have a relationship, which dogs don't share. Hess, R. Reprinted with permission of Cambridge University Press; p.404:
Bettmann/Corbis; p.406: University of Nebraska, Lincoln Psychology Department; p.411: Copyright Paul Ekman, www. Mr. B. The results indicated that, again, the tyranny of the beautiful was evident in the American sample, because the more-attractive Americans reported being more satisfied with their general life outcomes and friendships when
compared with the less-attractive Americans. Hence, in places like Japan, where commitment to ingroup members is strong, there should be less of a willingness to cooperate with outgroup members. Prevalence of physical inactivity and its relation to social class in U.S. adults: Results from the Third National Health and Nutrition Examination Survey
1988-1994. Ferber, R. For example, if you are an African-American engaged in a difficult intellectual task, it is likely that this negative stereotype about African-Americans will come to mind. The first way was labeled primary control. It defines a role in terms of whatever ideas one has regarding appropriate behaviors or responsibilities that are
relegated to younger brothers. Similarly, in another study Japanese and American students completed a questionnaire a number of times per day over a week to indicate the emotions they had been experiencing (Mesquita & Karasawa, 2002). Whereas it's easy to determine whether someone has mastered a particular language, it's not as
straightforward to determine whether someone has mastered a particular culture. Kashima, Y., Yamaguchi, S., Kim, U., Choi, S., Gelfand, M., & Yuki, M. T., Jr., 246, 248, 250 Cote, S., 364, 416 Cousins, S. Keller, H. Y., Takemura, T., & Heine, S. I., 182 Kim, U., 260, 270 Kim, W. Non-college-educated people, in contrast, are more likely to be from
lower-middle-class or working-class backgrounds. You can think of your day as consisting of a series of situations that you've experienced. Successful performance on these tests is viewed to be largely due to how hard one studies for them. Hikikomori sufferers often get to the point where they take out their frustration by physically attacking their
parents. Curiously, this pattern occurred regardless of whether or not the American participants were religious, providing some evidence for Weber's claim that ideas about predestination became secularized, and thus part of the American cultural fabric, even for those without Protestant beliefs. Again, the regional differences were evident only for
scenarios that involved defending one's family or honor. Power and agency tend to be concentrated in groups or in leaders of groups, or it is mandated by the role that one occupies; therefore, there are many domains in which the individual is unable to exert much influence. And what is perhaps the most profound cultural psychological theory that
was ever proposed targeted this question. They can drive fast. If the researchers were correct in the idea that multicultural experiences lead to creativity, rather than the reverse causal order, we should see enhanced creativity, rather than the reverse causal order, we should see enhanced creativity only among those primed to think about adapting to another culture. Furthermore, one is born into a neighborhood, goes to
a school, and starts an occupation, and the people with whom one shares these contexts are also those with whom one has relationships. Reprinted with that of the taller Dutch and other tall northern Europeans, means Culture and
Sleep that there are more poor people who do not get appropriate diets, thereby pulling down the national height average (see Bilger, 2004). Attachment and culture: REFERENCES Security in the United States and Japan. Analytic thinkers should be more concerned with direct relations between objects or events (see Maddux & Yuki, 2006). The
evidence for this certainty was seen to lie in the products of one's efforts to fulfill one's calling. Lebra & W. S., Damian, R. Half were randomly assigned to an "insult condition" in which they were instructed to walk down a room between a wall and a long row of tables to pick up a questionnaire to fill out. M., and Wittenbrink, B. Gilmore, D. The most
compelling explanation lies in the body's Biological Variability of Humans ability to synthesize vitamin D, which is necessary for the intestines to absorb calcium and phosphorus from food to use for bone growth and repair. R., 445 Roberts, D., 182 Roberts, N. Whether individuals possess more incremental theories or more entity theories for a given
domain in life can have a large impact on the efforts they make. Rosch Heider, E. B., 469 McCrae, R. More recently, research by Roberson and colleagues (Roberson, Davidoff, Davies, & Shapiro, 2005; Roberson et al., 2000) has attempted to address some of the criticisms of Rosch Heider's earlier studies. Disadvantaged minorities around the world
also tend to be of lower SES, and they often experience worse health outcomes than those of majority members. Aside from Egypt and Micronesia, the suicide rates for adolescents are also quite similar across cultures. Journal of Applied Social Psychology, 10, 348–361. Take the case of the United States. Obviously, Goddard's test did not provide an
accurate assessment of the immigrants' Socialization Through Education true potential, and it underscores the challenges of comparing people's capabilities across cultures. Japanese exam-makers thus appear to be operating more under an incremental theory than the American ones. Well-being varies not only across cultures but across regions
within cultures. Snarey, J. Taijin kyoufushou to seishin bunretsubyou [Taijin kyoufushou and schizophrenia]. People with independent selves, in contrast, show a tendency to view themselves as distinct from all others, regardless of their relationships to the others. (From left to right) Peter Paul Rubens's "The Three Graces" (1639), Auguste Renoir's
"Nude Woman Seated" (1876), and British actress Keira Knightley (2013). The civil servants belonged to one of four hierarchically ranked employment categories. This is a rapidly growing topic of research that depends on newly emerging technologies, and over the next decade or so we will have access to far more data that will let us evaluate the
extent to which genes underlie cultural differences in psychological processes. His 47 retainers then decided to assassinate the high official who was responsible for the humiliation. That is, if they felt they were highly respected by others, they might feel very good about their lives. A., & Kitayama, S.
Case Study: East Asians and Math Education If education affects how we think, we might expect that any differences in psychological processes. For example, when people embracing an entity theory of intelligence encounter a failure, they are more likely to
blame their static intellectual ability. Peng, K., & Nisbett, R. American Sociological Review, 19, 68-76. Chua, A. (1992, April). The moral force of interpersonal obligations has been demonstrated in a number of studies (e.g., Miller, Bersoff, & Harwood, 1990). Journal of Experimental Social Psychology, 42, 540-547. In S. A., 469 Osei, A., 584 Osterman
L. A Chinese taxonomy of parenting styles would likely have training as a core component. field independence The tendency to separate objects from their backgrounds. In sum, we might expect that the two camps of the "culture war" that Hunter refers to can be characterized by the ethics they use to make sense of what is right and wrong. As
without engaging in much active hypothesis testing. Japanese showed more interference when they needed to attend to the meaning of the word and ignore the tone while ignoring the meaning. Manhood in the making. Savage girls and wild boys: A history of feral children. In contrast, humans are not born
with the knowledge of how to hunt a seal with a handmade kayak and harpoon, catch a howler monkey with a multinational firm on Madison Avenue. It considers how people are attracted to others and how they form close
relationships. And the pattern may well change again soon. Although we can never be certain that we have identified a clear cultural boundary that separates two or more samples, a shorthand practice used in many studies described in this book is to look at nationality as a rough indicator of culture. L., & Minn, J. Postdecision changes in the
desirability of alternatives. A disturbing example of pluralistic ignorance was identified by Hannah Arendt in her controversial analysis of the rise of National Socialism in Germany (Arendt, 1964). Retrieved from www.oecd. American Journal of Preventive Medicine, 9 (supplement), 7-16. A second strategy would be to present oneself to others in a way
a good match with the culture. According to this perspective of general psychology, important cultural variation in ways of thinking cannot exist because cultures merely provide variations in context and content that lie outside the operations of the underlying CPU. E., 396 Opolot, J. To test this hypothesis, researchers evaluated the degree to which
each First Nations community's current cultural environment was connected to that same culture's past and future. Paper presented at the annual meeting of the Society for Prospective Medicine, San Francisco, CA. J., 544 Fernandez-Dols, J. The ratio between individuals' inputs (their efforts and abilities in the course) and their
evidence. R., 469 Merikangas, K. These three different codes of ethics would be seen as moral codes to the extent that they reflect an understanding of right and wrong that is not based on either one's own subjective preferences (which would indicate that the belief is viewed as a personal choice) or a community's view of what is right and wrong
(which would indicate that the belief is seen to be a matter of convention). R., & Umberson, D. In this way, culture comes to shape the ways people think. Usually I know they are there, but I sleep right through it. 393-400). It was believed that God would not reward those who were doomed to burn in hell, so any sign of material success was perceived
as evidence that one was of the elect. If people were accurate in assessments of other people's selfassessments averaged across the sample would be similar to the average of their assessments of other people's selfassessments averaged across the sample would be similar to the average of their assessments of other people's selfassessments averaged across the sample would be similar to the average of their assessments of other people's feelings toward alcohol. The resources tend to be pooled as belonging to the larger
whole that transcends each of the individual members. Preschool origins of cross-national differences in mathematical competence: The role of number naming systems. One way to make sense of this disconnect is to consider what people "Could you walk a little faster, buddy? As we'll explore in the next section, people often don't express all of the
feelings they are experiencing, and this tendency to modulate the feelings shown on one's face varies across cultures. Furthermore, the Chinese participants made more saccades than the Americans. For the most part, however, Hamamura's data reveal increasing degrees of individualism in both the United States and Japan. Lydon, J. So the
participants had to make a choice between two CDs that they had, on average, rated to be similarly desirable. Journal of Personality and Social Psychology, 83, 1378-1391. Hence, it follows that as dietary nutrition has improved around the world, accordingly so has IQ (Lynn, 1989). When psychiatry is exported to other cultures, there is a tendency to
evaluate the psychopathologies that are found in other cultures in terms of how well they fit into those basic categories that were developed in the West. A., 49 Klingermann, H., 430 Kluegel, J. That is, roughly half of the high-status Brazilian participants viewed the behavior in moral terms. R., 468 Janzen, G., 392 Jarvis, E., 590 Jenkins, P., 482 Jensen
L. Organizational Behavior and Human Decision Processes, 124, 190-203. marginalization strategy An acculturation strategy that involves little or no effort to participate in the host culture or to maintain the traditions of the heritage culture.
the United States: A review of the literature. J., & Markides, K. In contrast, imagine a situation in which many individuals are interdependent with others, such as players on a professional basketball team. In I. Not all depressed individuals show the same kinds of symptoms. How can you measure aggression in a way in which no one actually gets
hurt? As I noted earlier, the strong version of the Whorfian hypothesis has been almost universally rejected. When Americans are given an opportunity to choose something, they almost always select the option that they prefer: If a Ford Mustang is an American individual's favorite kind of car, that person is likely to choose a Mustang when given a
choice among cars. One night, while you're sleeping, someone comes by and opens up the pen and steals all your pigs (Figure 4.7). They argue that these different artistic styles reflect some fundamental differences in basic cognitive and perceptual processes between these two cultures (Masuda, Gonzalez et al., 2008; Nisbett, 2003). International
Social Science Bulletin, 7, 45-51. Cultural competence entails a number of different aspects (see Sue, 2006). This idea stems from the teaching of John Calvin, the founder of Calvinism, who argued that when people work on their calling, they should maintain an air of unsentimental professionalism in their conduct with each other. For the most part, it
seems very unfamily-like for families to create contractual agreements regarding who will do the dishes, to govern disputes by appealing to abstract principles of justice, or to give each family member (including young children) equal rights and power over all family decisions. 439 440 CHAPTER 10 EMOTIONS Research on facial expressions
reveals much consistency around the world in the ways that people recognize the basic emotions of fear, anger, happiness, sadness, surprise, and disgust. In this book, she argued that culture was for populations what personality was for individuals, and these ideas were elaborated and critiqued by subsequent scholars. B., & Zelazo, P. People with
interdependent selves are more concerned with maintaining a sense of interpersonal harmony and thus should be more aware of how events in the world affect others close to them as well understood as the differences in depression. M., 191 Henrich
J., 21, 22, 23, 24, 25, 39, 49, 63, 79, 170, 241, 467, 508, 509, 520, 528 Herbig, P. The results, as indicated in the right half of Figure 9.13, support this reasoning. All organisms have their needs and desires. He wanted to see when people would conform and clearly be aware that they were doing so. et al., 2011). Mayan morality: An exploration of
permissible harms. Table 11.1 summarize the results of Broude and Green's (1983) survey of the mate selection tactics of 186 small-scale societies. Tseng, W. Social, Cognitive, and Affective Neuroscience, 1, 18-25. There are at least three separate codes of ethics by which people can reason morally, and these vary in their distribution around the
world. The parent-infant relationship and social-emotional development among Aka Pygmies. With each new generation the proportion of faster antelopes in the population will increase, and ultimately the species will change over time. L., & Keltner, D. D., 41 Horberg, E. However, despite the greater prevalence of fat in much of French
cuisine, the French have a longer lifespan, are thinner, and have lower heart disease rates than Americans (Richard, 1987). Two years later, after their supplies had all run out, hypothermia, scurvy, and starvation (which ultimately led to cannibalism among the survivors) killed the last of the remaining crew members. In contrast, the American bar
examiners have designed the exam so that most people pass it the first time and do not need to work at improving their scores. If technology continues to have too many work commitments to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores. If technology continues to have too many work at improving their scores.
citizens to feel a common fate with their compatriots, then this trend very well might continue for some time. This suggests that happiness has been transformed over time in American English to reflect more of an individual's state, as opposed to that of a collective. Furthermore, it's not at all clear which context provides the most accurate or self-
defining results. who has had ample opportunities for observation, not only with the Negroes of the west coast of Africa, but those of the interior who have never associated with Europeans, is convinced that their ideas of beauty are, on the whole, the same as ours." Much research has supported Darwin's friend's observations that, despite the
stunning array of fickle strategies humans adopt to make themselves more physically appealing, there are numerous commonalities across cultures in what is perceived as attractive (e.g., Cunningham, Roberts, Barbee, Druen, & Wu, 1995). Why might we expect this cultural difference? E., 125, 287, 529 Wilson, C., 316 Wilson, J. Mojaverian, T., &
Kim, H. (I'll explain the rationale for the articulatory suppression condition later.) The key variable was the number of items in the second half of the study that participants answered correctly in the first half. Journal of Personality and Social Psychology, 58, 878-891
Hence, all of these individual differences lead some people to reflexively embrace certain cultural messages, staunchly react against other cultural messages, staunchly react against other cultural messages, staunchly react against other cultural messages, and largely ignore some other cultural messages, staunchly react against other cultural messages. Socioeconomic status and coronary heart disease risk: The role of social cognitive factors. Finding a cultural messages, staunchly react against other cultural messages, and largely ignore some other cultural messages.
first step in understanding how culture Some Methods Particular to the Study of Culture influences psychological processes because it suggests that the psychological process under study is likely grounded in cultural experiences. Carskadon (Ed.), Adolescent sleep patterns (pp. Culture is evident not only in primate species—some of the most
impressive instances of complex cultural learning have been identified among dolphins and whales, both in feeding strategies and in vocalizations (for a review, see Rendell & Whitehead, 2001). Rosenberg, M. Type Z organization: Stability in the midst of mobility. In sum, Diamond proposes that minor geographical differences in the availability of
easy-to-domesticate species of plants and animals, and the position of Eurasia, stretching for thousands of miles from east to west along the same latitude and climate, allowed people in Eurasia to develop complex societies, writing systems, tools, weapons, and resistance to deadly germs much earlier than people in other parts of the globe could
Spreading non-natural concepts: The role of intuitive conceptual structures in memory and transmission of cultural materials. As seen by the other. The Scandinavian and Nordic nations, which have various social policies to minimize differences in opportunities among its citizens, tend to have some of the happiest people around. In sum, it appears to
be far easier to meet standards of American mothers. Some Methods Particular to the Study of Cultural messages to which individuals are habitually exposed. I., 361 von Rueden, C., 249 Vorauer, J. Moreover, when Americans are led
to believe that high intelligence is attainable for a larger portion of the population, FIGURE 6.18 People with more incremental views of self are more likely to see intelligence as the product of their efforts rather than as something that is innate. Moreover, other research has found that, compared with Americans, negative emotions in East Asians are
associated with fewer negative health outcomes (Curhan et al., 2013) and less of a neural response when suppressing their emotions, indicating that it is not as effortful for them to suppress negative emotions, indicating that it is not as effortful for them to suppress negative emotions, indicating that it is not as effortful for them to suppress negative emotions, indicating that it is not as effortful for them to suppress negative emotions, indicating that it is not as effortful for them to suppress negative emotions, indicating that it is not as effortful for them to suppress negative emotions, indicating that it is not as effortful for them to suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B. Good, C., Aronson, J., & Inzlicht, M. Daedalus, 123, and Inzlicht in the suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B. Good, C., Aronson, J., & Inzlicht, M. Daedalus, 123, and Inzlicht in the suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B. Good, C., Aronson, J., & Inzlicht, M. Daedalus, 123, and Inzlicht in the suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B. Good, C., Aronson, J., & Inzlicht, M. Daedalus, 123, and Inzlicht in the suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B. Good, C., Aronson, J., & Inzlicht in the suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B. Good, C., Aronson, D., & Inzlicht in the suppress negative emotions (Murata, Moser, & Kitayama, 2013). B., Larkins, C., & Hughes, B., Larkins, C., & Hugh
61-77. Therapists who work with clients from different cultural backgrounds should strive to achieve cultural competence. Vayda, E., Mindell, W. Many of the countries in the flat part of the curve have average incomes that are lower than that of the lower-SES Americans shown in Figure 13.9, yet people of those countries do not appear to be much
worse off in terms of health outcomes compared with those from wealthier countries. Whereas after failing on a task North Americans tend to discount the importance of the task, Japanese view the task as even more important (Heine et al., 2001b). Note that this explanation is precisely opposite to the one originally offered by economists (e.g., Nowak
et al., 2000). At first, this may sound surprising, given all that we've learned about the differences between people move from one culture to another. J., 209, 263 Rosaldo, M. The results indicated two things: first, Chinese-Canadians, on
average, found the scenarios to be less anger-provoking than the European-Canadians did. Are they, too, the result of particular cultural practices? When bilinguals switch between languages, they are not just bringing different vocabularies and grammars to mind—they seem to be bringing different selves to mind as well. This suggests that the
Chinese participants were more likely thinking about other people's beliefs when they thought about their social roles when compared with Danes. The "When I was your age, things were exactly the way they are now." nets were complicated to make, so participants would often fail to reproduce some key steps in the process and would lose points. S.
542 Goncalo, J. Obviously, these ideas must somehow be communicated to individuals within these cultures. W., 321 Hughes, B. These cultures that East Asians have been shown to place more value on things that have happened in the past compared with the future, whereas the
opposite pattern has been found for North Americans (Guo, Ji, Spina, & Zhang, 2012). One other way that we can see cultural differences between useful and novel ideas is in the kinds of innovations that cultures produce. U.S. Census Bureau. Boroditsky and Gaby investigated Australian aborigines from the village of Pormpuraaw, who, like the Guugu
Ymithirr, tend to use only absolute spatial markers when referring to directions. Massive IQ gains in 14 nations: What IQ tests really measure. N., & Henrich, J. Height and weight differences between North and South Korea. Money and happiness seem to be most closely connected at very low levels of wealth, where a few extra dollars can make the
difference between surviving or not. Inferring the emotions of friends versus strangers: The role of cultures that have extended family systems are more likely to rely on arranged marriage systems than cultures with more nuclear family structures. There are
psychometric benefits to asking people similar questions over and over again: reducing concerns with random error, ensuring that people's responses pertain to the underlying construct and not to various tangential aspects of each item. And, tellingly, the most common wish among those 10% was to have less school! There are pronounced
differences in how education is valued across cultures. Females have much less positive attitudes toward food, with American women being especially negative. Journal of Cross-Cultural Psychology, 26, 92–116. Making democracy work. H., & Davidson, D. Wegener, C., Hunt, A. P., & Hommel, B. Ambiguity and self-evaluation: The role of idiosyncration
trait definition in self-serving assessments of ability. In the Tao Te Ching he said, "To shrink something, you need to expand it first. Through a variety of paths, many of which are still not clearly understood, SES impacts health in dramatic and often surprising ways. Towards a cultural psychology of attribution processes. Altruistic punishment in
humans. The cultural salience of moral character and virtue declined in twentieth century America. Rozin, P., Kabnick, K., Pete, E., Fischler, C., & Shields, C. Social class, culture, and cognition. Puritan Boston and Quaker Philadelphia. Journal of Experimental Social Psychology, 53, 79-93. S., Crompton, R. H., Webb, D. For example, Nouri, Erez,
Rockstuhl, & Ang (2008) documented that when Singaporeans were working with another person, they elaborated more on the appropriateness of life stress, social support, and cultural norms on parenting styles among Mainland Chinese, European
Canadian, and Chinese Canadian immigrant mothers. Dimensions and moment arms of the hind- and forelimb muscles of common chimpanzees (Pan troglodytes). Rosaldo, M. This suggests that Indians should be more likely to essentialize female identity than male identity. A., & Goldstein, W. independent variable In an experiment, the variable or
condition that the experimenter manipulates in order to examine its effect on the dependent variable. A., 405 Iwawaki, S., 182 Iyengar, S. Doris, J., & Plakias, A. Biological Psychology, 84, 521-530. A., 41 Seyfarth, R. Scenario 2 Scenario 3 FIGURE 5.8 Indian participants viewed at least one of the first two sleeping arrangements to be
about as desirable as the third one. They were then asked to write several sentences about Chinese culture. Although these were both Protestant sects that shared many similarities, there were significantly lower after having spent
some time in Japan. Take a moment to think about how compelling you view these two arguments to be. Retrieved from entertainment/ca-irina-reyn17 Walker, L. Yet it perhaps represents the facet of mental illness that is most easily compared across cultures, because the outcome of the behavior is well defined and official data are regularly kept
around the world. Cognition and Emotion, 28, 1255-1269. What determines whether an action is good or bad is whether it satisfies one's own needs, and occasionally the needs of others. 189-218). Psychological Bulletin, 129, 10-51. Indeed, there is much other evidence that some species of primates are able to attend to rather complex social
relationships. As the cultural anthropologist Clifford Geertz (1973) famously asserted, "We all begin with the natural equipment to live a thousand kinds of life but end in the end having lived only one" (p. We can also see cultural variation in perceptions of control if we look within 21st-century democratic countries, such as the United States. We'll
return to priming methods when we consider the minds of bicultural people in Chapter 7. Considerations for Conducting Research Across Cultures TRANSLATION OF QUESTIONNAIRE ITEMS. One rather obvious challenge unique to studying cultural differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers often speak differences in psychology is that the research participants and the researchers of the research participants are proposed in the research participants and the research participants are proposed in the research participants and the research participants are proposed in the research participants.
languages. Are non-work role references an organizational taboo? M., 53 Gunz, A., 239 Guo, T., 372 Gupta, U., 475 Gurven, M., 249 Gutchess, A. These cultural differences tell us that, in some ways, culture is implicated in the expression and experience of psychopathology. Some cultural groups, such as the Tarahumara of northern Mexico,
participate in regular ultra-long-distance kickball races across canyons, while barefoot or wearing only minimal sandals, that may last as long as 48 hours and go more than 100 miles (Balke & Snow, 1965; Figure 13.2). After all, each person cannot be reduced to the typical member of their 589 590 CHAPTER 14 MENTAL HEALTH culture, and
everyone responds to their cultures differently. F., & Lehman, D. T., & Florez, K. Copyright © 2008, Oxford University Press. L., 469 Phillips, J. The vast majority occurred among adolescent males living at home, and, typically, these males had no outward signs of any psychological disorder or of substance abuse. Exploring the personality structure in
conscientiousness show the greatest interest in cross-cultural experiences (St"u rmer et al., 2013; Zimmermann & Neyer, 2013). Without the necessary cultural participation, it is highly unlikely that one could experience dhat syndrome as a disorder in the way that many South Asians do (see Kleinman, 1988, for further discussion). The notion that
predestination was key to the Protestant sects that initially populated the United States might be surprising to many good Protestant sects. T., 586 Takizawa, M., 562 Talhelm, T., 75 Tam, H. J. Some of these folk tales have been quite successful and have becomes
part of the cultural landscape. Cultural psychology: What is it? This study reveals how the larger the group of people, the better cultural information can be maintained and improved upon. In general, Culture and Health many people often assume, without considering the relevant evidence, that psychological or health differences between African-
Americans and European-Americans are due to underlying genetic differences between the races, given the salience of the differences in skin color (see critique by Non, Gravlee, & Mulligan, 2012). Making Meaningful Comparisons Across Cultures Conducting Cross-Cultural Research with
Experiments Neuroscience Methods Some Methods Some Methods Particular to the Study of Culture Situation Sampling Culture Heasures The Challenge of Unpackaging Conducting Cross-Cultural Research with Multiple Methods Case Study: The Culture of Honor in the Southern United States 116 CHAPTER 4 W METHODS FOR
STUDYING CULTURE AND PSYCHOLOGY hat do you do if you want to study how culture influences the ways that people think? Although many species of animals have been shown to be able to learn cultural information, none of the nonhuman species seem to be very good at it. Moreover, humans have been shown to be able to learn cultural information, none of the nonhuman species seem to be very good at it.
culture has become a selective force on their genes. H., 245 Wu, S., 239, 315 Wyer, R. Micronesia is not the only place where suicide rates have risen as traditional cultures have been Westernized. I am told that in a number of emergency rooms in North America it is not uncommon for some of the medical staff to privately joke among themselves by
referring to some patients as having symptoms of AMS: acute Mediterranean syndrome. Cognitive Science, 26, 653-684. In particular, it encourages people to appreciate how indebted they are to the kindnesses of significant others. The guiding assumption is that psychological processes are influenced by the content that is being processed and by
the context within which it is processed. In contrast, among Indians, having an interpersonal obligation is associated with more positive feelings toward helping than when there is no such obligation. C., & Campbell, D. You and Your Big Brain The high-fidelity cultural learning and sophisticated language skills that are uniquely possessed by humans
would seem to depend on considerable cognitive resources. "Minimally counterintuitive" means statements that are surprising and unusual in the sense that is associated with rebellion and violence thus does not meet the criteria to be categorized as a
functional universal. (1972). Cultural distance is thus a useful variable for helping us predict who will fare the best in acculturating. J., 589 Lubman, S., 374 Lucca-Irizarry, N., 209 Lucy, J. Might there not be a similarly arbitrary pairing of facial muscle movements with the experience of happiness as well? L., 281, 370 Payer, L., 551 Pearce, N. The
modularity of mind: An essay on faculty psychology. What awards season tells us about the future of comedy. Leclerc, A., Lert, F., & Goldberg, M. One view is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere, and the other is that psychological processes are essentially the same everywhere.
psychology has revealed, people tend to evaluate themselves by comparing themselves with others—similar others (Festinger, 1954). V., Gray, J. Thus far, evidence that people prefer symmetrical faces to asymmetrical ones has been found in all cultures studied, however, the preference for symmetry is even stronger in hunting-gathering populations
such as the Hadza in Tanzania (Little, Apicella, & Marlowe, 2007). Furthermore, studies have shown that Chinese who fit the diagnostic criteria of neurasthenia, but do not fit those for depression, still respond well to antidepressant medications (e.g., Zhang, 1989). Journal of Economic History, 58, 345-374. In contrast, Ghanaians were more likely to
view their enemies as coming from within their ingroups—people such as neighbors, friends, or relatives (Adams, Anderson, & Adonu, 2004). REFERENCES Whiting, J. lived, and they played back the recorded distress calls of juvenile monkeys (Cheney & Seyfarth, 1990). Blaney, & R. Psychological Science, 6, 56-60. So, for example, if English
speakers were to arrange the pictures in Figure 9.20 (photos of Lera Boroditsky's grandfather at various ages) in the correct temporal sequence, they would arrange them from left to right, and they would do so regardless of what direction they were facing. Among the Paduang in Thailand, women elongate their necks by several inches by inserting
an increasing number of brass rings around their necks as they grow up. Despite the fact that these different counties were in close physical proximity (on either side of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of a boundary between the wheat-growing the strength of the Yangtze River, which forms somewhat of the Yangtze River, which is the strength of the Yangtze River, which is the yangtze River Rive
                                                                                                                                                                                                                                                                                                           vina ana rice
involved in farming themselves, there were pronounced cultural differences in the ways of thinking between these different regions. The fashion industry maintains a trade magazine, there were pronounced cultural different Cultures 4 Judged
Creativity of Alien Drawings 294 FIGURE 7.17 The evaluation of the alien drawings by objective judges revealed that the participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting to a new culture showed more creativity in their drawings than participants who were primed for adapting the new culture showed more creativity in their drawings than participants who were primed for adapting the new culture showed more creativity in their drawings than participants who were primed for adapting the new culture showed more creativity in their drawings than participants who were primed for adapting the new culture showed more creativity in the new culture sh
guided the debate regarding the universality or relativity of emotional experience: the James-Lange theory and the Two-Factor theory. W., Grossmann, I., Kitayama, S., & Nisbett, R. Never in anger: Portrait of an Eskimo family. Where Does Cultural Psychology Come From? Unlike the Mossi and Rimaibe, they have not developed much genetic
resistance to malaria (Modiano et al., 2001). Aspects of the theory of syntax. C., 336 Snyder, S. E., 262, 264 Gullahorn, J. T., 418 Efrain, M. B., & Spong, P. Consequently, being primed with their cultures is that members of a couple should love each
other before they consider getting married. Unpublished data, University of British Columbia. I personally feel the motorcycle driver did a wrong thing. What should Ben do? At the end of their horrific rampage, Harris and Klebold committed suicide, but not before killing 12 fellow students and a teacher and wounding 24 others. H., & Fontaine, J. W.,
536 Dubois, N., 364 Duffy, S., 10, 353 Dugan, S., 326 Dumitrache, C., 394 Dunbar, R., 58 Dunbar, R., 58 Dunbar, R. The bottom line of the figure, however, indicates a puzzling pattern. Causal explanations for class inequality in health—an empirical analysis. E., 453 Lynch, C. Johnson, W., & Krueger, R. K., 571 Wen, X., 526 Wenar, C., 187 Werker, J. Kohlberg's
Stages of Moral Development Kohlberg proposed a three-level model that could capture the developmental progression of moral reasoning in all cultures of the world (his model further distinguished between more fine-tuned stages, which I don't discuss here). E., Kim, B. As discussed earlier, the social brain hypothesis suggests that primates got
their large brains because of the challenges involved in social living and that this was especially so for humans, given their unusually large social groups. The group frequently identifies a number of issues relevant to the therapy that lie outside the expertise of many therapists, such as information regarding particular kinds of family systems, identity
issues peculiar to certain cultures, migration stresses, and the impact of exposure to torture or war. Given that openness to experiences is generally predictive of creativity, this is consistent with the notion that creative people might be more likely to choose to move to other countries. For example, frigophobia (primarily identified in China) is a
morbid fear of catching a cold, which leads people to dress themselves in heavy coats and scarves, even in summer (Chang, Rin, & Chen, 1975; see Figure 14.4). Likewise, another study found that American-born office workers were more likely to decorate their own cubicles in a professional manner (with fewer personal items) than immigrants to the
United States were (Heaphy, Sanchez-Burks, & Ashford, 2011). Polymorphism within the promoter of the serotnin transporter gene and antidepressant efficacy of fluvoxamine. Journal of Cross-Cultural Psychology, 42, 944-962. The structural sources of verb meaning. What are some tradeoffs between deciding to compare two highly different cultures
(such as Dutch undergraduate students versus Hadza hunter and gatherers from Tanzania) versus two more similar cultures (such as Dutch undergraduate students versus American undergraduate students)? For example, one study measured the personality of a large number of the Tsimane, a forager-horticultural group living in the Bolivian
Amazon, using a modified interview measure of the Five Factor Model (Gurven, von Rueden, Massenkoff, Kaplan, & Vie, 2013; 249 250 CHAPTER 6 SELF AND PERSONALITY FIGURE 6.19 A group of Tsimane women and their children. This large group of students was divided into subsamples that tracked a continuum with respect to their
exposure to Amount of Self-Esteem Change Self-Esteem Change Self-Esteem Change Self-Esteem Change Self-Esteem, whereas after living in Japanese and Americans photos
of people's facial expressions in which the top half of the photos showed a different emotional expression than the bottom half (the researchers mixed and matched the halves from different photos). San Francisco, CA: Jossey Bass. W., 570 Ong, A. Alvergne, A., Jokela, M., & Lummaa, V. This is consistent with them taking an inside-out perspective;
they evaluated themselves based on their own subjective standards. What does the cross-cultural literature have to say about happiness around the world? Given the fundamental questions that occupy researchers of cognition and perception, it is quite remarkable that it is in this domain that some of the clearest evidence for cross-cultural variability
appears. Disorders are usually defined as behaviors that are rare and cause some kind of impairment to the individual, although there are many exceptions to this general pattern. D., & Nielsen, R. self, 330-33 perceived control and, 334-37 as primary control strategies, 328 social class and, 336-37 valuation of, 328-29 Christianity emotional states
approved by, 438 growth of, 482 Last Judgment concept in, 311 morality of thoughts and, 478, 502-4 tension between Muslim faiths and, 480-82 Chua, Amy, 180-82, 184 Chudek, Maciej, 168-70 Chuushingura, 581-82 civic cooperation, 511-14 The Civilizing Process (Elias), 68 clans, 58 The Clash of Civilizations (Huntington), 481 Cleveland Indians,
276. 277 climate, genetic adaptation to. 526 close relationships, 454-76 basic forms of, 455-57 friends and enemies, 458-67 love and marriage, 467-76 relational mobility in, 460-65 residential mobility in, 465-67 simpático in, 467 clustering technique, 191 codes of ethics, 487-89 ethic of autonomy, 487-89, 497-99 ethic of community, 489-93, 497,
498 ethic of divinity, 493-95 code-switching, 282, 286 coding study data, 145-46 coffee sizes, 533 cognition, numerical, 394-97 cognition and perception, 344-99 analytic vs. Furthermore, the meaning of friendship appears to vary across cultures. This need is evident across a diverse array of methodologies. Barrowclough, C., & Hooley, J. Journal of
Personality and Social Psychology, 30, 510-517. most industrialized and developing cultures. E., 230, 267 Csikszentmihalyi, M., 292, 455, 458 Cullum, J. Moreover, West Africans are more likely than Westerners to view enemies as a natural part of KEY TERMS their relationships. Accidents African-Americans higher European-Americans higher 6.
Participants were asked to indicate which of the vignettes more closely resembled their own coping tendencies. H., 56 Wantchekon, L., 105 Waga, G., 450 Ward, C., 249, 258, 262, 264, 267, 577 Ward, R., 287 Warrant, E. Pope-Davis & H. Social anxiety is well documented around the world, reflecting the universal concerns that people share Universal
Syndromes as a social species. One can't be a younger brother unless one has an older brother or sister. That's easy—you'll have a strong desire to tell her about your useful news. O., et al. East Asians have an easier time ignoring the explicit content of what is communicated, whereas Westerners find it easier to ignore the tone with which something
is said. Broude, G. (1894). Two additional intuitions roughly map onto the ethic of community: People are motivated to be loyal to their ingroups, identifying with them, making sacrifices for them, and trusting them more than they trust outgroup members. Evolution and Human Behavior, 22, 31-46. K., Sierra-Otero, G., & Pennebaker, J. Cultures
continue to evolve; when your parents were your age, they likely participated in a quite distinct culture from what you do today, even if they grew up in the same neighborhood as you. PLOS Genetics, 3, e90. The attractiveness of average features, however, does not seem to generalize well to perception of bodies. Copyright © 1996 Westview Press,
Inc. This correlation between our facial expressions and feelings might thus be relied on in interpreting our feelings. Science and civilisation in China, Vol. Unpublished manuscript, University of California at Los Angeles. M., 522 Snarey, J., 487, 489, 490 Snibbe, A. similarity-attraction effect which states that people tend to be attracted to
those who are most like themselves. S., 166 Kim, L. Some studies have found that their blood pressure increases (Blascovich, Spencer, Quinn, & Steele, 2001), their working memory capacity decreases (Schmader & Johns, 2003), and they start showing evidence that they are thinking about the stereotype because they are more likely to be thinking of
words like "dumb," "loser," and "black" (Steele & Aronson, 1995). W., & Odbert, H. Qin, L., Pomerantz, E. Interestingly, there appear to be reliable cultural differences in the extent to which people emphasize psychological symptoms of depression. Does milk make children grow? This one difference in the way that people think
about themselves has considerable importance in cultural psychology. However, it is possible that this tendency to oscillate between two different cultural worlds is not isolated to the ways people act and present themselves to others—it might possibly affect the ways people act and present themselves to others—it might possibly affect the ways people act and present themselves to others—it might possibly affect the ways people act and present themselves to others—it might possibly affect the ways people act and present themselves act and present themselves to others—it might possibly affect the ways people act and present themselves to others—it might possibly affect the ways people act and present themselves act
race, other-race, and mixed-race faces. Sojourner adjustment. Participant: It's the hammer that doesn't fit! You can do with it. The increasing rates of obesity shown in Figure 13.5 do not seem as puzzling any more. Participants were presented with the
sample line (S) and asked which of the other three lines' length matched the sample. This might seem like a simple, or even banal, question to ask. Cohen, D. Despite sleeping less than Canadians, however, Japanese were not any more efficient in their sleep—they did not wake up fewer times over the course of the night, or take less time to fall asleep
— the Japanese were just getting by on substantially less sleep than the Canadians. It is likely that respondents from a non-English-speaking, non-Western products, culture, and ideas and might be more Westernized than their nonEnglish-speaking compatriots. For example, in the
19th century, a relatively common stereotype in the United States was that the Irish were obese, wasteful, and violent hard-drinking monkeys, as depicted in Figure 3.6. Today, the circumstances of the Irish were obese, wasteful, and violent hard-drinking monkeys, as depicted in Figure 3.6. Today, the circumstances of the Irish were obese, wasteful, and violent hard-drinking monkeys, as depicted in Figure 3.6.
responded rather differently. When are these cultural differences in perceptions of trends evident between Chinese and Canadians? What is perceived as a fair and just way of distributing resources, then, can vary around the world. The learning gap: Why our schools are failing and what we can learn from Japanese and Chinese education. The
acculturation of relational mobility: An investigation of Asian Canadians. Journal of Abnormal and Social Psychology, 52, 384-389. B., Whitehouse, A. does she have a 7-year-old chastity belt, but no kid in the second grade belongs in her mother's bed. The stronger sense of group identification that people from distinctive cultural backgrounds possess
can create many positive feelings about both the individual and the group, and these appear to serve an important function for coping with the discrimination that they sometimes experience (Schmitt & Branscombe, 2002). Indian Journal of Clinical Psychology, 23, 112-116. The Japanese participants made about 60% more references to background
objects than the Americans, who tended to talk more about the fish at the center of the scene. 9. Kuczynski, L., & Kochanska, G. That is, East Asians may just be feigning modesty in these studies (and perhaps Westerners are feigning modesty in these studies).
buddy? E., Scheepers, C., Fiset, D., & Caldara, R. Kishwar, M. The uniformity of the symptoms and the narrowness of the range of prevalence speak to the cultural similarity of the manifestation of this disorder. This is consistent with the notion that the complexities of social living selected for cognitive skills that allowed individual primates to
successfully navigate their social worlds. Is the development of a rich theory of mind a product of having participated in a complex industrialized culture, or is this something that emerges in all human contexts? 3. Journal of Personality and Social Psychology, 81, 697-710. uni-
wuerzburg.de/IASR/suicide-rates.htm Schmitt, D. "Did you have fun?" American and Chinese mother-child conversations about shared emotional experiences. T., Kodama, G., Baldi, P., & Moyzis, R. Difficulties in Studying Acculturation Acculturation Acculturation and Chinese mother-child conversations about shared emotional experiences. T., Kodama, G., Baldi, P., & Moyzis, R. Difficulties in Studying Acculturation Acculturation and Chinese mother-child conversations about shared emotional experiences.
have been living in this region for thousands of years and have developed much genetic resistance to malaria over this time. C., 549 Gray, J. Dordrecht, The Netherlands: Reidel. Another explanation is that hysteria's prevalence in the 19th century was a response to the repressive social norms of Victorian Europe (e.g., Drinka, 1984) and that the great
amount of attention it received at the time led people to express their distress via symptoms they were familiar with (Shorter, 1987). But primarily, liget is possessed by striving youths, energetic hunters, and violent men (Figure 10.1). Human biology is highly similar everywhere, yet psychological disorders present themselves in a
variety of strikingly different ways around the world. Mind at ease puts a smile on the face: Psychophysiological evidence that processing facilitation elicits positive affect. Brewer, M. A weakness of this particular study is that these experimental "cultures" are very different from ones in real life, as in them a few strangers have only the most limited of
interactions with regard to an unusual task and for a short period. J., & Kroger, R. R., Oyserman, D., & Stone, J. S., 271 Goetz, J. The researcher would then discuss the problematic places with the two translators and, through a series of back-and-forth discussions, reach a consensus on how to alter "You'll have to phrase it another way. K., Wang, Y.,
& Latané, B. Do people have positive attitudes toward their host culture, and are they actively seeking to fit in it? Others have already heard their stories about what the weather is like in their hometown, what kinds of sports are popular, or which seemingly bizarre foods they eat during their holiday festivals. Sexual beliefs and problems in
contemporary Taiwan. Medicine and Science in Sports and Exercise, 31, 1821. Chimps from Gombe National Park in Tanzania also use tools to extract termites, but they do so in a different way. In contrast, the Chimese viewed the situation of trying to 287 288 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS avoid a loss as more important than
the one in which the player was trying to secure a win. Thinking about the self-concept. American Psychologist, 34, 834-841. Do verbs and adjectives play different roles in different cultures? Not surprisingly, the participants usually clicked on the group member's net that had
earned the highest number of points—that is, they selected the best model and tried to copy from it. in the frame and have smaller figures in their portraits, compared with Americans (Masuda, Gonzalez et al., 2008). G., 271, 540, 543, 544, 545, 547 Marriott, A., 454 Marsh, A. saccades Type of eye movement in which the gaze shifts quickly from one
fixation point to another. Given that the theories and methods used in psychology have largely emerged from the study of people with different views of self-concept. This is a behavior that dolphins in one particular region apparently learn
from their mothers (Krutzen et al., 2005). 104) that individuals were highly motivated to escape by convincing themselves that they were one of the privileged elect. Psychological Bulletin, 128, 3-72. That is, there was a clear relation between employment category and mortality, such that those with the highest SES tended to live the longest.
Relationships come in a variety of forms, and they require people to take on particular roles (such as father, student, friend, lover, daughter) that govern how they feel and behave toward their efforts, which tends to increase
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productivity. Around the age of 2 there is an unmistakable increase in noncompliant and oppositional behavior (see Figure 5.10). Love types and subjective well-being: A cross cultural study. One strategy would be to look at messages in advertisements. In general, economic hardship is often associated with more communitarian values and less
materialism (Inglehart & Baker, 2000). Most of the Dutch respondents tended to re-create the scenes based on their own position relative to the animals. Ekman and Friesen (1971) took thousands of photos of people making six different emotional expressions (anger, disgust, fear, happiness, sadness, and surprise). In contrast, the Poles were more
influenced by the information about what their classmates had done. This paradox is not easily explained away. M., Leung, K., Fan, R. The above research shows that a variety of factors predict subjective well-being in similar ways across nations. Ji, L. Journal of Personality and Social Psychology, 96, 1012-1028. That both Japan and the United States
are showing some evidence for increases in individualism, and given the worldwide trend toward increasing globalization discussed earlier, it is likely that similar cultural changes are also evident in other industrialized cultures. European Journal of Social Psychology, 18, 299-316. So how can we make sense of these cross-national differences? J., 41
Power, S., 270 Prentice, D., 109 Price, D. A., 572 Fleming, R., 586 Florez, K. Cohen, D., Vandello, J., Puente, S., & Rantilla, A. (1975). L., 249 Villa, C., 438 Vohs, K. Gravlee, C. Allport, G. Testing the multiculturalism hypothesis. They should look for evidence of events clustering together, such as a similarity among events or of temporal contiguity of
events. Edgerton studied four East African tribes (the Sebei, Pokot, Kamba, and Hehe) that each had multiple communities living in different ecological settings. L., & Dubois, N. W., & Annis, R. In individualistic societies people are less dependent on the actions of others than they are in collectivistic ones. In sum, physical characteristics of people
around the world, such as their ability to focus their eyes underwater, the shape of their feet, and their weight and height, vary greatly, and they do so largely because of their participation in different cultural worlds. 2012, for a review). (2002). C., 293, 339 Haidt, J., 418, 424, 493, 494, 495, 499, 500 Haight, W. Infectious disease and
psychoneuroimmunology. S., 307, 577 Kalin, R., 225 Kamble, S., 500 Kanagawa, C., 230, 235 Kanazawa, S., 372 Kaplan, G. One reason that multicultural experiences foster creative complexity—a willingness and ability to Multicultural People May Be More Creative
acknowledge and consider different viewpoints on the same issue (Suedfeld, Tetlock, & Streufert, 1992). Many culture-bound syndromes have been identified; in the following sections I provide a brief discussion of some of them. A metaanalytic review of racial-ethnic matching for African American and Caucasian American clients and clinicians. Two
therapies that emerged from Japan are noteworthy in their contrasts with Western ones: Morita and Naikan therapies. J., 82 Teo, A. Marian, V., & Kaushanskaya, M. Analyses of the amount of UVR that reaches the earth's surface in different parts of the globe correlate strongly with skin color (Jablonski & Chaplin, 2000). For example, social
facilitation—the tendency for individuals to do better at well-learned tasks and worse at poorly learned ones when in the presence of others—has been shown to occur in both insects and humans (e.g., Zajonc, Heingartner, & Herman, 1969). CREDITS Chapter 1 Page 2: © Ariadne Van Zandbergen / Africa Imagery / African Pictures / The Image Works
p. Buckle, C., Chuah, Y. 89-109). I'm 5' 8" which makes me about 2 inches shorter than the average German speaker? Typically, ethnocentrism leads people to assume that their own culture's way of life is in some ways
better or more natural than that of others. The cultural psychology of control: Illusions of personal versus collective control in the United States and Japan. A consideration of per capita income among countries of the world found that were largely Protestant earned more than those that were mixed Protestant and Catholic, and that these
earned more than those nations that were predominantly Catholic (Furnham, 1990). Kohlberg makes no claim that Americans and Zambians are equally likely to reason at the same level. J., 550 Ottolini, M. People keep track of what is exchanged and are motivated to pay back what has been exchanged in equivalent terms. Journal of Cross-Cultural
Psychology, 27, 651-672. Exploring these texts reveals some differences relevant to the morality of thoughts. Ashenburg, K. We are born biologically prepared to learn a language, and our early experiences determine how our minds process the differences relevant to the morality of thoughts. Ashenburg, K. We are born biologically prepared to learn a language, and our early experiences determine how our minds process the differences relevant to the morality of thoughts.
 sometimes rather indirect. Second, Figure 2.7b tests whether the average neocortex ratio is larger for those primates that engaged in extractive foraging strategies than for those primates that used nonextractive techniques. Wierzbicka, A. M., 235, 363, 433 Super, C. People come in different colors, with skin tones ranging from a dark brown among
aboriginal Australians, Melanesians, and people from equatorial Africa to a very light yellowish pink among some northern Europeans. For some reason, North Americans appear to be more fascinated with psychological questions than are those from much of the rest of the world. Parenting decisions, and the ways that others in the culture respond to
them, reflect the underlying values of a culture. F., 438, 466 Micale, M. T., 292, 293, 294 Tafarodi, R. Mahalingam conducted a number of studies to investigate this. Lin, Normal and abnormal behavior in Chinese culture (pp. A recent study compared Chinese university students depending on whether they were from largely wheat-growing or rice-
growing counties (Talhelm et al., 2014). Filipino personality structure and the Big Five Model: A lexical approach. Such experimental control greatly increases the power of our investigations. Likewise, the Kaluli of New Guinea tend to show their emotions particularly intensely and dramatically (Schieffelin, 1979). For example, epidemiological surveys
have found that the rates of depression in China on average are about one-fifth of those found in the United States (Kessler et al., 1994). C., 52, 53 Ainsworth, B. Consider the following clever experiment (Kim & Markus, 1999): People who were in the departure lounge at the San Francisco airport were approached while waiting for their flights. 527:
Figure 1 from Yuval Itan et al. A., & Markus, H. In the next two 1,000-millisecond intervals, people in both cultures start to look a little more at the background. A., Gelfand, M. The most salient example of genetic variability of humans across different populations is that of skin color. Annual Review of Public Health, 8, 111-135. Some people think life
should be full of happy experiences, whereas others believe life should consist of both the happy and sad times. G., 416 Blake, C., 590 Blascovich, J., 216, 274, 421 Bleidorn, W., 248 Bliss-Moreau, E., 405 Blizinsky, K. Applying a universal
template for depression does reveal incidents of depression in all cultures, but it does raise a difficult question about the experiences of those who do not fit such a template. Gaertner, S. First, moral obligations are viewed as objective obligations. If you mean the kind of marriage that is common in Western cultures in which a man and a woman fall in
love and agree to share their lives exclusively with each other until either one of them dies or they get divorced, then marriage is not universal, as there are many cultures in which people do not form such relationships (Ford & Beach, 1951). Phinney, J. This study revealed the degree to which the community possessed associated cultural facets with
which young people Universal Syndromes could identify. Some examples of these aspects are a person's attitudes, personality traits, preferences, opinions, abilities, and individual qualities. The Rorschach is a projective test in which people report what they see in an ambiguous stimulus (see Figure 9.2). Levinson, S. Quinn, D. Random assignment
ensures that the participants in the different conditions are statistically equivalent at the beginning of the study. All Rights Reserved.; p.192: © RIA-Novosti / The Image Works; p.196: © Michael S. They argue that there have historically been more herders in the South (i.e., people raising cows, pigs, and sheep) than in the North and this has given
rise to a violent culture of honor that has continued to persist until this day. E., 565 Moskalenko, S., 241 Mountcastle, A. B., 512 Poston, D. W., 453 Jang, S., 292 Jankowiak, W. Looking at emotional experience, there is more evidence for cultural diversity. This multicultural approach, then, suggests that people will fare better when the distinctive
characteristics of their groups are attended to and appreciated. Nevertheless, my own experiences with amae situations are often frustrating and completely bewildering to me. Another appreciated in pursuing the same research with you. C., 429 Gandhi, Mahatma
339 Gauguin, Paul, 292 S-13 S-14 SUBJECT INDEX Geertz, Clifford, 161, 361 Gemeinschaft groups, 489, 490 gender hypertension and, 548 independence/interdependence and, 224-29 math test performance and, 275-76 moral reasoning and, 489 physical attractiveness and, 445 gender equality, 225-28 gender identity, 228-29 gender norms, 226-
28 generalizability, 124 general psychology vs., 8-14 genetic predisposition, socialization vs., 160 genetic studies, 140-41 genetic variation, 76-81 Gergen, Ken, 31 German language English acquisition and, 264 gender in, 382-83
schadenfeude, 425 Germany/Germans adolescence, 190 altruistic vs. This threat can serve to perpetuate negative stereotypes and stands as a great impediment to the acculturation process. The majority of the cultures studied did not expect adolescents to behave especially disobediently. Although this obstinacy tends to be very draining on parents,
many Western researchers describe it as an important developmental milestone when the young toddler begins FIGURE 5.10 Toddlers in individualistic cultures go to establish his or her individualistic cultures go to establish his or her individualistic researchers describe it as an important developmental milestone when the young toddler begins FIGURE 5.10 Toddlers in individualistic cultures go to establish his or her individualist
relationships in many other non-Western cultures. W., 129, 197, 198, 199, 244, 310 Stewart, J., 464 Stichele, R. Some indigenous Canadian tribes, such as the Tsimshian of the Northwest Pacific Coast region, engaged in subsistence practices (primarily fishing for salmon and shellfish) that allowed them to accumulate large quantities of food and
establish permanent, highly stratified settlements long before they had any contact with Europeans. Interestingly, the moral basis of acting in ways consistent with one's interpersonal obligations is also associated with different feelings towards those helping actions. Apparently, Americans focused more on the individual objects than they did on the
relations between the objects. M., 412 van de Vijver, F., 270 van de Vijver, F. People are quite accurate about their standing when they encounter incontrovertible evidence; however, in its absence they're likely to interpret the evidence in the most favorable way or just round upward when given half the chance (also see Kunda, 1990). Can you think
of any other alternative explanations for why East Asians appear to self-enhance less? Han, S., & Shavit, S. S., & Voils, C. In fact, at that point, there were few things I could imagine wanting to eat less than a plate of boiled octopus. These efforts seem to hinge on whether people think the relationship will be rewarding in some way. Furthermore,
some kinds of positive feelings, such as high-arousal states, are more desired in Western cultures, whereas low-arousal positive feelings are more desired among East Asian mothers (Bornstein et al., 1992; Senzaki, Masuda, Takada, & Okada, 2014),
and these differences are identifiable even among very young infants. The cultural information thus grows in complexity, and often in utility, over time. L., 94 Mehler, J., 165 Meijer, Z., 307 Meiring, D., 209 Melby, M. Consider this excerpt from a newspaper article reported in the San Jose Mercury News (cited in Kim, 2002): A professor
Likewise, when taking photographs of others, East Asians include more of the background 357 358 CHAPTER 9 COGNITION AND PERCEPTION FIGURE 9.6 The house on the right is a representative drawing by a Japanese
participant. When the individual is perceived to be more mutable than the social world, we'd expect people to be quite willing to adjust themselves to fit in better with the demands of their social worlds. (1950). One domain where communal sharing is especially operative is within the family. Furthermore, people are especially likely to identify with
their groups if their groups are smaller than other groups or are disadvantaged in some way. To the extent that expressions of emotions, this adds a further layer of complexity in evaluating the evidence for the universality or cultural variability of emotional experience. Many social psychological
studies involve assessing how people behave in groups of strangers (e.g., Larson, Foster-Fishman, & Keys, 1994; Tajfel, 1970). R., 28 Morrow, R. K., 471, 474 Dion, K. Proceedings of the United States National Museum, 60, art. That is, there
are more similarities among schools in the East Asian countries, particularly in Japan and Taiwan, than among the U.S. schools. B., 233, 305 Clancy, P. Tomasello and colleagues argue that chimpanzees have such a difficult time taking on the perspective of others that instead of engaging in imitative learning, they tend to focus on the object itself. J.,
131 Gangestad, S. I thought I had been an attentive student in my psychology classes, and I had learned much about how people think. Mani, A., Mullainathan, S., Shafir, E., & Zhao, J. Miyamoto, Y., Knoepfler, C. ETHIC OF COMMUNITY IN INDIA. People the world over have obligations toward others; however, an important question is whether they
interpret these as moral obligations. This question was first explored a few decades ago by Geert Hofstede, a Dutch psychologist. The longer those of Asian descence itself is not a cultural invention and seems to be an existential
universal. neurasthenia A psychiatric condition characterized as a nervous syndrome consisting of over 50 symptoms, including poor appetite, headaches, insomnia, weakness in the back, hysteria, and an inability to concentrate. K., 219, 364, 545 Pigliucci, M., 163 Pike, C. Does the nature of friendships and romantic relationships vary across
cultures? New York, NY: Free Press. Social Psychiatry, 15, 109-116. Journal of Experimental Social Psychology, 39, 476-482. They can falsely accuse, convict, and imprison Mr. Smith, an innocent member of the ethnic group, in order to prevent the riots. G., Syme, S. An exploration of the biological evolution of species can illuminate one reason that
cultural elements have a tendency to persist. Psychological foundations of xenophilia: The role of major personality traits in predicting favorable attitudes towards cross-cultural contact and exploration. 1995). No relationship develops unless independent individuals see a benefit to themselves (e.g., it would be fun; I'm attracted to them; the other
person might have valuable information; a relationship might create future opportunities). Which of the Big Five personality traits best characterize you? S., 141, 260, 316, 339, 340, 341, 373, 374, 375, 378, 530, 586 Kim, J., 469 Kim, K. This difference exists because the major continental axis of Eurasia runs east to west, whereas the major
continental axes of the Americas and Africa run north to south (Figure 3.2). 8 MOTIVATION CHAPTER OUTLINE Motivations for Self-Enhancement and Self-Enteem Motivations for Face and Self-Enteem Motivations for Face and Self-Enhancement and Self-Enteem Motivations for Face and Self-Enhancement and Self-En
Out 300 CHAPTER 8 A MOTIVATION ssuming that you're a student somewhere taking a course on culture and psychology, I'd like you to consider this question. Journal of Cross-Cultural Psychology, 43, 687-703. Koro One clinical syndrome that has been identified
in a variety of countries in South and East Asia, particularly in southern China, is termed koro, which, in the Malay language means "head of a turtle." This aptly named disease is most common among men, in whom it manifests as a morbid fear that one's penis is shrinking into one's body. They realize that they do not have a rich enough
understanding of how the system works to thrive. No innate number line in the human brain. Roberson, D., Davies, I., & Davidoff, J. integrative complexity A willingness and ability to acknowledge and consider different viewpoints on the same issue. The early comparisons of the Laetoli footprints with those made by modern humans indicated a few
key differences. P., & Henrich, J. This field dependence identified among East Asians has been further investigated in a number of other studies. Social Psychology Quarterly, 62, 257-275. 469 470 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS There are different kinds of arranged and love marriages around the
world. Mead, M. However, there is a big upside to cooking: It substantially increases the amount of energy that we can extract from food. Centers for Disease Control and Prevention (CDC). This model of unconditional kinship relationships with
friends, neighbors, and enemies tend to be perceived in unconditional, enduring terms. K., 524, 526 Mudambi, R., 374 Mullainathan, S., 543 Mullet, E., 469 Mulligan, C. Westerners, in contrast, have been socialized to attend to focal objects, and they thus habitually tend to direct their attention at such objects. Kyei, K. Toward a theory of the universal
content and structure of values: Extensions and cross-cultural replications. Pediatrics, 102, 1135-1140. Nisbett & Dov Cohen. Weissman, M. There are no occasions when people step outside of their cultural meaning systems and start to think instead like the universal human (see Geertz, 1973, for a rich elaboration of this); people's thoughts are
forever bound up in their own cultural meaning systems. (We'll return to discuss and make sense of cultural differences in subjective well-being preserved in the descendants of immigrants to the United States from those countries? Economic inequality is linked to biased
self-perception. International Journal of Intercultural Relations, 15, 345–366. When East Asian speakers count past 10, their number words, both in how they are pronounced, read "ten-one," "tenthree," and so on, up to 20, which is represented as "two-ten." Thirty is "three-ten," 199 200 CHAPTER 5
DEVELOPMENT AND SOCIALIZATION and so on. Whitwell, G., de Souza, C., & Nicholas, S. L., Poehlman, T. Bars pointing to the left indicate low scores and greater well-being, whereas bars that point to the right indicate low scores and less well-being, whereas bars that point to the right indicate low scores and less well-being.
of emotions relevant to those concerns. R-57 R-58 REFERENCES Wang, Q. The mind as computer is a metaphor that has been embraced so strongly within general psychology that many of the theories could equally be applied to computers as to human brains. M., & Hout, M. Yet Germans continued to watch, and love, the 1960s-era American
sitcom Hogan's Heroes. NORTON NEW YORK LONDON W. W., 13 Lee, F., 286, 363 Lee, G. sojourners People who move to a new culture and intend to stay there only temporarily. 173-204). However, considerable differences are found even among doctors of Western cultures in their understanding of medicine. B., Smith, A. M., 522 Brannon, E. Do
you think this man should be prevented from doing this again, or punished in any way? One study found that whereas EuropeanAmerican high school students viewed any pressure by their mother, How Do Early Childhood Experiences Differ Across Cultures? G., 541
547 Williams, D. Euromonitor International. A similar study contrasted Japanese and Australian workers and found that Australian sprear to hold multiple cultural information systems in their minds. In contrast
reciting the alphabet had no significant effect on the performance of the Asian-Americans. 6. The James-Lange Theory of Emotions begins with William James (1950/1890; see Figure 10.2). (1966). Rule, N. Japanese Journal of Counseling Science, 37, 168-179.
DEVELOPMENT AND SOCIALIZATION in Uzbekistan in the early 1930s (see Figure 5.11). This orientation toward finding practical solutions that can fit within an existing set of social concerns appears to lead to skills for creating useful ideas more generally. Consider the cultural practice among the Fore of New Guinea of engaging in ritualized
cannibalism, in which the Fore honor their dead by consuming parts of their bodies. Efforts to change response formats in this way have been shown to improve the validity of cross-cultural comparisons as well (Peng et al., 1997). Likewise, research with Mundurucu adults, SUMMARY an Amazonian indigenous group with few number words, also
finds that they map numbers onto space logarithmically (Dehaene, Izard, Spelke, & Pica, 2008). Toward a comparative developmental ecology of human sleep. Journal of Personality, 83, 56-68. This suggests that if the performance of a given sample is standardized, only about 2% have IQ scores below 70 (which is often viewed as a cutoff for a
classification of mental retardation), and only about 2% have IQ scores over 130 (which is often viewed as a cutoff for being classified as "gifted"). A., 86, 308 Chu, A., 423 Chu, H. Would you think that this difference is due to the specific policies that were enacted within their respective school systems, or from attitudes that the students learned from
life outside of school? Namely, he was 6' 3", weighed 250 pounds, and played on the experience of emotion. Culture shapes how we look at faces. Weber revisited: A cross-national analysis of religious culture, and economic attitudes. Your health
may be seriously compromised if you don't have enough money to pay for adequate health care. So if booby-trapped Halloween candies are such rare events, how did fears of them ever lead to the belief that several children had been killed by them? T., 456 Festinger, L., 116, 133, 305, 451 Fetchenhauer, D., 512 Fiorito, G., 39 Fischer, D.
Relationships with one's ingroup members are self-defining for those with interdependent selves; therefore, the people with whom these relationships are established assume considerable importance. B., 21, 30, 452, 453 Zamboanga, B. They appear to have adjusted their evaluations in the light of the evidence, which would seem to be a sensible importance.
strategy for reaching sound conclusions. 10 EMOTIONS CHAPTER OUTLINE What Is an Emotion? Hence, we would have one group of participants hear the slow-talking one. Falbo, T., Poston, D. Promoting success or preventing failure
Cultural differences in motivation by positive and negative role models. Whereas Westerners might identify themselves as homosexual, or heterosexual, every Sambian male proceeds through all of these stages in sequence. Holmes, T. Similarly, North American schools are more likely than their East Asian counterparts to make efforts to
inculcate self-esteem in students (e.g., Lewis, 1995; Stevenson & Stigler, 1992). However, much of our own psychological experience occurs completely beyond our awareness. Furthermore, the longer the Indian participants had lived in the United States, the more likely they were to identify their various actions as "choices" (Savani, Markus, Naidu
Kumar, & Berlia, 2010). Ethnically diverse cities such as New York, Singapore, Sydney, and Toronto in many ways are microcosms of the world at large, each having many distinct ethnic enclaves coexisting within their boundaries. Personality and Social Psychology Bulletin, 36, 309-325. Multicultural People May Be More Creative In 2013, the
director Ang Lee won the Oscar for best director for Life of Pi, a story depicting the soul-searching journey of an Indian boy stuck on a raft with a Bengal tiger. Effects of culture and processing goals on the activation and binding of trait concepts. L., 419 Martin, R. Our ability to reason with numbers very much reflects the experiences we have had in
our cultures, and most modern industrial cultures have developed to the point that they require their citizens to spend years learning how to think in mathematical terms. The authors of the review concluded that the lack of evidence for romantic love in those 11% of societies was likely due to ethnographic oversight rather than a genuine absence of
love. You might also try discounting your setback. In contrast, when the Chinese were evaluating themselves or their mothers, they showed activation patterns in the same brain regions for the two tasks (in particular, the medial prefrontal cortex, an area that has previously been linked to self-representations; see Heatherton et al., 2006). A view of
the rather sordid and wanton ideas that jostled about in Freud's mind is provided by exploring his vast and highly influential writings. The scale was translated into the local languages of the respective cultures. If one is able to appreciate the intentions of the other, he or she is likely to think, "Oh, Bonzo over there wants to get those bananas. She
attended college in Montreal and in Italy and married a filmmaker from France. T., 200 Miyake, K., 180, 188 Miyamoto, T., 578 Miyamoto, Y., 141, 315, 325, 341, 356, 358, 371, 381, 423, 435, 529, 586 Miyasato, L. Concepts of happiness across time and cultures. M., 584 Baum, A., 586 Baumeister, R. G., III, 84 Conway, M. Meritocracies have their
"milk" and "ohmyGod." Indeed, he never developed into a fully functioning adult and was able to live only "a kind of vegetative life, sunk in inaccessible torpor, capable only of detached and half-articulate sounds, or silent from an absence of ideas" (Newton, 2002, p. Having adulterous thoughts is viewed as more immoral by Protestants than Jews
That is, if you were to eat a dozen eggs, the energy from two of those eggs would be devoted solely to keeping your brain operating (and to thinking about this question), leaving just 10 of the eggs to take care of the rest of your body, including such tasks as breathing, digestion, homeostasis, and locomotion. Indeed, research on self-enhancing
tendencies among people of East Asian descent shows a striking lack of enhancement motivations. Although other animals are capable of creative kinds of learning such as emulative learning such as emulative learning in other species, as they lack the rich theory of mind that would enable them to understand the perspective of
others well. Furthermore, as you'll see in many studies discussed throughout this book, although Japan and the United States have both become more individualistic over the past few decades, there are still pronounced cultural differences in their psychologies. New York, NY: Bloomsbury Press. Journal of Cross-Cultural Psychology, 26, 554-571.
14). Some are snakes under grass; Some are lions in sheep's clothing; Some are jealousies behind their façades of praises; Some are jealousies behind the jealousies 
literature on acculturation remains more contradictory, less coherent, and less empirically grounded than that for any other topic in this book, although as you'll see there are many key points that emerge quite reliably. J., Perilloux, H. Asian Journal of Social Psychology, 5, 145-168. A very straightforward relationship was revealed: The islands with
the largest populations at the time of first contact (such as Hawaii) had far more different kinds of tools than the islands with the smallest populations (such as Malekula; Kline & Boyd, 2010). Social pressures in informal groups: A study of human factors in housing. Code of the street: Decency, violence, and the moral life of the inner city. L., & Sousa
C. Was it a course primarily on what all humans share in common, or was it primarily a course on the ways that some people think differently from others? The point here is that these clothes are not fashionable now, or at least not when and where I wrote this paragraph. This is termed associative reasoning. Participants were contacted again, one
week later, and asked to recall what they had learned. Interestingly, the same places where holistic thinking are found are also the places where their face showing, and ask them to guess the emotion that the
 "code of the street" and the "code of the decents" is a largely conscious process. A., 550 Pomerantz, E. W., 467 Perani, D., 166 Perez-Barberia, F. Similar observations of religiously motivated self-starvation were also evident in the 17th and 18th centuries among teenage girls throughout Europe who modeled themselves after ascetic medieval saints
(Bemporad, 1996). This is one way that we can see the mutual influence of cultural practices (such as entrance exams) and psychological processes (such as implicit theories of intelligence). If you recall from Chapter 6, people with independent self-concepts come to understand others by focusing on their inner attributes and attending less to
relationships. Body image attitudes and concerns among indigenous Fijian and European Australian adolescent girls. People who strongly show this bias are motivated to be evaluated positively by others, and as a result they might disguise their true feelings to appear more socially desirable. The experiences of growing up in a lower-SES
neighborhood, where school achievement tends to be relatively worse than in higher-SES neighborhoods (thereby precluding future employment opportunities), and where people are more likely to witness delinquent and criminally dangerous behaviors (e.g., Chase-Lansdale & Gordon, 1996; Leventhal & Brooks-Gunn, 2000; Sampson & Groves
1989), would seem to predispose people toward having an overall sense of mistrust and cynicism, leading lower SES individuals. There are thousands of cultures around the world. Fiske maintains that all kinds of human relationships are constructed out of
one or more of these four basic elements. There are many clear examples of cultural learning in the animal kingdom. These attitudes toward work can be seen in some influential Puritan writings from the early days of the United States: Benjamin Franklin (who was raised in a Calvinist family) reminded people that "Early to bed, early to rise makes a
man healthy, wealthy and wise" and that "God helps them that help themselves." John Wesley, the founder of the Methodists, the largest religious denomination in the United States, explicitly exhorted "all Christians to gain all they can, and to save all they can; that is, in effect to grow rich" (Weber, 1904/1992, p. The German sociologist Norbert
Elias, in his classic work The Civilizing Process (1939/1994), argues that Western Europe, and likewise other modernizing cultures, was transformed as the manners of the aristocracy slowly trickled down to govern the behavior of the lower classes as well. He is able to take on a different perspective of a cultural situation than those who are
immersed in it themselves. American Journal of Epidemiology, 104(3), 225-247. Again, this is evidence that different cultures co-reside within a single country's borders. Gilligan, C., & Attanucci, J. Protestants felt that people who are more
introverted (Witkin, 1969). Educating hearts and minds. However, what was noteworthy was that the European-American evaluations of the pen hinged on whether they had earlier been asked to express their pen choice verbally (Figure 9.14).
maintaining harmonious relationships and making expressive displays of graciousness, hospitality, and personal harmony. American and Japanese women use different coping strategies during normal pregnancy. Okazaki, S., Liu, J. The motivations for fairness were considerably weaker in most of the other societies. C., 567 Zhang, H., 200 Zhang, L.
214 Zhang, M., 575 Zhang, R., 223, 260, 461 Zhang, X., 171 Zhang, X., 171 Zhang, Z., 349, 372 Zhao, J., 543 Zhao, R., 319 Zheng, X., 262 Zhou, B., 578 Zhou, M., 257, 271 Zhou, X., 575 Zhu, J., 200 Zhu, Y., 214 Zielenziger, M., 561 Zillmann, D., 407 Zimmermann, J., 293 Zingg, R. The sense of control as a moderator of social class differences in health
and well-being. Although there is good evidence that genetic factors are predictors for body weight, and it is possible that certain weight-relevant genes are more common in one culture than in another, culture clearly plays an important role in cross-national differences in body weight. The reason for this, according to evolutionary biologists (e.g.,
Gangestad, Thornhill, & Yeo, 1994), is that bilateral symmetry is an indicator of developmental stability. A nonexperimental method would simply ask individuals to rate a particular high-status person on a number of traits. Social Psychological and Personality Science, 5, 517-525. How do you think these different sleeping arrangements affect
children's socialization? D., Sutton B. S., Edwards, W. I. A modified practice is learned by others, who then add their own modifications, and these modifications accumulate over time. Journal of Marriage and the Family, 42, 319-326. Stouffer, S. Similarly, research comparing the emotional experiences of American and Japanese Olympic athletes
when describing their reactions to winning finds that Japanese athletes are more likely than their American counterparts to discuss their relationships when describing their emotions. When they are at McDonald's, the French spend approximately 50% longer eating than Americans do (Rozin, Kabnick, et al., 2003), despite the fact that they're
consuming fewer fries, drinking smaller soft drinks, and eating smaller grilled chicken sandwiches. Indeed, the person who is widely seen as the father of psychologist. Positive Negative Feelings Toward Host Cultures and who created the world's first psychologist.
The Acculturation Curve Honeymoon Culture Shock Adjustment FIGURE 7.4 A common pattern of adjustment to acculturation is a U-shaped curve. That is, some researchers maintain that it is the suppression of an anger response that causes difficulties in regulating one's heart rate, and thus a slower recovery of the heart rate following an initial
angering event (e.g., Brosschot & Thayer, 1998). We'd be left with a pure, of the James-Lange theory of emotions. Likewise, the limits of ecological variation on culture against ecology. Kleinman, A. The researchers who have contributed the most in
following up on Darwin's ideas have been Paul Ekman and his colleagues. Pursuit of happiness and pursuit of happiness and
response to a bullying incident) or to have much social interaction with anyone. Indeed, the structure of English is such that nouns tend to come in rather salient locations, such as Japanese and Korean) place verbs in salient positions at
the end of sentences. A rank ordering of cultures on this variable would yield Puerto Rico and Mexico to be the world's developmental standard of positive emotions (Inglehart, 2004). Studying hard is believed to make one more intelligent. Those people who did not develop feelings of love for their partners would have been less likely to stay with
them and would have ended up having fewer surviving offspring than those who felt strong feelings of love. Trust, punishment, and cooperation across 18 societies: A meta-analysis. Although in the beginning there are some times of discomfort, over time, people happily grow into a comfortable and accepting new environment. B., 139, 414 Aday, L.
Journal of Personality and Social Psychology, 4, 220-224. Although these findings have been explained as the result of multicultural experiences causing enhanced creativity, it is possible that the effects are due to a very different kind of explanation—that is, perhaps creative people are more interested in moving and adjusting to new cultures in the
first place. In Y. Cognition, 230, 266-270. Journal of Research in Personality, 43, 107-109. In all of the cultures, with the possible exception of Egypt, an increase is seen in the suicide rates among the elderly. Somatic and social: Chinese Americans talk about emotion. 525-543). For example, terms for the basic emotions are not represented in all
languages, and many emotion words from other languages do not exist in English. Parallels Between Biological evolution (Collard, Shennan, & Tehrani, 2005; Dawkins, 1976; Mesoudi, Whiten, & Laland, 2006). The Reverend Franklin
Graham, for example, called Islam a "very evil and wicked religion." How can people from different cultural and religious backgrounds view what is right and wrong in such different ways? Hart, D., & Edelstein, W. R-45 R-46 REFERENCES Richard, J. American children were also less likely to refer to others when describing themselves, compared
with the Chinese children. The dirt on clean. Another strong selective force on human evolution has been the presence of certain kinds of local pathogens, such that those individuals who are more genetically resistant to the pathogens, such that those individuals who are more genetically resistant to the pathogens, such that those individuals who are more genetically resistant to the pathogens, such that those individuals who are more genetically resistant to the pathogens, such that those individuals who are more genetically resistant to the pathogens are more likely to survive and reproduce (Wang, Kodama, Baldi, & Moyzis, 2006). S., 549 Jackson, K. W., Shipilov, A.
& Galinsky, A. Psychological Review, 91, 185-215. Psychological differentiation in cross-cultural perspective. R., 565 Fan, J., 214 Farley, R., 36 Faulkner, J., 90 Fausey, C. Cultures also differ in some key developmental transitions. Average Real per Capita GDP 2,500 2,000 Low Slave Export Countries 1,500 1,000 High Slave Export Countries 500 1950
1960 1970 Year 1980 1990 2000 FIGURE 3.14 Those African countries that exported more slaves from the 15th to the 19th centuries have lower GDPs than those that exported fewer slaves. K., 418 Zuckerman, M., 305 SUBJECT INDEX A abacus, 20, 394 abortion, 498 abstract logical reasoning, 193 accessibility universals, 21-22 Accra City (Ghana)
510 acculturation, 168-70, 258-72 attitudes toward host culture, 260-63 cultural distance and, 263-66 cultural fit and, 266-67 defined, 258 discrimination and prejudice in, 272-78 in homogeneous societies, 263 pitfalls of, 270-72 strategies for, 267-70 studies of, 258-60 achievement parenting style and, 180-83 of purity, 499-500 religion and, 316-
22 acquiescence bias, 131-32 acquiring culture, sensitive period for, 168-70 Adams, Glenn, 458-59 adaptive cultural ideas, 83 adjustment, 323 adjustment phase (migrants), 262 adolescents rebellion of, 188-91 suicides of, 580 adulthood, transition to, 190-91; see also initiation practices advertising, conformity and, 341-42 advice, solicited vs. L.,
Greenberger, E., & Dmitrieva, J. Hawthorne, NY: Aldine de Gruyter. There are other ways, however, that we can see cultural differences in perceived control. Evoked culture is thus tied to particular geographical environments: When one moves to a new environment, new behavioral responses should be evoked. However, Indians often express their
embarrassment by biting their tongues, as shown on the right in Figure 10.9. The expression shown on the left is recognized as embarrassment by Indians but not Americans. Psychological Science, 14, 237-243. Universals in color naming and
memory. However, some elements of various non-Western cultures' dominant parenting styles are inconsistent with the express purpose of understanding how people's different experiences in their cultures resulted in
their different ways of thinking. In general, then, people are better at accurately perceiving the emotional expressions of people they have been exposed to more. In contrast, Japanese were unaffected by the mirror. Bennett, W. Culture, temporal focus, and values of the past and the future. L., 462 Yi, X., 526 Yi, Y., 370 Yik, M. principle of equality Theorem
principle that resources should be shared equally among the members of a group. Journal of Personality and Social Psychology, 94, 365-381. In contrast, the expressions of the background people had no impact on the judgments of the faces for the Americans. Protecting the rights of the individual over the collective is emphasized more in
individualistic than collectivistic cultures. A., 414, 416 Elkoshi, T., 307 Elliot, A. There are good reasons to eat fruit. Is there a universal need for positive self-regard? For example, one population of bottlenose dolphins has been found to use marine sponges as foraging tools: They tear off a sponge, carry it over their beak, and then probe their beak
into the sand and coral while protecting themselves from getting scratched. The use of this information does not imply endorsement by the publisher. Ironically, it was the marriages that started off with less love that ended up with more love. C., 449 Cohen, A. "Express yourself": Culture and the effect of self-expression on choice. British Journal of
                                             pages cm Includes bibliographical references and index. Looking at Figure 6.13 we can see that the Americans were more influenced than the Poles by the information about their past performance. Chiu, L. Third, the cultural differences in performance also seem to be related to the expectations of
children and their mothers. Floud, R. However, there is an important catch: Standardizing assumes that the average level of response is identical across cultures (that is, everyone's scores are forced to have an average z score of 0). Somehow, though, it is far more difficult to appreciate how culture influences us. Personality and Social Psychology.
Bulletin, 32, 1-14. Homosexuality and bisexuality are universal and natural stages in life. Roberson and colleagues (2000, 2005) replicated the same basic methodology of Rosch Heider and contrasted the performance of the
Berinmo and Himba with English-speaking Britons. C., Chua, W. A., 30 Levinson, S. Why do you think self-esteem appears to be increasing over the past several decades? doi.org/10.1787/health-data-en Oettingen, G., Little, T. That is, people should be prevented from engaging in a moral violation, or they should be punished if they act in such a way
E., & Cohen, D. Consider this syllogism: In the far north all bears are white. Emotional fit with culture: A predictor of individual differences in relational well-being. Researchers compared the neocortex ratios across a number of primate species, while attending to variables relevant to the three competing hypotheses. Having more than one
perspective available might well lead people to see the world in novel ways, which could foster creative thinking. There is a trade-off between an organism's abilities to specialize in behaviors that are effective in particular environments (see Auld, Agrawal, & Relyea, 2010; Pigliucci,
2005). Gleitman, L. The tendency for analytic thinkers to view objects as separate and internally consistent means that contradiction cannot be tolerated. Cultural ideas and innovations spread out over human history. Individuals in mind, mates by heart:
Individualistic self-construal and collective value orientation as predictors of group creativity. Lin (Eds.), Mental health research in Asia and the Pacific (pp. The Baka are nonliterate hunter-gatherers with little or no exposure to Western philosophical ideas, so the Baka and Western children represent sharply divergent cultural contexts (see Figure
4.1). In sum, the ways that people view themselves are central to topics of human cognition, motivation, emotions, and relationships. In reality, as you can see, the choices of friends cluster closely toward the diagonal of the figure, meaning that the alphabetical ordering of the recruits' last names played a large role in determining whom they chose as
friends. Harton, H. Tuttle, Webb, Weidl, & Baksh, 1990). 245 246 CHAPTER 6 SELF AND PERSONALITY Personality It goes without saying that people are different. "What kind of job should I marry?" "We've found someone for you from a good family on the other side of town." "Where
should we live?" "You'll live with the husband's family." "Should we have kids?" "Yes, starting as soon as possible, and as many as possible, and as many as possible." The influence of our cultural socialization is readily apparent here, as most Westerners have an extremely difficult time imagining not making these kinds of choices on their own. Schooling leads people to think
in ways that are different from the thought processes of people who do not experience formal schooling. Would we expect the same pattern to emerge if, in contrast, questionnaires were developed from trait terms that were derived from different languages and from different cultures? Considerations for Conducting Research Across Cultures Given
the challenges inherent in studying psychology within another culture, it would seem that researchers would be at a distinct disadvantage if they did not have access to the vivid cultural detail that is provided in ethnographies. Transformations in slavery: A history of slavery in Africa (2nd ed.). That there was a difference indicates 109 110 CHAPTER
   CULTURAL EVOLUTION a bias: Why would people assume that others have more accepting attitudes toward heavy drinking than they themselves do? Russell, J. In particular, African-Americans and Hmong Americans.
to consider the role of culture. Tropp, L. You Are a Product of Your Own Culture Where Does Cultural Psychology Come From? Copyright © 2014, with permission from Elsevier; p.391: © The New Yorker Collection, 2002, from Pat Byrnes cartoonbank.com. In one condition, participants would rate the high-status person. And Canadians reported that
they more strongly held the belief that their health was dependent on getting a sufficient amount of sleep compared with Japanese (also see Benedict, 1946, for similar findings). First, they get quite stressed as they realize the parallels between their own performance and the stereotype. Journal of Personality and Social Psychology, 15, 203-210. In
an individual's identity, and they reflect an understanding of the self that is consistent with an interdependent self. Journal of Personality and Social Psychology, 69, 851-864. For example, one large-scale investigation explored whether people from a variety of subsistence societies around the world tended to punish those who acted unfairly, even if
that punishment was costly for the individual to mete out (Henrich et al., 2006; we'll explore this topic more in Chapter 12). G., (1984). Journal of Personality and Social Psychology, 60, 649-655. Would his behavior be wrong then? Advertisers capitalize on this general imitating mechanism when they use prestigious people like LeBron James to sell us
distinct ethnic groups are more likely to maintain negative attitudes toward the host culture and pursue separation or marginalization strategies 269 270 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS (Berry, Kim, Power, Young, & Bujaki, 1989). Science, 307, 1072-1079. I think this is so because the kinds of inappropriate behaviors that
demonstrate one's dependence on another carry different meanings for me, given my own Canadian cultural upbringing. De Raad, B., Barelds, D. (1956). This shows that independent individuals experience their identities as largely distinct from their relationships. Stavrova, O., Schlösser, T., & Fetchenhauer, D. A second version of the story was
designed to lead to a moderate degree of emotional response in the readers. S., Yeung, D. In contrast, in traditional non-Western societies, beliefs in supernatural causes of illness are quite widespread. For example, consider what stereotypes might be associated with Native Americans as embodied in various Native American mascots across the
United States. Participants were asked to decide what emotion the target person was expressing. Some people seem to act pretty much the same across all different situations. In contrast to Protestantism, Judaism and Catholicism are less likely to see humans as fundamentally bad, and they have emphasized the emotion of guilt, which should be
dwelled upon and suffered, as a motivator for people to strive to become better (see Chapter 12 for more discussion about religious differences in morality). New York, NY: Prentice-Hall. Hui, C. American Journal of Physical Anthropology, 23, 293-302. These directions would no longer be applicable if the person approached the freezer from the other
side; they would be reversed—reflecting their relativistic basis. This term translates loosely as a phobia of confronting others. The five-factor model of personality evelopment of sojourners. A., Bustamante, C. This latter system is known as a seniority system, in which time with the company or age is being rewarded.
Usually, we would not expect that an older sister would deserve a larger piece of pie than a younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother, or that the older sister would get more of a say on where the family should have their summer vacation than the younger brother would get more of a say on where the family should have the property of 
referred to this self-contained model of the self as the independent view of self. As noted earlier, rates of anorexia have increased over recent decades. This is in contrast with a concern over advancing oneself and aspiring for gains, which is known as a promotion orientation (Higgins, 1996). Much research has revealed that one important reason
people have such biased views of themselves is that they are motivated to view themselves positively. One is born into a relatively fixed interpersonal network— for example, one might be born the second daughter of the Ackah family, peanut farmers who live in a village just south of the town of Navrongo in Ghana. Sakaitaki hikikomori: Owarani
shishunki [Social withdrawal: Unfinished puberty]. The challenge in this endeavor is that, as any swimmer knows, underwater vision tends to be blurry. Cole, M., Gay, J., Glick, J. My mother tells me I must make the kids sleep in their own rooms. Not can but will college teaching be improved? Do your feelings about Mr. B match more closely with what
 the text described for the morality of thoughts of Protestants or of Jews? If we learn our attitudes about self-esteem from our parents and schools, then where did our parents and texting has influenced people's social relations? Genera
Technical Report NC-163: United States Department of Agriculture. Luria: But one fellow picked three things—the hammer, saw, and hatchet—and said they were alike. Healy, J. According to this frame-switching or alternation view, multicultural people do not develop a blended self-concept that is an admixture of the different cultures they are
exposed to, nor do they lose their heritage-culture self once they have mastered their host culture self. Social Behavior and Personality, 32, 173-182. These can best be treated, Freud argued, by having people explore their memories and traumatic experiences by discussing them in depth in individual sessions, while the therapist plays a key role in
helping the clients to interpret their memories and experiences. J., 471 Goodenough, W. Cultures of infancy. A pure example of the principle of equity can be seen in companies where salespeople are paid exclusively by commission. For the Danish participants, there was little difference in their brain activation patterns when they considered their
social roles or their personal characteristics—both involved a region of the brain (the medial prefrontal cortex) typically active in self-judgments. Following this honeymoon stage most visitors turn a corner and begin to have increasingly negative views about their host culture. Journal of Personality and Social Psychology, 17, 124-129. Berger, J. A.
more concrete response option would be to provide some quantitative descriptions, such as "At least once a day" or "10-20% of the time," which do not provide much room for different interpretations. L., Zheng, J., et al. Leung, U. I discussed this problem with cultural psychologists at other universities, and many said they were in the same situation
J., & Norenzayan, A. So to say that Westerners are more emotionally expressive than East Asians would mean that, on average, people from Western cultures, yet there is also an enormous degree of individual variation that includes some extremely
expressive East Asians and some quite unexpressive Westerners. One way we can see our desire to avoid dissonance is when we make choices. Retrieved from . Taxonomy and structure of Hungarian personality traits. How is it that cultural experiences can change the nature of the ways that people run? About halfway through he saw that there was a
dead rat inside. Indeed, the idea that happiness is a matter of good luck is still evident in most cultures in the world. The psychological science, 8, 363-379. At the most global level, sometimes I use the term "culture" to refer to broad swaths of the earth's population, which may even include
people from a large number of different countries. The pleasures and pains of distinct self-construals: The role of interdependence in regulatory focus. LINGUISTIC RELATIVITY AND PERCEPTIONS OF AGENCY. Another example of how language can shape the ways that people think is in terms of perceptions of agency. The reverse situation may
also be true. Gobster, P. Oxford: Blackwell. This is a problem for cross-cultural research because usually we are interested in assessing cultures by a single standard. Participant: A saw, a hammer, and a hatchet all have to work together. W., 451 Segall, M. This is clear evidence for a universal, biological substrate to emotional expressions. East Asian
art tends to emphasize the context by consisting of relatively small figures and scenes with relatively high horizons in contrast to Western pictures, where figures are relatively high horizons are low. Cheng, C.-Y., & Leung, A. To answer the question, the test taker must choose which of the six numbered alternatives best fits into the bottom right
corner of the matrix. All questions are classified according to educational objective, student text section, difficulty, and question type. Likewise, many fundamentalist Christians have viewed much in Islam as inherently immoral. Most dramatic, perhaps, are the findings from research that having close friends increases the length of one's life (House,
Landis, & Umberson, 1988). When there are problems with the body, it is often treated in ways that you might expect to see a machine repaired. (1936). Third, as can be seen in Figure 2.7c, there is a rather clear relation between neocortex ratio and average group size for the different species of primates. This goal is a challenging one, as there are
some barriers for gaining access to a broad swath of cultures in that most psychologists don't receive training in other cultures, some cultures are harder to gain access to as they might not have local psychologists working there who can serve as collaborators, and it is far more costly and difficult for Western psychologists to collect data across the
world than it is to collect data with convenient samples of students from their universities. A young Californian girl named Genie was raised alone in silence, either tethered to a potty chair or confined to a cagelike crib until the age of 13. Heron (Eds.), Handbook of cross-cultural psychology (Vol. Health differences between African-Americans and
European-Americans have been noted for some time, and historically there was a tendency to assume that the differences between the races (Wise, 1993). Regardless of the situation they are in, they behave largely in the same way. Annals of Behavior Medicine, 20, 326-332. M., & Campbell, W. In another study,
college students in a number of countries were asked the following question: "If a man (woman) had all the other qualities you desired, would you marry this person if you were not in love with him (her)?" (Levine, Sato, Hashimoto, & Verma, 1995). E., 28 Bujaki, M., 270 Bunker, J. One idea to emerge from Protestantism was the notion that individuals
were able to communicate with God directly and thus were not dependent on the Church as an intermediary. (2005, November). Perhaps they simply reflect the vagaries of fashion, and for some reason high horizons and small portrait figures came into voque in East Asia in ways that they didn't in Europe. In contrast, the least successful folk tales had
a broad range of counterintuitive FIGURE 3.7 The Grimms' tale of "The Donkey Cabbage" failed to catch on as well as some of their other tales. This suggests that primary and secondary control experiences are not equally common across the two cultures. Participants were presented with a number of such scenarios that pitted interpersonal and
justice obligations against each other. Comparable findings Mean Items Solved (Controlling for SAT Score) Stereotype Threat and Performance 16 14 12 10 Black Subjects White Subjects Whit
test than African-Americans who are not asked to indicate their race. The development of numerical estimation: Evidence for multiple representations of numerical quantity. As another example, most Westerners would view a 17-year-old who bought a beer from a bar as committing a conventional violation, not a moral one, as they could imagine that
in some cultural contexts this action would not be breaking a law. Another source of evidence for this sensitive period in language acquisition comes from studies of bilingual individuals' brains. Diversity policy, social dominance, and intergroup relations: Predicting prejudice in changing social and political contexts. The study of culture and
psychology touches clearly on the two central themes that guide this book. Schooler, J. Multicultural experience enhances creativity: The when and how. Why isn't hikikomori found as commonly in the West as it is in Japan? It is important to remind yourself every now and then as you are reading that the cultural differences this book describes reflect
general patterns of differences, and not all-or-none statements. Carrier, D. Indeed, incest avoidance is often discussed as a cultural universal whose breach has serious consequences, both in terms of destroying family relations and in potentially producing offspring that suffer from recessive genetic disorders (Westermarck, 1922). International
Journal of Psychology, 34, 29-41. Ethnocultural influences on variation in chronic pain perception. Another psychological variable relevant to health is the availability of cognitive resources to make sound decisions. Because people in the two halves shared a common heritage, we should expect that any psychological differences between people on the
two sides are likely due to the different experiences they encountered with their respective political and economic systems. However, none of those features characterize all the flowers in the group, so these resemblances do not become rules; they would be an example of associative reasoning. This is known as the deprivation effect, and it poses a
serious challenge to the investigation of values (Peng et al., 1997). Some questions that we'll investigate are: "Do people from different kinds of information when they communicate with others?" and "Does our language affect the ways we think?" The exploration of cultural
variation in cognition and perception is guided by the two themes of this book. In the same way that the direction you take in your first few steps, the early conditions of a culture likewise have greater influence in shaping a culture's long-term
evolution than later conditions do. G., 77 Hashimoto, H., 245 Hashimoto, T., 470 Hatfield, E., 469 Haun, D. Also, the reactions of parents to hikikomori sufferers might emerge differently across cultures. I must confess that I sometimes fantasize about running studies like this because of all that we could learn. W., & Stigler, J. Some elements of
fairness thus appear to be a product of cultural evolution. Wilson & W. The mismeasure of man. Protestant relational ideology: The cognitive underpinnings and organizational implications of an American anomaly. E., 303, 586 Tees, R. Indians are most impressed by allocations that take into account the need of the parties involved. Building on this
observation, researchers conducted a meta-analysis of all the past research on cross-cultural recognition of facial expressions and noted that, on average, people showing about 58% accuracy overally
Elfenbein & Ambady, 2002). Whether the geography around you is more suitable for wheat or rice cultivation can have a pronounced impact on how you think about yourself and others. Increasing obesity rates among the adult population in OECD countries. American Anthropologist, 81, 581-605. Adjusting to life in another culture might provide the
perspective that allows people to see things differently, implicitness of, 380-81 nouns and verbs in, 185 vocal tones and, 381 Japan/Japanese acculturation of migrants, 263 adolescence, 190 antidepressants, 530 arranged marriages, 469 artistic traditions, 347, 357-58 attention to stimuli, 353-56 attitudes toward food, 534-35 bar exam, 245 baseball,
103 blood type beliefs, 246 choice making, 331-33 collectivism, 219 conformity, 217 control strategies, 324-26 conversation distance, 160 creation myth, 89 dislike of answering machines, 380-81 dissonance reduction tendencies, 232 embarrassability, 147 emotional experiences, 421, 427-28 emotional expression, 421 exchange students in Canada
278-79 facial expressions, 409, 416 facial features, 448 folk medicine, 551 good manners, 68 SUBJECT INDEX height, 133, 536 hikikomori, 560-62, 564 income and life expectancy, 547 individualism, 97 ingroups and outgroups of, 216 innovations, 374 marriages, 474 math education, 197-200 mere exposure effect, 452 motivation for consistency,
232-33 motivations for self-enhancement, 301-2 nonverbal communication, 380-81 Olympic athletes, 204 parenting styles, 182 prevention orientations, 314 psychotherapy, 588 quality of life, 483, 484 reporting of rogue trader scandals, 326-27 resource distribution principles, 507 romantic relationships, 472 self-awareness, 241-42 self-concept
of, 202 self-consistency, 230-31 self-descriptions, 209 self-enhancement, 306-7 self-esteem situation-sampling study, 142-43 seniority-based pay, 506 similarity-attraction effect, 453-54, 464 sleep, 538-40 speaking to children, 375 SRI scores, 225 success and failure, 314-15 suicide, 579, 581-82 taijin kyoufushou, 578 theories of self, 244 thinking,
528-29 toleration of contradiction, 370-71 two-year-olds, 188 Javanese, 425 Jean, Michaelle, 256 Jensen, L. When people adopt a multicultural approach and attend to cultural differences, people of different cultural approach and attend to cultural differences, people of differences, and we
cannot consider the mind separate from its culture. Cultural practices emphasize influence in the United States and adjustment in Japan. Ethnicity and Health Socioeconomic status is implicated in people's health outcomes in another way. Modiano, D., Petrarca, V., Sirma, B., Nebie, I., Diallo, D., Esposito, F., et al. If we are to deepen our
understanding of how cultures and minds are intertwined, we need to "unpackage" the cultural differences to reveal the specific cultural experiences or variables that relate to the cultural difference. 1 2 3 4 5 6 99 CHAPTER 3 100 CULTURAL EVOLUTION of education that is needed in order to get a good job. But how could this be? Arnett, J. These
studies show that people rely on different brain regions for processing visual information in scenes (for a review see Park & Huang, 2010). In contrast, the same kinds of directions as given by speakers of Guugu Yimithirr, an aboriginal group in Australia, would not include any of these relative terms. on especially important traits, the cultural
differences would be reduced. Two important points have been derived from these findings, M., & Blackburn, T. There has been a tremendous amount of recent research in the incipient field of cultural traits. Hence, the
president of a company has a lot of face, whereas the person in the mailroom has very little. Eibl-Eibisfeldt and F. Organisation for Economic Co-operation and Development. Cognitive, Affective, & Behavioral Neuroscience, 7, 44-52. New York, NY: Basic Books. Nomura, N., Noguchi, Y., Saito, S., & Tezuka, I. Take a look at the clothes you're wearing
right now. Savani, K., Markus, H. America's graduation from high school: The evolution and spread of secondary schooling in the twentieth century. One explanation, which appears compelling on the surface, does not appear to be responsible—that is, America's graduation from high school: The evolution and spread of secondary schooling in the twentieth century.
Mexico and East Asia). Changes in Attitudes Toward the Host Culture A number of studies have explored how migrants' psychological adjustment to new cultures unfolds across time. The year before last we even bought a new, larger home so that our daughter would have her own bedroom. Culture shapes a mesolimbic response to signals of
dominance and subordination that associates with behaviour. Perhaps there is some truth to the cynical pronouncement by the 17th century British scholar, Robert Burton, that marriage is the last and best cure of romantic love. L., 308, 447, 448, 449 Apple, K. 335-370). Indeed, when Asian-American students reflected on their mother pressuring
them to work hard on a task they were more motivated to complete a task on their own (Fu & Markus, 2014). Ochs (Eds.), Language socialization across cultures (pp. T., & Shea, S. For example, researchers have identified personality traits that predict who will be most likely to seek cross-cultural experiences. That is, even though Ekman and Friesen
collected data from different cultures, it is possible that people from those cultures all learned to express emotions with their faces in ways that are similar across cultures. One difference is that genes are copied very faithfully from one generation to the Factors That Cause Ideas to Spread next, with copying errors (mutations) being very rare and
emerging randomly, by chance. 509 CHAPTER 12 510 MORALITY, RELIGION, AND JUSTICE 50 Dictator Game Offers as Percentage of Stake 45 40 35 30 25 S la U n ii ur is lM ra a of Ru ng ia ng so Ve n in a rm ez Ke ue ny a na a ha O Sa ity cr a C N a Su rs ur un Ac pu G in G ui ne ui ew G ga ne a a ny ew of Pa of Au Pa pu m a bu N ru of Ke be ria
an sa Sa na N d an an lg Do of Tan in ge ga lla vi ga an Is Si za ad cu of ua ro fE a aw Sh Ya s ni or ji Fi ny Ken ii ar ag ol ii us M G a any Ke liv of Bo of e an m Ts i H ad za of Tan za ni a ia 20 FIGURE 12.9 American samples offered the largest amounts in the dictator game, indicating that they have stronger motivations for fairness. And whereas
Americans tend to bask in the reflected glory of their sports teams, Japanese sports fans are likely to be more critical of their own teams than of the opposition (Snibbe, Kitayama, Markus, & Suzuki, 2003). One important reason for our attractive mates, according to evolutionary reasoning, is that physically attractive people are
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less likely to be infected by parasites (parasitic infections can cause asymmetry and blemishes, which tend to be viewed as unattractive) and are thus, on average, healthier. Journal of Personality and Social Psychology, 70, 961-978. Watters, E. Target object A belongs to Group 1 by associative reasoning but it belongs to Group 2 according to rule-
based reasoning. ethnocentrism The tendency to judge people from other cultures by comparing them to the standards of one's own culture. Much research has confirmed this pattern (e.g., Elliot, Chirkov, Kim, & Sheldon, 2001; Lee et al., 2000; Lockwood, Marshall, & Sadler, 2005). Given this cultural diversity in both the kinds of presentations of
mental illnesses and in people's understanding of mental illness and treatments, one might assume that therapists would be most effective if, when possible, they could be matched up with clients who share their same cultural background, because the clients can express their views in their own language, will feel that the therapists understand them
better, and will be more likely to continue with their treatment (Sue, 1998). Cross-cultural transitions and sojourner adjustment in Singapore. This moral code is perceived to stand across all times and circumstances and should not be altered to accommodate any societal changes or individual differences. Cartoons. Second, they included some studies
that went beyond some perceived shortcomings in the original methodology of Rosch Heider. public goods game An economic game in which a group of people have the option to contribute some of their money to a common pool, after which the experimenter multiplies the money in the pool and then redistributes it to all the members of the group.
R., Forrester, T., et al. "Large-scale psychological differences within China explained by rice versus wheat agriculture." Science 344(6184):603-608. Galef (Eds.), Social learning in animals: The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan; Nosek, Brian A. And this begins early in life—very early. T., 572 Chee, M., Social learning in animals: The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan; Nosek, Brian A. And this begins early in life—very early. T., 572 Chee, M., Social learning in animals: The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan; Nosek, Brian A. And this begins early in life—very early. T., 572 Chee, M., Social learning in animals: The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan; Nosek, Brian A. And this begins early in life—very early. T., 572 Chee, M., Social learning in animals: The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan; Nosek, Brian A. And this begins early in life—very early. T., 572 Chee, M., Social learning in animals: The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan; Nosek, Brian A. And this begins early in life—very early. The roots of culture (pp. Psychological Reports, 46, 286. Graham, Jesse; Haidt, Jonathan, Jesse; Haidt, Jonathan
There is just too much slippage in their ratchets. As a first step, it is crucial to learn something about the culture you are studying. Even within the West, there are large discrepancies between nations in obesity rates. London: Faber and Faber. Furthermore, because norms regarding what is appropriate sexual behavior differ in South Asia and North
America, most North American males would likely not feel much guilt at the thought of engaging in acts that caused them to lose semen. Being civil and polite, he did so, without ever telling them that in rural India there is no such thing as a family meal. Could people in some cultures have kinds of relationships that are completely unfamiliar to those
in another culture? Given all the time we spend in school, we might question the kind of impact this long exposure to education has on our psychological studies have thus far been largely limited to explorations of the minds of people living in Western, Educated,
Industrialized, Rich, and Democratic (WEIRD) societies (Henrich, Heine, & Norenzayan, 2010b). "You picked the wrong religion, period. Not surprisingly, given what we learned in the study that compared self-descriptions across the contexts in which they were written (Kanagawa et al., 2001), Koreans viewed themselves as far less similar across
situations than Americans did. It is possible that in some cases the Western categories of physical illness, such as diabetes, cancer, or influenza. The novelty part of the creativity equation appears to be facilitated by individualism and
Western cultural experiences. Here is a San toddler in the Kalahari desert in Botswana observing how his father makes fire. Personality and Social Psychology Bulletin, 37, 838-849. Attention These studies suggest, quite remarkably, that people from different cultures are not seeing the same things, even when they are looking at identical scenes.
Personality and Social Psychology Bulletin, 36, 1514-1528. The "relative" line should be 6 mm long. For example, if Ben is with his parents, then he is highly diligent and eager to fulfill his obligations. A higher horizon calls attention to the depth of the setting and allows for all the different objects and places within a scene to be seen in relation to
each other, whereas a lower horizon reduces the range of the scene that is visible. Language and cognition: The cognitive consequences of spatial description in Guugu Yimithirr. A dog, a carrot, and a rabbit." When answering this question, people typically give one of two kinds of answers (Chiu, 1972; Ji, Zhang, & Nisbett, 2004). F., Boland, J. Grand
Rapids, MI: Eerdmans. Fonseca-Azevedo, K., & Herulano-Houzel, S. In contrast, Japanese persist longer on a task if they think they are poor at it compared to when they think they are talented at it. Understanding another cul"You picked the wrong religion, period. Parallel findings of decreasing mental health alongside acculturation have also been
found for Latinos (Alegria et al., 2008). If the various extensions of the James-Lange theory are correct—that emotions are largely based on the particular and specific physiological reactions that people have to various extensions of the James-Lange theory are correct—that emotions. Kurman, J. TABLE 6.2 Positivity
of self-descriptions across contexts In Professor's Office With Fellow Student In a Large Group Alone American 3.77 3.26 3.30 3.22 Japanese .35 .69 3.20 Japanese .35 .69 Japanese .35 Jap
compared with Judaism, Christianity has fewer practices and instead places more emphasis on one's private communications with God. Cultural borders and mental barriers: The relatioship between living abroad and creativity. In other words, culture is any kind of idea, belief, technology, habit, or practice that is acquired through learning from
others. Kim, S. psychologization When symptoms of an illness are primarily experienced psychologically rather than physically. The International Association of Cross-Cultural Psychology is an organization of researchers studying culture and psychology from all around the world, and its members routinely find members from other countries to
collaborate with on cross-cultural projects. First, if we consider why people feel a sense of parental love, the answer seems quite obvious. A., 134 Statistics Canada, 100 Staurowsky, E. This stimulus pits associative reasoning against rulebased reasoning.
Americans do (Rozin, Fischler, Imada, Sarubin, & Wrzesniewski, 1999). Parenting styles and development of the categorical self: A longitudinal study on mirror self-recognition in Cameroonian Nso and German families. The children showed evidence of true imitative learning, in that they tried to do precisely what the model had done. And they are
differences on a real-life concrete task: math tests. Therefore, in this picture rulebased reasoning leads to a different solution than would be reached with associative reasoning. LANGUAGE FACILITATES CULTURAL LEARNING. Market integration was operationalized as the percentage of calories consumed in a society that are purchased in a
market. Patel, V., Simunyu, E., & Gwanzura, F. 307 308 CHAPTER 8 MOTIVATION One alternative possibility is that East Asians really are just as motivated as Westerners to evaluate themselves positively; however, various Western biases in our research methodologies prevent us from seeing these motivations. Food and life: Pleasure and worry
among American college students: Gender differences and regional similarities. Brown/Getty Images; p.276: Ronald C. Psychological Bulletin, 126, 309-337. Some of my own research has contrasted Japanese and North Americans in their motivations, and many of the ideas I studied stemmed from experiences I had living in Japan. FIGURE 6.2 Who
am I? The reasoning for romantic love is similar. Alogna, V. This possibility would suggest that the experience of depression is identical across cultures, but social stigma results in the environment. In this way, a
comparison between students of industrialized societies is a rather conservative, and less powerful, investigation of the effects of culture. Sometimes these nationalistic sentiments are wrapped in religious overtones, and sometimes these nationalistic sentiments are wrapped in religious overtones, and less powerful, investigation of the effects of culture.
as fundamental a psychological process as the mere exposure effect, since it is not found as broadly across species. That is, many First Nations youth can no longer identify much with their traditional culture, which has largely been eradicated, and they are also unable to identify with mainstream Canadian culture. This renders face as something that
is difficult to enhance. In the West, suicide is most often seen as stemming from depression, substance abuse, health problems, economic misfortune, and other tragic life events. DeWall, C. The controversy seems to rest on the contrasting views of the mind inherent in the perspectives of general psychology (i.e., the mind operates independently of
content and context) and cultural psychology (i.e., the mind is shaped by content and context). However, people don't usually use the full range of possible distances when they have conversations. In 1912, in a time of increasing racism in the United States as the country was admitting vast numbers of immigrants, the U.S. Public Health Service hired
the psychologist H. This itself reflects an interesting, and as of yet unexplained, cultural psychological finding: Why are Westerners, especially North Americans, so much more interested in psychology than the rest of the world? By all accounts, it appears that bulimia is a culture-bound syndrome that is largely confined to modern cultures with
Western influence (see Figure 14.2). Some people have focused on the symbolic aspects of culture, and the relationship begins without
much in the way of romantic love. Yamagishi, T., Cook, K. Ying, Y., & Liese, L. Does globalization mean that we are destined to all become citizens of a homogenous world culture? There are also examples of differences in psychological variables between individual Catholics and Protestants. Time magazine called him "a cosmopolitan chameleon [who]
seems at home in any culture while viewing it with an outsider's ironic acuity" (Corliss, 2001). J., & Smith, K. How might a belief in predestination affect one's attitude toward work? The more involved your collaborator is in the project, the more likely you are to avoid the situation that happened to the researchers studying the Indian family dinner
Infant Behavior and Development, 7, 49-63. C., Nimmo-Smith, I., & Lawrence, A. Ward, C., & Kennedy, A. When asked to divide up the family into these three rooms, people in the two cultures tended 177 178 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION to reach quite different solutions. However, after they had taken their pen, the
experimenter asked for it back, saying that it was the last one she had, and she gave the participant an obviously inferior pen to replace it. When in a situation with interdependent selves, or even show some evidence of anti-conformity (e.g., Frager, 1970). One occasion in
particular sticks in my mind. In the rice-growing regions, people showed more evidence of interdependent thinking 75 76 CHAPTER 3 CULTURAL EVOLUTION styles, in that they viewed themselves more as part of a network, were more tolerant of nepotism, and engaged in more holistic reasoning (we'll revisit the nature of interdependent thinking 75 76 CHAPTER 3 CULTURAL EVOLUTION styles, in that they viewed themselves more as part of a network, were more tolerant of nepotism, and engaged in more holistic reasoning (we'll revisit the nature of interdependent thinking 75 76 CHAPTER 3 CULTURAL EVOLUTION styles, in that they viewed themselves more as part of a network, were more tolerant of nepotism, and engaged in more holistic reasoning (we'll revisit the nature of interdependent thinking 75 76 CHAPTER 3 CULTURAL EVOLUTION styles, in that they viewed themselves more as part of a network, were more tolerant of nepotism, and engaged in more holistic reasoning (we'll revisit the nature of interdependent thinking 75 76 CHAPTER 3 CULTURAL EVOLUTION styles, in that they viewed themselves more as part of a network, were more tolerant of nepotism, and the negotism of the network of the netwo
styles in Chapters 6 and 9). Why do you think independence versus interdependence versus interdependence versus interdependence is such a critical dimension for understanding how cultures differ? Grossmann, I., & Varnum, M. One study compared native Jahai speakers with American English speakers in their ability to name both a set of odors (e.g., cinnamon, gasoline, onion) and a set of colors
(e.g., red, blue, black; Majid & Burenhult, 2014). A Note on Heterogeneity of Individuals and Cultures It is much simpler to refer to people as though they had either an interdependent or an interde
were exotic and different are no longer so interested in those differences. Ramirez-Esparza, N., Chung, C. But this is a rather unsatisfying and circular definition in that we are defining culture in terms of what is uniquely human (i.e., having symbolic coding) and then concluding that culture is therefore unique to humans. Coming of age in Samoa: A
psychological study of primitive youth for Western civilization. You need to grow up in an environment with carpentered corners to be susceptible to this key visual illusion. W., van Harten, P. Although the mascot looks more affable than threatening, is hugely popular among Cleveland fans and—according to a much-critiqued poll conducted by Sports
Illustrated—most Native Americans (King, Staurowsky, Baca, Davis, & Pewewardy, 2002), a question arises regarding how Native Americans produce harmless consequences? Just imagine how useful all that extra strength would have
been. 115, 207-224. H., 541 Foster, J. S., & Apple, K. The prevalence of ataques de nervios in the Puerto Rico Disaster Study: The role of culture in psychiatric epidemiology. J., 339 Lee, K., 166 Lee, P. Contribution of job control and other risk factors to social variations in coronary heart disease incidence. That is, Americans of Scandinavian descent
tended to have the highest well-being scores, followed by Americans of central European descent, and followed by Americans of eastern European descent. Controlling for these factors, they found two variables that predicted which societies made larger (i.e., more fair) offers: market integration and religion. A fourth factor underlying cultural
differences in math performance can be traced to the languages themselves. Cultural Learning? Y., 175 Moons, W. Georgas, J., Berry, J. Cross-national comparisons reveal some striking evidence for the health problems associated with relative deprivation. Because
information is dispersed in people's minds through networks, people who are "primed" or exposed to one part of that same network. Paradoxical pathways: An ethnographic extension of Kohn's findings on class and childrearing. According to this code, there is an
ethical principle to uphold one's interpersonal duties and obligations toward others. The correct answer was obvious to everyone. American Journal of Public Health, 89, 1543-1548. Chiao, J. Social structure, infectious diseases, disasters, secularism and cultural change in America. In contrast, the Japanese responses varied considerably across
situations. This is the time that homesickness can become quite strong, as people miss all their close friends and family; they begin to long for the little things they never used to think much about—their daily discussion with the bus driver or their favorite snack that they can no longer get. Three years later, 40% of the other macaques in Imo's troupe
were washing their potatoes. M., Bond, M. You could choose stones that are approximately the correct size and carve them down so that they fit perfectly into the wall. 89 90 CHAPTER 3 CULTURAL EVOLUTION Similarly, another study explored the kinds of statements that were included in folk tales by the Brothers Grimm. American Journal of
Physical Anthropology, 15, 489-515. Third, the authoritarian category has been argued to exclude one important element of parenting styles: the role of training. How should we describe a Japanese individual's self-concept if it appears quite different depending on whom the person is
sitting near at the time? Benet-Martinez, V., & Waller, N. Even though Chips 1 and 2 are actually equally distant from the target chip fall within the category of green, whereas Chip 2 falls within the category of blue. Psychological Methods, 2, 329-344. Since he
first proposed it, James's theory of emotions has been expanded in many ways, so that emotions are no longer seen to be just the physiological experience but rather also include appraisals, nonverbal experience but rather also include appraisals.
of situations, people's behaviors and statements are not accurate reflections of their thoughts. Despite the unresolved controversy in this one instance, there have been investigations from many other characteristics that we find attractive in mates
aside from their physical beauty, such as their intelligence, kindness, sense of humor, and so on. A relevant example is the stereotype that African-Americans fare worse on intellectual tasks. H., & Bilsky, W. Inglehart, R., & Klingemann, H. The universal human ability of being able to distinguish all possible phonemes gets whittled down to the ability
to perceive and categorize only the phonemes heard during the critical window of language development. For example, you can hear people speak of Jewish culture, Harvard culture, Mac-user culture, or Trekkie culture. A similar cautious
attitude toward friends has been identified in East Asia, and relational mobility is the variable that best explains it. F., 319 Jackson, J. J., & Rogot, E. K., Hebrank A. One way to test this hypothesis is to compare performance on various measures of acculturation across countries. A., 134 Sue, S., 586, 589 Suedfeld, P., 293 Suga, S., 361 Suh, E. Indeed,
although East Asians tend to score higher than Westerners on measures of social anxiety, epidemiological surveys find far less evidence of people who meet the clinical criteria of social anxiety disorder in East Asia than in the West. If there is a hierarchy of the different fields within psychology, the study of cognition and perception is seen by many to
be the field that occupies the throne. H., 18 Goodwin, R., 469 Goody, J., 191 Goossens, H., 554 Gordon, R. as a human universal (see Figure 11.11). They did so by having participants assigned to either a situation that was to lead them
to interpret their feelings as euphoria or a situation that would lead them to interpret their feelings as anger. If a finding is observed with one method, it is good practice for the married couple and encourage the development of independence
among their children. An analysis of the national media coverage of Japanese and American Olympic athletes tended to explain their performance in ways that contrasted with each other (Markus et al., 2006).
E., 552 Evered, S., 323 Everett, D. Y., 287, 314 Lee, C. We can learn much about how the mind works by identifying the universal and invariant ways that it operates. House, J. There was almost no agreement among American participants in how they described odors. However, the therapeutic benefits of this cultural matching of therapists and clients
appear to be quite modest (see Maramba & Nagayama Hall, 2002; Shin et al., 2005), can serve to ghettoize therapists from different backgrounds (Ryder & Dere, 2010), and in many situations can be impossible to achieve. Mind in society. Let me tell you what to do: Cultural differences in advice-giving. As such, culturally normative behavior comes to
be seen as natural, and deviations from that natural path often tend to be viewed as less desirable or even immoral. Baron-Cohen, S., Wheelwright, S., Hill, J., Raste, Y., & Plumb, I. Re-evaluating the costs and limits of adaptive phenotypic plasticity. Cheung, B. meaning, 381–82 Finland/Finns gender equality views, 225 hypertension rates, 549 SRI
scores, 225 First Nations (native Canadians) approaches to cultural differences and, 27 suicide rate, 580-81 first-person memories, 239 Fiske, Alan, 455, 457 Five Factor Model of Personality, 246-52 Flynn effect, 98 fMRI (functional magnetic resonance imaging), 139, 140 folk tales, 90-91 food, brain size and, 52-57 "forbidden experiment," 166-67
Ford, C. Cultural psychology / Steven J. SUMMARY W hy people act in the ways they do is a question that reveals their underlying motivations. Nature, 293, 57-60. On the opposite diagonal of the figure are two mixed strategies. Gentile, B., Twenge, J. These ecological differences can have some indirect effects on cultures as well. M., Harkness, S.,
Ranade, N., & Londhe, R. Rather, the kinds of stories that are especially likely to persist in our memories are ones that contain a few minimally counterintuitive ideas. Thus far, the most common non-Western samples to be studied are student samples from East Asia, as there are many psychologists there who collaborate with international teams.
Knowledge and Passion: Ilongot notions of self and social life. Some evidence for this can be seen in the fact that the rates for both disorders have increased quite dramatically over the past 50 years (Keel & Klump, 2003). J., MacLarnon, A. Now, however, they have some love for each other. judgments with the figure-line task (Hedden, Ketay, Aron
Markus, & Gabrieli, 2008). Second, moral obligations are perceived as legitimately regulated. The Nuer maintain larger 77 78 CHAPTER 3 CULTURAL EVOLUTION (a) (b) FIGURE 3.4 Striking cultural differences between (a) the Dinka and (b) the Nuer of southern Sudan highlight the limits of geography's influence on culture. Segal, M. L., 532
Richardson, A., 262 Richerson, J. However, diagnoses of hysteria decreased dramatically in the early 20th century (see Tseng, 2001), and today, hysteria is no longer a diagnostic category and does not appear in the DSM-V. This is because you're more likely to encounter a successful model to copy from out of a larger group than out of a smaller
group. It appears that potato washing was a strategy that was invented by Imo, was learned by those around her, and then subsequently became part of the cultural repertoire of a subgroup of macaques living in the same troupe. Kasahara, Y. Journal of Personality and Social Psychology, 78, 1122-1134. Millon, P. In what kinds of cultural contexts
might we expect people to base their life satisfaction on whether they are doing the kinds of things they would like to do? 495 496 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE FIGURE 12.4 The different moral ethics that people embrace underlie many of the ideological differences within countries. P., 544 Hofstede, G., 218, 219, 221, 226
319 Hogan, C. Many people take years to decide these issues and often evaluate their lives with respect to the success of these decisions. The low-status Brazilians, with 87% universalizing their judgments and 80% believing that the man needs to be punished. The kinds of data that are perhaps
most exciting for many psychologists are behavioral measures. Participants in that condition recited the alphabet while trying to solve the Raven's items. 319-346). Predicting whether multiculturalism positively or negatively influences White Americans' intergroup attitudes: The role of ethnic identification. In the past, there was little concern about
the context in which personality measures were used. SUMMARY The self-concept is central to much of psychological research, and it varies in important and systematic ways across cultures. Y., & Mountcastle, A. The self from the "outside in" and the "inside out" in the memories and emotional perceptions of Easterners and Westerners. Maass, A.,
Karasawa, M., Politi, F., & Suga, S. It enables us to eat a wider variety of different kinds of food than what we could consume raw. antisocial punishment, 512-13 civic cooperation, 513-14 depression, 436-37 S-28 SUBJECT INDEX Russians (continued) dispositional and situational attributions, 364 emotions, 400 Goddard's intelligence
assessment of, 194 holistic thinking, 351 social support seeking, 586 S saccades, 356 sacred couples principle, 178-79 sadness, 409-12 saints, self-starvation by, 567 Saito, Tamaki, 562 salmon bias, 550 Sambia case study, 15-18 Samburu (Kenya) resource distribution principles, 510 self-descriptions, 208-9, 212 Samoans body mass index, 531
emotions words, 424 San (Botswana), 162 Sandler, Adam, 8 San Jose Mercury News, 374 Sanquianga (Venezuela), 510 Sapir, Edward, 168, 382 Sartre, Jean-Paul, 210 SAT scores, 98, 245 Saudi Arabia/Saudis altruistic vs. 529 530 CHAPTER 13 PHYSICAL HEALTH This last point—that the findings are based on Western
data—is critical, because published studies that have explored the relations between genes and psychological variables across cultures. One argument for why SAT scores have been falling is that the SAT measures acquired knowledge: In particular, the verbal component of the SAT
measures a good deal of difficult vocabulary. Animal Behavior, 44, 867-879. Stanley Schacter (see Figure 10.3) and Jerome Singer (1962) were the most famous proponents of the two-factor theory. Likewise, other studies find effects after manipulating cultural variables, such as priming cultural variables, such as prim
Xun, & Wilson, 2002) or situational sampling (e.g., Kitayama, Markus, Matsumoto, & Norasakkunkit, 1997; Morling, Kitayama, & Miyamoto, 2002). Retrieved from www.who.int/ mental health/prevention/suicide/country reports/en/index.html World Health Organization. J., 550 Perilloux, H. REFERENCES Benet-Martinez, V., Leu, J., Lee, F., &
Morris, M. Even though there were no longer any members from the original group who had been exposed to the confederate's rather large estimate, people continued to see the light as moving more than had those who were tested by themselves. If we accept this definition, then, yes, humans are the only species that have culture, because no other
species appears to have symbolic coding (Deacon, 1997). A cross-cultural study. Fear of eye-to-eye confrontation among neurotic patients in Japan. Cross-cultural study. Fear of eye-to-eye confrontation among neurotic patients in Japan. Cross-cultural study. Fear of eye-to-eye confrontation among neurotic patients in Japan. Cross-cultural study.
whom. FIGURE 13.11 1 0.95 Distribution of correlations across 25 items between pairs of groups. Moreover, among both East Asians and Westerners, interdependence has been found to be associated with heightened social anxiety, while independence has been found to be associated with heightened social anxiety, and the second social anxiety are also contains and the second social anxiety are associated with heightened social anxiety.
harmony and the experience of social anxiety (Hong & Woody, 2007; Norasakkunkit & Kalick, 2002). 9, 73-80. Jablonski, N. Nwaefuna, A. Culture as process: Empirical methods for cultural psychology. Leung, & J. However, one cultural psychology. Leung, and the experience of social anxiety (Hong & Woody, 2007; Norasakkunkit & Kalick, 2002). 9, 73-80. Jablonski, N. Nwaefuna, A. Culture as process: Empirical methods for cultural psychology. Leung, & J. However, one cultural psychology.
eliminating the problems with moderacy and extremity biases. (1998, February 23). Wang, Q., & Conway, M. Unlike bulimia nervosa, which has all the hallmarks of a culture-bound syndrome, there is evidence that some of the symptoms of anorexia are universal, although they are still influenced a great deal by culture. is, the schooling led the
children to process information in a more efficient manner. Unfortunately, many coding decisions are quite subjective and, on occasion, the decisions are not obvious. Citation poster session presented at the annual meeting of the American Psychosomatic Society, Denver, CO. When economists first learned that Western university students played
behavior anonymous. R., & Friesen, W. For the most part, we feel that we can recognize our emotions easily enough. The group brings in interpreters, consultants, and culture brokers from various disciplines to speak on particular cases when their expertise is needed. So, for example, as an assessment of how much you have the intuition to avoid
harm, how much money would you need to be paid to stick a pin into the palm of a child you don't know? I., D'Andrea, S., Davis, I. A sense of obligation—Culture and the subjective experience of meeting people fairly seems like a common, if not universal, concern. You can't have that pen. Rosch Heider contrasted the
performance of this group on a variety of color perception tasks with that of English-speaking Americans. Crazy like us: The globalization of the American psyche. The American psyche. The Americans showed more interference in their judgments about the meaning of the
words (while ignoring the vocal tone). R., 184, 310 Wiley, A. Unrealistic optimism: East and West? The circles are drawn with either solid lines to indicate firm boundaries. Given that face is so easily lost, a good strategy is for people to adopt a cautious approach and try to ensure that they are not
acting in a way 313 314 CHAPTER 8 MOTIVATION that might lead others to reject them (Hamamura & Heine, 2008). Nisbett, R. M., 508 Pagsberg, A. And it's not the case that North American infants are sleeping more than the rest of the word; another study found that Dutch infants slept about 1.3 hours more than American infants (Super, Blom
Harkness, Ranade, & Londhe, 2014), indicating that people in countries that occupy the extreme ends of this distribution (Japan and the Netherlands) have pronounced differences in the amount that they sleep. Factor analysis is a technique used to identify groups of things that are alike or different. In 2010, People and GQ anointed them "Sexiest
Man Alive" and "Babe of the Year" respectively. What do you do? Hence, whereas Indian vegetarians embrace more strongly the moral foundations of respectively. What do you do? Hence, whereas Indian vegetarians embrace more strongly the moral foundations of respectively.
Cheng, & Waddar, 2013). Morling, B. 1-43). A common domain in which we see evidence for this selection is cultural differences in dietary practices, such as milk consumption. extraversion A personality trait that indicates how active or dominant an individual is; part of the Five Factor model of personality. Given what we know about cultural
differences in analytic and holistic ways of thinking, we would expect Westerners to be more likely to explain people's behaviors in terms of their underlying dispositions (i.e., they will make dispositions) and East Asians—and perhaps people from other cultural backgrounds as well—to be more likely to explain people's behaviors in terms of their underlying dispositions (i.e., they will make dispositional attributions) and East Asians—and perhaps people from other cultural backgrounds as well—to be more likely to explain people's behaviors in terms of their underlying dispositions.
of contextual variables (i.e., they will make situations). Evidence for a sensitive period for acculturation and perceptions of self, ingroup, and outgroup: Comparisons between Mexican-American and European-American children. Does the throwing "gender gap" occur
in Germany? (1983). Given that there is systematic human genetic variation around the world, and that genes play a role in psychological differences discussed in this textbook? Hence, on the one hand we see rates of anorexia increasing globally, and there
is less reliable evidence for anorexia in some cultures than in the West, suggesting that there are clear cultural influences on the disorder. Her people were exterminated over the years by aggressive policies of the European settlers and by the diseases that they introduced throughout Australia. For example, studies of American college students find
that, compared with those who have not moved before, those who have moved multiple times in their colleges only when they are described positively, but not when they are described negatively; Oishi, Ishii, & Lun, 2009); (2) have more Facebook friends on
campus (and continue to acquire more new Facebook friends over time; Seder & Oishi, 2008); (3) view their personality traits (which are immediately apparent upon meeting them) to be a more central part of their identity than their group 465 466 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS FIGURE 11.10 The
state of Nevada has the highest residential mobility in the United States. ORIGINS OF CULTURAL DIFFERENCES IN SELF-ENHANCEMENT. Now how might this cultural difference in self-views emerge? Talhelm, T., Zhang, X., Oishi, S., Shimin, C., Duan, D., Lan, X., & Kitayama, S. The Irish playwright George Bernard Shaw once cynically
commented, "Love is a gross exaggeration of the difference between one person and everybody else." At one level, there seems to be some truth in Shaw's remark. This is yet another piece of evidence in support of Nisbett and Cohen's theory. For example, when Anglo-American and Mexican students were shown a video of a workgroup meeting, the
Mexicans later showed significantly better recall of interpersonal information from the meeting than the (largely Protestant) Americans were focused primarily on the work task at hand (Sanchez-Burks, Nisbett, & Ybarra, 2000). Cannon thought that such a simple and ponderous system could not provide the complexity to cover the
wide array of emotions people feel. A., 381 Reyes, J. Furthermore, much research demonstrates that there are tangible benefits to being happy. Neuron, 23, 127-137. E., & Wilson, A. This adjustment occurs over a wide variety of domains—acquiring a new language, learning new interpersonal and social behaviors, becoming accustomed to new
values, often becoming a member of a minority group, and adjusting one's self-concept (e.g., Berry & Kim, 1988; Church, 1982; Furnham & Bochner, 1986; LaFromboise, Coleman, & Gerton, 1993). In explaining these cultural differences, Edward Hall (1976) made a distinction between high-context and low-context cultures. C., 247 Butner, J., 233
language. Roche & R. Initial conditions thus do indeed inf luence later generations, although their effects can diminish over time. This analysis revealed two additional factors—temperamentalness and a negative valence dimension—that did not correlate strongly with any of their effects can diminish over time. This analysis revealed five traits that were highly similar to the Big Five; however, it revealed two additional factors—temperamentalness and a negative valence dimension—that did not correlate strongly with any of their effects can diminish over time.
Big Five. Weber maintained that this shift in attitude had an enormous impact on society. 175). Furthermore, the more likely people were to say they would pass them on. Macpherson, C., & Macpherson, L. People who have received
psychological training are often rather resistant to accepting the idea of real cultural differences in ways of thinking, and I anticipate that many of the readers of this book will be similarly resistant. Thus far, explanations for cultural differences in the course of schizophrenia remain largely speculative (also see Watters, 2010). Conceptually similar
findings have emerged in studies showing that Europeans judged facial expressions by attending to both the eyes (Blais, Jack, Scheepers, Fiset, & Caldara, 2008; Jack, Caldara, & Schyns, 2011). The identical action can come to take on different meanings, and
the potential meanings that are available are influenced by the cultural context within which they occur. Some of the values represented individualistic concerns, such as freedom, independence, and choosing one's own goals. K., & Fung, H. For the second 10 items the participants remained by themselves in a room, but they received one of two sets
of instructions. Beauvois, J. B. Journal of Personality and Social Psychology, 104, 354-370. First, it is important to recognize that in many Asian cultures, infants and toddlers are often shown a great deal of indulgence with few demands or expectations placed on them until they reach school age, when parents become much stricter (e.g., Conroy, Hess,
Azuma, & Kashiwagi, 1980; Kim, Kim, & Rue, 1997; Morrow, 1989); that is, there are different parental styles depending on the stage of development of the child. One way to explain Dan's behavior would be to consider his internal characteristics. As Michael Ignatieff stated, "The key narrative of the new world order is disintegration of states" (1994,
p. Shennan, & M. English speakers may try to compare the odor of one thing to another, such as describing the bouquet of a wine to be reminiscent of coffee, banana, and cloves, with olive tapenade notes, but they have few basic odor terms, beyond words such as "stinky" or "fragrant." Moreover, as a review of the literature on olfaction concluded,
 "Humans are astonishingly bad at odor identification and naming" (Yeshurun & Sobel, 2010). Considering love from an evolutionary perspective we can see some good reasons for its origins. Individual and collective processes in the construction of the self: Self-enhancement in the United States and self-criticism in Japan. Cross-cultural studies of the
holier than thou phenomenon. Simply put, they found considerable evidence for cultural variation in the ways that people in the different cultures learned and remembered colors. W., 311 Hannover, B., 144, 288, 350 Harber, K. Revisiting the multicultural experience-creativity link. What happens when you experimentally compare these two
approaches? The energetic paradox of human running and hominid evolution. (2010, July 10). The original and twice-translated versions in Language A are then compared so that any discrepancies between them can be resolved. A social 505 506 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE system that rewards individuals on the basis of
the equity principle is known as a meritocracy, and meritocracy and me
Lexington Books. As you've surely noted yourself, there are many ways that you differ from the people around you, and you know some individuals and Cultures independent. M., Townsend, S. Much research corroborates their observations and finds and Cultures independent and others who are more interdependent. M., Townsend, S. Much research corroborates their observations and finds and cultures independent and others who are more interdependent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and others who are more individuals and cultures independent and other individuals and cultures indi
that there are clear cultural differences in the ways pain is expressed. Pluralistic ignorance is one mechanism that also leads cultures to persist across time. Different cultures vary in what they regularly eat, and long-term, persistent changes in dietary practices have been accompanied by genetic evolution that maximizes the effectiveness of the
nutrition that people derive from their diets. Unpackaging culture's influence on self-esteem and embarrassability: The role of self-construals. The Dinka tribal memberships are based on who lives next to whom in the wet season, whereas the Nuer base kinship on the male line. cultural priming A method that makes ideas associated with particular
cultural meaning systems more accessible to participants. Human Relations, 7, 117-140. Likewise, although different cultures around the world are exposed to the same global products and popular culture, there is increasing cultural heterogeneity within the borders of many countries, as many nations receive immigrants from around the world.
Apparently, it is far more cognitively demanding for Japanese to leave a message because they are trying hard to imagine how their target person will react to it. The Hispanic's because of a habitual way of responding to questions, even though they do not differ in their actual
degree of impulsivity. Journal of Personality and Social Psychology, 79, 995-1006. Chapter 9 Page 344: © Penny Tweedie / Alamy; p.347 (top): Rijksmuseum, Amsterdam, The Netherlands / Bridgeman Images; p.347 (bottom): © Brooklyn Museum/CORBIS; p.348 (left): Smithsonian Institution/CORBIS; p.348 (right): Royal Ontario Museum/CORBIS;
p.352: © Zoonar GmbH / Alamy; p.358 (both): Drawings courtesy of Takahiko Masuda; p.367: © MariaTkach/iStock; p. Next in line are languages that have precisely three color terms. The applicability of the five-factor model in a sub-Saharan culture.
residences with those where people stay more settled, and by comparing individuals who have moved multiple times in their lives with those who have not moved at all. This suggests that facial expressions are part of our biological makeup, and because humans share the same biology everywhere, facial expressions should be the same worldwide
Frazier Photolibrary, Inc. As shown in Figure 6.15, a striking pattern emerged: For the American participants, their self-evaluations were relatively unaffected by whether they thought another person had seen either their good score or their average score. For example, if you observe your neighbor planting wheat seeds and notice the benefits that
she earned for doing so, you might adopt this cultural practice for yourself. Some cultures communicate their emotions more directly, whereas others express them in more moderated form. International Journal of Behavioral Development, 29, 496-504. However, if people with interdependent self-concepts are less motivated for consistency within
themselves, they should be less affected by fund-raisers who remind them of their past behaviors. The challenge is to appropriate the kinds of methods that psychologists have mastered for the study of people and apply these to the study of cultures. Growing up American: The challenge confronting immigrant children and children of immigrants. A
number of explanations have been proposed for this increase in IQ. Butler, E. Koch (Ed.), Psychology: A study of a science. H., Yu, T., Chen, E., Miller, G. If you can be held morally responsible for your thoughts, it would seem that you must believe these thoughts to be somewhat under your control. Journal of Personality and Social Psychology, 76,
701-717. Zanna (Ed.), Advances in experimental social psychology: Vol. In C. B., 39 Dehaene, S., 395, 397 de la Fuente, J., 260, 267, 278 Delgado, A., 438 de Lorgeril, M., 532 Del Pilar, J. In contrast, East Asians tend to offer relatively more problem-focused support than emotion-focused support
(Chen, Kim, Mojverian, & Morling, 2012). Rhodes, G., Lee, K., Palermo, R., Weiss, M., Yoshikawa, S., Clissa, P., et al. Those in the euphoria situation attributed it to their feeling angry. Unpackaging variables. It is termed "fundamental" because it is
viewed to be deeply ingrained in us. Hong and colleagues reasoned that if people exposed to both Chinese and American cultures, they could be led to think in ways that are more consistent with the primed culture. Rather, this hypothesis maintains that multicultural people develop
mastery over both cultural worlds and develop divergent selves that can be selectively activated by different cultural contexts (e.g., LaFromboise et al., 1993). Generational increases in agentic self-evaluations among American college students, 1966-2009. The implication of embracing such a theory of intelligence is that if they aren't satisfied with
their intelligence, they must not have made enough effort. The applicant described how he had grabbed a pipe and killed the victim in anger. "happy person" has steadily risen (Figure 10.12). antisocial punishment, 513 anorexia, 567 conformity
341-42 emotional suppression, 530 height, 536 idea generation, 373 motivation for consistency, 235 parenting styles, 182 responses to antidepressants, 530 self-descriptions, 209 self-enhancement, 306-7 sleep, 538, 539 taijin kyoufushou, 578 toleration of contradiction, 370 value of silence, 375 Korean-Americans, 530 Korean language, 185 koro, 568
Kpelle, 193 kufungisisa, 571 !Kung (Kalahari), 71 kuru, 83 Kwa-speaking people (West Africa), 528 L lactase persistence, 526-27 Laetoli footprints (Tanzania), 520-21 Lange, Carl, 404 language acquisition by migrants, 262, 264, 265 noun biases in, 184-86 sensitive period for, 163-67 socialization and, 168 language(s) color terms in, 383-88 cultural
universals and differences in, 8-9 in culture learning, 44-45 emotions and, 389-90 phonemes used in, 163-65 talking and, 385-97 math performance and, 389-90 phonemes used in, 163-65 talking and, 385 translation of questionnaire items, 125-28 Lao Tzu, 367-68, 375 latah,
571 Latin America/Latin America/Latin Americans adolescents' respect for authority, 271-72 collectivism, 218 emotions, 438 health, 549-50 immigration and, 257 marriages, 470 parenting styles, 182 self-presentation, 467 simpático, 442, 467 subjective well-being, 430, 432-33 susto, 570 weight, 271 Latinos, health of, 550 learned helplessness, 334-35 learning
about cultures to be studied, 120-21 about numbers, 396 conceptualization of, 198 of cultural information, 161-62, 168-70 emulative, 42-44 imitative, 42-44 imi
slave trades. D., 418 Stone, J., 276 Stone, J. leading the others? Cultural variation in response to painful stimuli. Universal Brains Develop into Culturally Variable Minds This chapter explores how people come to be socialized into particular cultural worlds. The language that people speak seems to activate an associated cultural network, and this
influences how they think (Chen & Bond, 2010; Marian & Kaushanskaya, 2004). Culture, Medicine, and Psychiatry, 18, 163-182. Dion, K. Duval, S. Then these participants were primed to either think about adapting to life in another culture or think about observing another culture. When they were not insulted, they yielded much earlier than the
Economics, February 2008, 123(1), pp. For example, a strong correlation of .45 was found between income and life satisfaction among respondents in the slums of Calcutta (Biswas-Diener & Diener, 2002). H., 531 Kross, E., 239, 436 Krueger, R. Ethics of Autonomy, Community, and Divinity way to resolve these kinds of conflicts. The health of
Hispanics in the southwestern United States: An epidemiologic paradox. Y., & Sedikides, C. Cultural transmission of tool use in bottlenose dolphins. Perhaps Dan is angry because he purchased some defective merchandise and the store clerk is not allowing him to exchange it. Participants were asked whether they would prefer a choice of 10 ice
Society B: Biological Sciences, 277, 529-537. (2013, 13 February). Falk, C. Mate-selection systems and criteria: Variation according to family structure. Research has demonstrated that East Asians and Westerners do differ in their thoughts about themselves precisely along these lines. Multiple methods are important for all kinds of scientific
research, but they are especially so in cultural psychology because of the methodological challenges involved (e.g., Triandis, McCusker, & Hui, 1990). Journal of Archaeological Science, 17, 347-362. People can bring their transmitted ideas with them, and cultures can spread past their initial set of geographic conditions. In general, people are said to
be experiencing somatization to the extent that they are experiencing symptoms primarily in their bodies. 305 306 CHAPTER 8 MOTIVATION CULTURAL VARIATION IN SELF-ENHANCING MOTIVATIONS. The evidence from this psychological research, then, quite clearly shows that motivations for positive self-views are powerful and pervasive.
Cultural priming works by making certain ideas more accessible to participants, and to the extent that those ideas are associated with cultural ideas. When Europeans arrived in the 18th century, they found only scattered foraging bands that
possessed the simplest technology known of any contemporary human group. Journal of Experimental Social Psychology, 3, 1-24. Alternatively, do you think the Five Factor Model reflects ideas about personhood that are limited to the West, where the bulk of this research has been conducted? We make countless choices every day, and they are
perhaps the most direct way we engage in primary control strategies. Endo, E. Further evidence for this cultural difference can be seen in Christian and Buddhist teachings and practices. Last, reflecting the ethic of divinity, people are motivated to achieve purity and are disgusted at behaviors ruled by the carnal passions (such as lust or gluttony) or
by behaviors that suggest contamination of any kind. One source of variation is the geographical environment. H., & Cheung, T. A., 23 Fones, C. Sasaki, J. This finding highlights a problem in conducting research with groups across cultures. Furthermore, we will consider the role that gender plays in how we view ourselves, and the structure of
people's personalities around the world. Perhaps participants in those countries outside the United States learned that people smile to expressed happiness by watching Paul Newman's electric grin up on the silver screen. American Psychologist, 57, 89-99. Although suicides around the world often share such motivating circumstances, in some
cultures there appear to be other motivations that are less familiar to the West. M., & Ito, T. Does the concept of the person vary cross-culturally? Other studies also find that the similarity-attraction effect is stronger among North Americans than Japanese (Heine et al., 2009; Schug, Yuki, Horikawa, & Takemura, 2009). Cognition, 118, 123-129. E., &
Lalonde, R. Recognizing at the time that Americans prefer large servings, they created a larger 12-ounce cup (called tall) which people could choose if the standard 8-ounce Italian size (called short) wasn't sufficient. We can see evidence for this relation between individualism and self-esteem by looking at the United States. Who Adjusts Better?
Journal of Personality and Social Psychology, 69, 142-152. Cohen (Eds.), Handbook of cultural psychology. Keisuke suffers from a condition known as hikikomori, which translates loosely as "pull away" or social withdrawal (Figure 14.1). 266-270. Solve your child's sleep problems. Perhaps the most striking evidence of people's motivation to viewnous to viewnous and include the condition known as hikikomori, which translates loosely as "pull away" or social withdrawal (Figure 14.1).
themselves positively comes from studies that investigate what people sometimes do to secure a positive evaluation of themselves when they encounter unfavorable information about themselves. Even more puzzling, this quote comes from a poem written by a Ghanaian and reflects a sentiment that is expressed quite commonly in West African worlds
(Adams & Plaut, 2003)—a collectivistic cultural context (Figure 11.8). L., 319 Park, B., 28 Park, D. Conformity is common indeed. survive in such a hostile environment. Traditionally, medical practices derived from local practices, in particular religious beliefs, as well as by trial and error. This ability is likely not a genetic adaptation. A
meta-analysis of these studies revealed one clear trend: Although Americans show a great deal of conformity in the Asch paradigm, people from more collectivistic cultures conform even 339 340 CHAPTER 8 MOTIVATION more, especially when they are conforming to their ingroups (Bond & Smith, 1996). L., 89 Barrett, L. The principle that was
third most important for the Indians was female chastity anxiety. Hwu, H. Empirical evidence from several different paradigms highlights the cultural difference in the nature of the boundary between ingroups and outgroups. There is no indication, for example, that macaques who are learning a new skill like potato washing choose which macaques to
imitate. Toward this end, they correlated how often participants reported experiencing the positive interpersonally engaged and disengaged emotions, such as feeling happy, calm, or elated. For example, Levine and Norenzayan (1999) investigated the pace of life in 31 cultures by
examining behavioral measures. Druckerman, P. Functional universals are psychological phenomena that exist in multiple cultures, are used to solve the same problems across cultures, yet are more accessible to people from some cultures, are used to solve the same problems. Unpublished manuscript. R., 247, 249 Goldberg, M., 541 Goldin, C., 100 Goldstein, W. However, as
a series of technological innovations have reduced the costs of transportation and eased the process of long-distance communication, cultures have become far more interconnected than ever before. In contrast, Naikan therapy seeks to provide clients with insight into their past. Social Cognition, 28, 609-629. These cultural differences are evident
when you ask people to think about what leads to certain abilities. When compliments fail to flatter: American individualism and responses to positive stereotypes. A single explanation is more parsimonious and more likely to be correct than four separate explanations. The science of translation: Problems and methods. Regional grey matter, white
matter, and cerebrospinal fluid distributions in schizophrenic patients, their siblings, and controls. R., & Pewewardy, C. Individualism versus collectivism: A comparison of Kenyan and American self-concepts. (1989b). "But you have to make it clear." (Lubman, 1998, p. In many ways, this game captures the dynamics that people routinely face in real-
life decisions, such as whether to pay their taxes in full, or whether to cut back on their carbon footprint. Protestants tend to see thoughts as greasing the path toward behaviors. 2, pl. Comparable differences have also been found among older children (Minami, 1994). For example, whereas Scottish children spend more time with physical objects than
they do with people, the precise opposite pattern is evident among Nigerian children (Agiobu-Kemmer, 1984). Children will even copy irrelevant behaviors when they are alone, after an experiment is finished, and when they were explicitly told not to copy any actions that are irrelevant (Lyons, Young, & Keil, 2007). Because our ancestors who were
attracted to healthy mates had more surviving offspring than those who were attracted to unhealthy mates, humans have inherited preferences for attractive mates. That is, people acquire their cultures through socialization. It is because of the endowment effect that you come across classified ads on Craigslist from people who seem to be asking far
too much for their used junk. R., & Costa, P. Rice, when cultivated in paddies, is grown in plots of standing water. Often we try to figure out what others are thinking, but really, all we have to go on is what people tell us or our observations of how they behave. (a) (d) (b) (e) (c) (f) FIGURE 10.5 The six basic emotional expressions: (a) happiness, (b)
surprise, (c) sadness, (d) anger, (e) disgust, and (f) fear. M., & Val, E. Some biculturals, for example, tend to see their two cultural identities as quite compatible with each other. For example, faster antelopes might require more calories to support their additional muscle mass, and when food is scarce, slower antelopes, who are in need of fewer
calories, would have a survival advantage over the faster antelopes. L., Elliott, M. Now you're in trouble, as your family's wealth has literally vanished overnight. This strategy should increase the likelihood that we learn the skills that really do lead to success. Schwartz, S. Corliss, R. Muthukrishna, M., Shulman, B. To abolish something, you need to
flourish it first. E., 412, 416 Jackson, E. Various bird species learn specific calls from other birds, and these calls come to change across time and geography (e.g., Irwin, 2000). Perceived parental acceptance-rejection and parental acceptance-rejection acceptance-re
States in the early 20th century. Recall from Chapter 6 that these two implicit theories are known as incremental and entity theories of self, respectively. It is perhaps not surprising that the men were unable to 79 80 CHAPTER 3. CULTURAL EVOLUTION FIGURE 3.5 Franklin's men perished in the Canadian Arctic because the cultural knowledge
necessary to survive there was never transmitted to them. Festinger, L., Schacter, S., & Back, K. To see or not to see: The need for attention to perceive changes in scenes. J., Gosling, S. C., 523 Beresin, E. The surprisingly healthy outcomes of Latinos across a variety of conditions has been labeled the epidemiological paradox (Karno & Edgerton,
1969). W., & Bernard, H. There is much more to his face, and to anyone's, than the few statements people can offer in describing them. To separate their participants' interpretations from the source of their arousal, Schacter and Singer (1962) needed to do two things. One study that demonstrated self-serving biases asked American college
professors to evaluate how good they were at being dug up with a tool similar to a contemporary garden hoe. Everett, D. They found that Southerners were more likely than Northerners to agree that a man has the right to
kill a person to defend his family or home. She reasoned that in this condition, the Asian-Americans should be free to think about the items in the test in the way that was most natural to them (i.e., considering the relations among the different parts of the items holistically), and they could then engage in the separate, 377 378 CHAPTER 9
COGNITION AND PERCEPTION and not very demanding, task of reciting the alphabet. Pablos-Mendez, A. Furthermore, the researchers also looked within the United States to examine the labor participation of women immigrants to the United States. The root of this apparent contradiction can be traced to the nature of people's relationships, which
loosely parallels the distinctions between independent and interdependent self-concepts. One dramatic demonstration of the link between control and health can be seen in a classic study by Langer and Rodin (Langer & Rodin, 1976; Rodin & Langer, 1977). Baillargeon, R., & DeVos, J. The authors argue that Native Americans felt worse about
themselves and their communities because these stereotyped representations communicated the limited ways in which others view them. 74-117). After all, even though identical twin with schizophrenia still have a better than 50% chance
of not developing schizophrenia themselves. 124-147). SUMMARY M any physical features that people find attractive in others are common across a number of cultures. Yamaquchi, & Y. This figure reveals that with almost every increase in income, mortality rates are lower, and these differences emerge even among those whose incomes are at the
highest levels. The key to advancing our understanding would be to discover which cultural experiences are relevant. Policy Research Working Paper. People are often in the position to make such a decision, and the way their cultures. Psychological Science, 22, 959-967. People are expected to savor their
food in France. The relationship between emotional display rules and individualism versus collectivism. R., & Schwartz, E. The impact of multiculturalism versus color-blindness on racial bias. One group of participants read a variant of the story that was designed to elicit in readers only a small amount of emotion (disgust, in this case). And, as I can
testify from personal experience, it's a guaranteed show-stopper if you ever forget to remove the toilet slippers when you sit down to eat at the dining table. Similarly, hospital stays are relatively long in France (about double the length in the United States for the same procedures) to provide ample time for recuperation. By developing this notion of a
calling, Luther was able to imbue daily labor with a spiritual significance that had traditionally been reserved for religious activities such as prayer and ritual. Likewise, the Himba speakers were most likely to discriminate between Linguistic Relativity Try for Yourself: Perception of colors Which chip, 1 or 2, is more similar to the color in target chip
below? Why would East Asians be more comfortable with busier webpages than Westerners? Cultures are thus not static entities but are dynamic and ever changing. This doesn't mean that other competing theories that might arise in the future don't warrant our attention; however, unless they are consistent with the wide array of findings presented
here, they'll pale in comparison to Nisbett and Cohen's theory. In the placebo condition, participants were given an injection of saline and were truthfully told that the injection would not have any side effects on their state of arousal. The Aboriginal Tasmanian appear to have lost many earlier cultural technologies when a small group of them first left
mainland Australia to arrive in Tasmania more than 30,000 years ago. 161. Pluralistic Ignorance Is a Force for Cultural Persistence Here is an interesting finding: Students at Princeton stated that most others at their school approved of the large quantities of alcohol that were regularly consumed at campus events. After the raid had
ended, the victors would sing a celebratory song, put flowery reeds in their hair, and return to their villages empowered, glorified, and full of liget. For example, the Roman physician Galen proposed that there were four basic types of human temperaments that depended on the balance of the four fluids, or humors, present in the body: blood, yellow
bile, phlegm, and black bile. The butterfly and the serpent: Culture, psychopathology, and biomedicine. Charles Darwin (1871) too was struck by the cultural diversity in standard, as this would provide an objective index of the physical
health of different cultural groups. L., Chentsova-Dutton, Y., & Freire-Bebeau, L. L., 330 Conroy, M., 182 Conway, L. Such response biases are problematic for cultural comparisons because if cultures vary in how people respond to questions, this will affect any conclusions that we can draw when comparing average scores across cultures. These
questions can be addressed by looking at both proximal and distal causes. M., 464 Kaprio, J., 541 Karasawa, M., 361, 408, 421, 427, 428, 576 Karasik, L. Choi, I., & Nisbett, R. For example, alleles associated with at least three different genes predict enhanced social sensitivity (namely, 5-HTTLPR, A118G, and MAOA), and each of these alleles is more
common in Asian samples than in European samples (there isn't sufficient data from other regions of the world). In contrast, however, the upper-middle-class participants were significantly less satisfied when their choice had been taken away from them. functional universal The second level of universality, which states that a given cognitive tool
exists across cultures and is used to solve the same problem across cultures, but is GLOSSARY more accessible to people from some cultures than others. One theme that will be returned to throughout this book is the notion that psychological processes are shaped by experiences. McDougall, C. It's hard enough to imagine how someone else from our
own culture would feel, let alone someone from a culture as distant as the Ilongot. antisocial punishment, 513 arranged marriages, 469, 474 emotional experiences, 426-27 holistic thinking, 351 parenting styles, 182 Twenty-Statements Test, 205, 206, 208-9 Twitter, 58 two-factor theory of emotions, 405-8 tyranny of the beautiful, 464-65 S-31 S-32
SUBJECT INDEX U Ukraine/Ukrainians, 513 ultraviolet radiation (UVR), 525 underwater visual acuity, 530-31 Unification Church (Moonies), 474 United States/Americans acculturation, 267 altruistic vs. K., Kwak, Y. These behaviors
have become less tolerated as it is no longer considered healthy to engage in them. Explain why. The Whorfian explanation is that because their spatial language is based solely on the cardinal directions, they conceive of the arrangement of their world only with respect to these directions. When you first receive a new puppy, you have not yet
developed feelings of love for it. Participants are presented with moral dilemmas and are asked to choose the right solution to that dilemma. Last, considering the emotional lexicon, there is tremendous variability in the kinds of words that people use to describe their experiences. The lower-ranked members earn less money, are allowed fewer
privileges, and are obligated to follow the orders of those above them. It is interesting that eight of the ten commandments specifically refer to behaviors (e.g., killing is wrong, stealing is wrong, and only two refer to thoughts (e.g., it is wrong to not honor one's parents, it is wrong to covet anything belonging to your neighbor). These four people
were tested to see whether they would form any kind of microculture that persisted across time. Indeed, it would seem that transmitted cultural responses are also present (e.g., Norenzayan, 2006). British Journal of Social and Clinical Psychology, 17, 335-337. Yap, P. The
American Psychologist, 63(7), 602-614. In addition, faces from a number of Eurasians (i.e., people with both European and Asian ancestry) were averaged. This article is under a Creative Commons Attribution License 2.0; p.532: © The New Yorker Collection, 2005, Lee Lorenz, from cartoonbank.com. Families across cultures: A 30-nation
psychological study. A., Rentrfrow, P. Cambridge, MA: Cambridge University Press. Creative thinking, one additional way of thinking has received much attention across countries and across regions
within countries. English speakers often identify locations based on their position relative to the speaker, using terms such as left, right, front, and back. Major, B., Spencer, S., Schmader, T., Wolfe, C., & Crocker, J. Moreover, the researchers demonstrated that this cultural difference in relational mobility could account for the cultural difference in
the similarity-attraction effect (Schug et al., 2009). Both Japanese and Americans take aerobics classes for the same goal—to get into shape; however, we can still see the different control strategies that are pursued to realize this goal. Let's focus here on how positively participants described themselves. L., & Lang, F. Social norms and
authoritarianism: A Turkish-American comparison. Sampson, R. A12) This reporter is focusing on an issue that is commonly discussed in colleges and universities with a large population of students of Asian descent. Kramer (Eds.), Research in organizational behavior: An annual series of analytical essays and critical reviews (Vol. I describe this
colorful tidbit of Americana to make an important point: Humans are real wimps. Cousins, S. In this situation, the reference-group effect leads one to make the exact opposite conclusion (i.e., Southern African-American soldiers were better off than Northern ones) than a more objective comparison would indicate. At first glance, Chinese parenting
styles, with Amy Chua's as an extreme example, would seem to be best described as authority is viewed to have existed long before humans and as operating independently of people. Journal of Social Psychology, 58, 241-256. Journal of Personality and Social Psychology, 105, 515-530. As I listened to his apparent "translation" of
my speech, I noticed that he was now saying things that had never been in my original speech. E., 85, 431, 545 LaFromboise, T., 260, 281 Lai, S. Malay and American undergraduates' beliefs about love. One cannot have strong loyalties that conflict with each other. They received points along the way for answering arithmetic problems correctly, and
if they reached 50 points before their computerized opponent did, they won the game. S., & Shelton, J. Proceedings of the National Academy of Sciences, USA, 104, 19751-19756. How much information? Kagitcibasi, C. Or you may be doing it because it's what everyone else seems to be doing. B., Trompenaars, F., & Dugan, S. Where should we expect
to see the most rapid cultural accumulation in the near future? I would argue that the cultural diversity in emotion terms arises from the different clusters of meanings that are frequently encountered in different cultures. Perspectives on Psychological Science, 5, 5-21. Wang, E. What is the primary difference between the James-Lange and the Two-
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Factor theories of emotion? Faith versus practice: Different bases for religiosity judgments by Jews and Protestants. Within the United States as well, African-Americans have heavier ideal body weights than European-Americans and feel less social pressure toward thinness (Kumanyika, Wilson, & Guilford-Davenport, 1993; Neff, Sargent, McKeown, &
Jackson, 1997). Chapter 6 Page 202: © MIXA/agefotostock; p.204 (left): Al Bello /Allsport/Getty Images; p.204 (right): Andy Lyons /Allsport/Getty Images; p.207: © Reuters/ Corbis; p.214: Elsevier Publishers. Happiness feels very good, and it signals to the individual that all is well. Yet people have always run, often for very long distances, without
much protective covering on their feet, and rarely reported much damage to the rarely re
huge consumer of energy, this smaller digestive tract saves humans approximately 10% of their daily energy expenditures (Aiello & Wheeler, 1995). For example, in some other cultural contexts women going to coffee shops on their own is not seen as appropriate, people do not strive for ideal body weights that are less than what they currently have,
it can be seen as sinful to seek artificial stimulants to obtain energy, and romantic relationships are typically arranged by family members rather than sought out by individuals themselves. College students from Japan and the United States were asked to complete the Twenty-Statements Test like the one at the beginning of this chapter. One of the
most common psychological disorders that was diagnosed throughout Europe in the mid-19th century was hysteria, in which women exhibited symptoms such as fainting, insomnia, sudden paralysis, temporary blindness, loss of appetite for food or sex, and a general "tendency to cause trouble" (Maines, 1998). Takata, T. Primates also have unusually
large brains for mammals, and chimpanzees, in particular, stand out. Sex differences in the development of moral reasoning: A critical review. Shachar, R. Perhaps the best-supported explanation, then, for why low-SES people tend to have worse health outcomes than high-SES ones is that they feel less control in more aspects of their lives. M., 27
Thompson, M., 565 Thöni, C., 512 Thornhill, R., 447 Thorpe, S. This focus on the discomfort in others has led TKS to be labeled as the "altruistic phobia" (Kasahara, 1986). Culture and the biology of the human brain are thus inextricably bound. The participants were asked to re-create the same scene they had witnessed in the other room. Culture and
the physical environment: Holistic versus analytic perceptual affordances. B., 170 U.S. Census Bureau, 100 Uskul, A. Appetite, 33, 163-180. The 2010 movie Babies nicely highlighted some of these differences by contributions to the study of
experimental psychology were enormously influential 29 30 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? The insult had been delivered and the hapless participant was left alone to stew in his juices. For example, Westerners might attend more to their psychological symptoms because these are somehow more meaningful and salient to them
than to the Chinese, even though the symptoms they are experiencing might be identical. For example, Westerners are more likely to be explicit about communicating their children that they love them—than are Asian parents (e.g., Chao & Tseng, 2002). Caudill & T. O., 274 Sjomeling, M., 276 Skolnick, A. W., &
Norenzayan, A. Researchers presented the chimpanzees and the children with a model using a rake-like tool to get a desired object (some food for the children) that was kept out of reach. The boundary of where biology ends and culture begins is not so clear-cut. W., 292, 413 Robinson, M. Bond, M. People tend to be
attracted to those who are most like themselves. In contrast, holistic thinking was evident among the ancient Chinese in that their intellectual traditions of Confucianism, Taoism, and Buddhism emphasized harmony, interconnectedness, and change. People may begin to cope with the stress of stereotype threat by disidentifying with the stereotyped
domain (e.g., performing well in school) and adopting strategies to avoid reminders of the stereotype (e.g., dropping out of school), thus perpetuating the stereotype. That is, are humans unique in being able to learn information from other members of their species through social transmission? Consider the following two arguments: A: A sociologist
who surveyed college students from 100 universities claimed that there is a high correlation among female college students between smoking and being skinny. For example, one strategy that is frequently emphasized in North American parenting books (e.g., the "Positive Discipline" series) is to acknowledge the child's feelings or perspective in order
to gain his or her compliance. Although Westerners have a tendency to view the ultimate principles of proper behavior as those that protect Ethics of Autonomy, Community, and Divinity individual rights, in much of the world the ethics of Autonomy, Community, and Divinity individual rights, in much of the world the ethics of Autonomy, Community, and Divinity individual rights, in much of the world the ethics of community and divinity serve as important moral principles. Oishi, S., Miao, F. Further evidence for the role of
income inequality is that the relation between health and social class is weaker in countries with more equal income distributions, such as Sweden and Norway, than in countries with a greater spread, such as the United Kingdom (Lundberg, 1981; Vagero & Lundberg, 1989). The Japanese, in contrast, maintaining a prevention
focus, were more interested in working on the things they did poorly, apparently so they could improve themselves and be less likely to fail in the future. For example, a survey among adults living in various urban centers in India found that 74% of men and women believed that arranged marriages were more likely to succeed than love marriages
(Kishwar, 1994). Norton & Company, Inc. If those are you're probably sensing that the natural order of things has been breached. Other studies with nonindustrialized populations have similarly found that the individual items do not cohere as well to form clear traits compared with WEIRD samples (e.g., Alvergne, Jokela, & Lummaa,
2010; Piedmont, Bain, McCrae, & Costa, 2002; McCrae et al., 2005b). However, the symptoms of TKS are quite distinct from social anxiety disorder. The staff in these emergency rooms do not appear to have identified an illusory correlation. This notion of display rules suggests that even though people in 417 418 CHAPTER 10 EMOTIONS different
cultures vary considerably in how strongly they express certain emotions, it is possible that they are all experiencing the same underlying feelings. Journal of the American Dietetic Association, 93, 416-422. Journal of the American Dietetic Association, 93, 416-422. Journal of Cross-Cultural Psychology, 16, 223-242. Genet Soc Gen Psychol Monogr. The abstract ethical principle that Shweder argued to be
inherent in this moral code was that one is obligated to respect or preserve the sanctity of the natural order of things, as dictated by a transcendent moral authority (such as God). In contrast, the mouth is a much larger source of information than the eyes, so if you're expecting that people's feelings are being accurately broadcast by their faces, then
you would fare best by attending to their relatively large mouths. E., 12 Gaby, A., 393 Gächter, S., 512 Gadian, D. However, a number of other studies have found clear evidence of anorexia in diverse cultural contexts with relatively little Western influence, such as in the Caribbean island of Curacao (Hock, van Harten, van Hoeken, & Susser, 1998),
12-17. G., 13 Gaeddert, W. autokinetic effect An effect caused by the involuntary saccades of the eyes, which, in the dark, create the illusion of movement. Universal features of personality traits from the observer's perspective: Data from 50 cultures. Rather, there can be a number of key periods where children go through growing pains as they
begin to transition to a new level of maturity. Journal of Cross-Cultural Psychology, 43, 384-392. G., & Chaplin, G. However, international studies of depression have found cases that fit the DSM-V-based definition of MDD in every culture that has been explored. Take the example of the English 383 384 CHAPTER 9 COGNITION AND PERCEPTION
color term "blue." English speakers use this word to refer to the color of the sky, blueberries, and the South Pacific Ocean. C., Mahapatra, M., & Park, L. Tooby (Eds.), The adapted mind: Evolutionary psychology and the generation of culture (pp. Journal of Personality and Social Psychology, 88, 703-720. M., Song, W., Zhang, J. So one
factor that should predict a person's success in adjusting to a new culture is the amount of culture and the host culture and the costs and challenges associated with translating the materials; however, can you think of
any problems that such a strategy might entail for learning about how culture affects how people think? How neighborhood strain, and individual health risk factors. L., 462 Carter, W., 306 Casasanto, D., 394 Cassidy, C. Participant:
Probably he's got a lot of firewood, but if we'll be left without firewood, we won't be able to do anything. In particular, Indians are more likely than Americans to defer to the views of an authority's expectations when making their choices (Savani, Morris, & Naidu, 2012). On the nature of anthropological understanding. Singapore: Wiley. Karasik, L
Berry, Y. Noell, A. N., 262 Zelazo, P. G., Ditlmann, R., & Crosby, J. Hence, learning about the cultural variation in the illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand why some people see this illusion has helped psychologists understand helped psychologists and helped psychologists are supplied by the helped psychologists and helped psychologists are supplied helped psychologists.
finds that if people are kept in a room that goes dark for 14 hours each day, they will also revert to a pattern of two sleeps separated by a period of increasing wakefulness in the middle of the night (Wehr et al., 1993). N., 270, 290 Lam, S., 199 Lam, W. In principle, the cultural data should be similar in nature to those of psychological hypothesis
testing in that they should be (1) objective and capable of being replicated by others and (2) quantifiable so that we can conduct statistical analyses to determine whether our hypotheses are supported. As you'll recall, the interdependent self is primarily defined on the basis of one's close relationships. Psychological Bulletin, 129, 747-769. Cultural
distance encapsulates more than just language. Transcultural Psychiatry, 44, 27-43. B., 39 Forman, T. Shih, M., Pittinsky, T. For example, people are spending less time with their families, the divorce rate has increased, and people are spending less time with their families, the divorce rate has increased, and people are spending less time with their families, the divorce rate has increased, and people are less likely to get involved in community organizations (e.g., Putnam, 2000; Rosen, 1998; Twenge, Campbell, &
Gentile, 2013). Human Organization, 46, 283-291. It might not seem obvious to you, but if you are reading this book in a course at a college or university, you are engaging in a set of culturally learned skills about acquiring knowledge. These people would score rather low on self-consistency. E., Young, A. Research with kindergarten-age American
children, who have not yet mastered numeric concepts, reveals that rather than having a linear sense of numbers, they have what seems to be a logarithmic sense. L., 512 Miller, D., 109 Miller, D., 109 Miller, D., 1109 Miller, D
group: The Chinese. Teoh, J.-I. People tend to take an active dislike to those who won't conform. Figure 6.5 represents a graphic view of this kind of self. In general, the experiment is the method of choice for psychological research. Cultural constraints on grammar and cognition in Piraha. He maintained that cognitive abilities underlie moral
reasoning and that these abilities progress as individuals develop, mature, and are educated. Similarly, an investigation of 11 different language groups in South Africa revealed nine underlying factors, some of which overlapped with the Big Five, but other factors, such as integrity, and relationship harmony, did not (Nel et al., 2012). There is an
unavoidable trade-off in experimental control versus comparable meaning when studying extremely diverse cultures. P., & Pike, C. Hence, although these relational structures more than others. 1, pp. Reflecting the desire for secondary control among Japanese that
was discussed in Chapter 8, the main tenet of Morita therapy is for clients to come to accept the circumstances in their lives as they are (Lebra, 1976). antisocial punishment, 513 emotional experiences, 426-27 gender equality views, 225 height, 133, 535-36 idea generation, 373 sleep, 539 SRI scores, 225 Turkish immigrants in, 270 Netsilik, 80 Neur
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also cultural differences cultural persistence of, 102 experiences shaping, 4-5 genetic foundations for, 530 universal brain structures and, 4-5 universal vs. Adolescent control beliefs: Cross-cultural variations of primary and secondary orientations. Why does physical attractiveness seem to be associated with less well-being in Ghana and in the rural
United States compared with the urban United States? Humans have evolved genetically to be better able to learn cultural information, and as their culture evolves it increases their fitness. It was one of the deadliest school shootings the world has ever witnessed. Compared with Americans, Indians are more likely to believe that almost everyone
could become highly intelligent (Rattan et al., 2012). The war united the country for a common cause more than any event since, and Putnam suggests that this critical episode changed all of those who experienced it, making them embedded in their social groups, with a sense of shared fate, that subsequent generations have not felt. (1984). Such
information would obviously be of great utility in understanding psychological similarities and differences across cultures. There were numerous slave trades in Africa from approximately 1400 to 1900 that resulted in millions of Africans being violently captured and thrown into slavery. Even 4-day-old infants already begin to show a preference for the
rhythm of sounds from their own language over other languages (Mehler, Jusczyk, & Lambertz, 1988). You also need to statistically control for any relations between cognitive abilities and the various family circumstances that differed across the groups. Separation strategies bear the cost of rejecting the host culture and all the protective features
that it encapsulates, which often is accompanied by the individuals themselves being rejected by the host culture. Significant ingroup relationships form a core part of the self-concept for those with interdependent selves. Izard, C. Attitudes came to be quite similar within houses and dining halls but remained different between houses and dining halls.
A larger culprit (approximately 25%) behind the transformation that Putnam identifies is electronic entertainment, especially television, which leads people to isolate themselves and emotional reactivity: Variation among Asian
Americans of East Asian descent and European Americans. C., Tadmor, C. The opposite pattern emerged for European-Canadians. Personality and Social Psychology Bulletin, 28, 1040-1050. Cheryan, S., & Monin, B. S., 267 Pica, P., 395, 397 Pickett, K., 547 Piedmont, R. Residential mobility breeds familiarity-seeking. In general, the nations that score
highest on this measure are Scandinavian and Nordic countries, much of Latin America, various English-speaking countries, and Western Europe. Zajonc, R. Improving adolescents' standardized test performance: An intervention to reduce the effects of stereotype threat. One only could know about the color of bears in a region if they had some kind
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Applications. Huang, C.-Y., & Lamb, M. Journal of Experimental Psychology, 93, 10-20. J., 56 Perez-Stable, E. Test and score data summary for TOEFL iBT Tests, January 2013-December 2013 test data. Color categories are not universal: Replications and new evidence from a stone-age culture. Richardson, A. Personality and Social Psychology
Review, 5, 321-344. Consider what happened when the cultural psychologist Patricia Greenfield tried to study the psychology of the Zinacantecans, an indigenous people living in Mexico. Scientific Americans and European Americans. The
girls were required to practice violin or piano for 3 hours a day (no other instruments were acceptable) and to be the top student in class in every subject except gym and drama. Oxford: Oxford University Press. Puritanism emphasized respect for authority and the importance of applying one's wealth and social position to community goals. Moreover
looking at definitions across time in American dictionaries reveals that the definition of happiness included the concept of good luck until 1961. They had Americans were considering an individual's performance or a team's
performance. Changing the world and changing the world and changing the self: A two-process model of perceived control. That is, people who are thinking about interdependence should be more likely to think of confidence and individual rights are more commonly associated with
independence than interdependence. The participants were asked to describe a situation when someone had behaved in either a prosocial manner or a 361 CHAPTER 9 COGNITION AND PERCEPTION deviant manner and then to explain why the person had behaved that way. Psychological Review, 99, 689-723. and Conventional cluster, as
residents are the highest in the country for the traits of extraversion, agreeableness, and conscientiousness (see Figure 6.20); the Western states, from Oregon down through to Arizona, house the Relaxed and Creative Cluster, where there is the lowest Neuroticism and the highest openness to experience; and the Northeastern states, especially New
Prohibition came to an abrupt end (Katz & Schnack, 1938). After many holistic answers he finally found someone who gave him what seemed to be an analytic answer, as he said that the carrot didn't belong. Does the culture of people's ancestors shape how they think today? These cultural differences in the self-concept are not just theoretical—they
can also be observed in brain activation patterns. S., Han, J. Furthermore, a rapidly expanding number of research programs have been documenting that many aspects of human health and biology are indeed influenced by cultural experiences, and some of these in rather profound ways. CONTRASTING HIGHLY DIFFERENT CULTURES VERSUS
SIMILAR CULTURES. Are there any special considerations that need to be taken into account 121 122 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY FIGURE 4.2 The anthropologist David Tracer conducting a third-party punishment game experiment with an Au woman in Papua New Guinea. J., et al. Gastil, R. The
multicultural experiences of the creative directors of leading fashion houses were used to see how well they predicted the creative innovation ratings of the journal. Why do Italians rate "pleasure" as so unimportant compared to other nationalities when they 135 136 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY
simultaneously have developed a lifestyle that emphasizes good food, leisurely breaks in cafes, opera, art, and long summer vacations? They often ask, "How could you have a marriage without love?" This question reveals a number of assumptions that many Westerners have about love. The noun bias does not appear to be as universal as it was
originally supposed. Similarly, a reluctance to show abstract logical reasoning has been found among uneducated Kpelle, Vai, and Yucatecans (see Scribner, 1977, for a review). Journal of Abnormal and Social Psychology, 62, 649-658. That is, defining ourselves as creative individuals suggests that we think in terms of having enduring traits, such as
creativity, that exist across situations. Much other research has revealed that Japanese tend to have more interdependent views of self than Americans do (Markus & Kitayama, 1991), something we'll return to in Chapter 6, and the researchers reasoned that a concern with interdependence and how one relates with close others might lead one to
become more easily embarrassed. How can we go about investigating how people think in cultures that are different from our own? They maintain that in a society characterized by strong group ties, feelings of trust are confined to that group. In other words, for Japanese, emotions are experienced more as interpersonal states that connect people to
each other, whereas for Americans, emotions are experienced more as personal states that lie within individuals. Ward (Eds.), Progress in Asian social psychology, Vol. Making the "wrong" choice in where you let your child sleep is something that suggests that you need "professional guidance," is something that will cause the child "immeasurable
emotional turmoil," indicates the reaching of a "sexpiration date," and necessitates divorce. Not surprisingly, research reveals that Protestants believe people have more control of their thoughts than Jews do (Cohen & Rozin, 2001). Sometimes, in the middle of the night, when we're all alone, we might ponder that most profound of questions: "Who
am I?" This question is not only relevant to our existential musings but is also important in psychological research, because it addresses the nature of our self-concepts and the foundation of our identities. People who move frequently also tend to view relationships differently, as compared to people who maintain stable residences. Unknown to them
an observer timed how long it took them to walk that hallway. Then they were asked to go to a different room that had a similar table containing the same figures, except now the table was against the south wall, so participants were facing south. 107: Figure 8 from Nathan Nunn, "The Long-Term Effects of Africa's Slave Trades," The Quarterly
Journal of Economics, February 2008, 123(1), pp. Correlations 0.9 0.85 0.8 0.75 0.7 0.65 0.6 Doctors and Laypeople from Different Country Doctors from Different Country Doctors from Different Country Doctors and Laypeople from Same Country Doctors from Different Country Doctors and Laypeople from Same Country Doctors from Different Countries 555 556 CHAPTER 13 PHYSICAL HEALTH SUMMARY H uman biology and physical health are affected by culture. J., 470 Bruner, Jerome, 31
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(mascot), 276-77 Chief Wahoo (mascot), 276-77
cultures in, 74-76 altruistic vs. Much research suggests that mothers' interactions with children do vary across cultures as in the example conversations above. Specifically, American and East Asian college students were asked to draw a landscape scene within 5 minutes that contained at least a house, a tree, a river, a person, and a horizon. The
relative status of individuals in the transaction is irrelevant. Nature, 435, 283-284. One way that we can see this is that most innovations tend to come from cities or places where like-minded people are clustered (such as university towns, or industrial hubs such as 49 50 CHAPTER 2 CULTURE AND HUMAN NATURE Silicon Valley); in these
places, one is more likely to encounter successful models to imitate and build upon their ideas. In sum, with the exception of a shared concern about avoiding potentially incestuous situations, different cultural values guided the Indians and the Americans in deciding about sleeping arrangements. This emphasis on balance shifts drug consumption
away from antibiotics and toward various tonics and vitamins that are believed to strengthen the immune system. Americans see more of their actions as reflections of their choices. Furthermore, throughout Chinese medical history, there has been in the West
(for a review, see Ryder, 2004). Personality and emotional correlates of right-wing authoritarianism. Another way is to have a good deal of "face." Face is an interesting concept that is of considerable importance in much of the world, although many Westerners don't have a great understanding of it (see Ting-Toomey, 1994). Liget is seen as a
wellspring of energy. Journal of Cross-Cultural Psychology, 6, 4-87. The questionnaires included a series of similar questions that violated a variable that is rarely considered by people who conduct questionnaire research—namely, the context
the participants were in at the time of the study. At the time, the Incans were the largest and most advanced state in the Americas, and Atahuallpa was surrounded by 80,000 soldiers when Pizarro met with him. M., Fryberg, S. Although more research is necessary to draw firm conclusions, this developmental sequence of culture learning appears
quite similar in timing to people's ability to acquire a second language (Johnson & Newport, 1989). In other words, when culture a second language from that culture. Eating Disorders Eating Disorders are some of the more common
psychological disorders in North American college student populations, particularly among women. B., 139, 140 Freire-Bebeau, L., 408 Friesen, W. Rather, numerous words and concepts simply do not exist in many languages of the world. For example, some ideas are difficult to summarize succinctly, some ideas might seem to be less useful or
pertinent, and some ideas might be deemed too socially undesirable for people to express them to others. Babiker, I. Weber, M. European-Americans higher 2. antisocial punishment, 513 attention to stimuli, 351-59 attitudes toward food, 534-35 bar exam, 245 baseball, 103 bipolar disorder, 573 calories
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AND DIET. One striking way that people from different cultures vary is in their weight. S., 53 Tilby, P., 225 Ting, S., 373 Ting-Toomey, S., 313 Tishkoff, S. The self-perceptions of people in these two cultures were associated with different patterns of brain activity. Hence, a likely factor in the increase in eating disorders is that women have been
receiving more cultural messages that attractive bodies are thin ones. S., 140 Lewis, S. Chimps love to eat termites—these insects are very nutritious and apparently (to chimps, at least) delicious. Asian parents seem to view education as more central to their children's lives than American parents do. X., & Hsu, C. Individualistic and collectivistic
perspectives on gender and the cultural context of love and intimacy. W., Haselton, M. Third, this figure also shows that the primes had a weaker effect for European-Americans (i.e., the gap between the independent and interdependent and int
specific criteria that are applied in making the diagnosis, and recent surveys have found that lifetime prevalence rates (meaning that a person has been diagnosed with a MDD at least once in his or her life) range from about 4.9% to 17.1% of the population in the United States (Kessler et al., 1994; Robins & Regier, 1991). (2008). Chee, M. Journal of
Comparative Psychology, 107, 174-186. As Jon Stewart (2010) put it, human history can be summarized as a series of attempts to reconcile the two fundamental truths offered by English poet John Donne ("No man is an island") and French philosopher Jean-Paul Sartre ("Hell is other people"). What Is an Emotion? J., & Paulhus, D. Biculturalism and
self-construal. However, the NEO-PI-R was developed through the exploration of English personality terms, largely with Americans. Similarly, the taxi drivers in London develop larger volumes of the posterior region of their hippocampi relative to other humans. It is possible that people might have single relationships that are governed by all four
elements. What was the source of all this widespread outrage? Reflecting this differential emphasis in practices and beliefs were for being religious; the results revealed that Jewish participants rated practices as more important than beliefs for being religious,
whereas Protestants put greater emphasis on beliefs than practices (Cohen, Siegel, & Rozin, 2003). Asymmetry underlies all authority-ranking relationships. Health outcomes vary dramatically across socioeconomic status (SES), with people of lower SES being more vulnerable to a wide array of ailments and diseases than people of higher SES. S.
292 Sachdev, P., 543 Sachs, H. Prestige-biased cultural learning: Bystander's differential attention to potential models influences children's learning. Research finds that the very experience of poverty appears to lead to cognitive deficits that can undermine decision making, which can have harmful health outcomes (Butterworth, Cherbuin, Sachdev
& Anstey, 2012; Mani, Mullainathan, Shafir, & Zhao, 2013). Personality and Social Psychology Bulletin, 36, 1648-1661. Journal of Personality and Social Psychology, 37, 2098-2109. Oyserman, D., Coon, H. A student, say, who was planning to go to law school as a means to earn the "O.K., you can't can't see see your way to to giving "O.K., ifif you your
way giving me me a a pay pay money to support his sick mother raise, raise, how how about aboutgiving givingParkerson aa pay pay cut?" cut?" would receive a higher grade than a student who was going to become a professional athlete. That is, positive feelings do not seem to carry the same protection against depression in East Asia.
That is, postpubescent members of the family of the opposite sex should not sleep in rooms together. However, although emulative learning is often very effective, and in these studies it may entail more successful strategies for solving the
problems than imitation learning, it has one critical drawback: Emulative learning does not allow for culturation strategies are measured by a questionnaire, an example of which is shown in Table 7.2. The four different acculturation strategies that people might have are
shown graphically in Figure 7.5. The strategy that involves attempts to fit in and fully participate in the host culture while at the same time striving to maintain the traditions of one's heritage culture is known as the integration strategy. For the first 10 items of the test, the participants were asked to sit alone in a room and to work through the test
without speaking at all. Indeed, they seemed to be more motivated to play the game in this condition than when they made their own choices. This theory has become known as the social brain hypothesis (Dunbar, 1998). A Sambian father desires to rid his 7-year-old son of the contaminating feminine influence of his mother, and he wants his son to
perform oral sex on a married man as a means to toughen him up. The evolution of new species evolved. Perhaps the strongest evidence for cultural variation in the valuation of choice can be seen in the domains in which people exercise free choice. In situations when there is no
conflict, Westerners should be able 365 CHAPTER 9 COGNITION AND PERCEPTION Differences in Similarity Judgments Between American Asian-American East Asian FIGURE 9.10 When deciding whether two stimuli are
similar, European-Americans rely more on rule-based reasoning, whereas East Asians rely more on associative reasoning, Walker /The Denver Post/Getty Images; p.581: Digital Image © 2015 Museum Associates / LACMA / Art Resource, NY; p.582: Universal/ Photofest; p.585: © The New Yorker Collection, 1992 Victoria Roberts, from
cartoonbank.com. You might very well wonder why Dan is behaving like this. FIGURE 5.6 Bayar, from the movie Babies, was tightly swaddled for the first several months of his life. Cultural Influences on the Genotype Genetic adaptations to the local climate, altitude, and pathogens are cases in which geographical factors have shaped the genotype
(2005, December). J., Zhu, L., & Sanchez-Burks, J. Polling the face: Prediction and consensus across cultures. The East Asian websites and had significantly more links and words (Figure 9.7). Journal of Personality and Social Psychology, 69, 797-811.
Who ultimately had responsibility, and thus control, over the event? Corral, I., & Landrine, H. Many basic psychological processes, such as the ways people perceive the world, their sense of right and wrong, and the things that motivate them, can emerge in starkly different ways across cultures. psychological experiments. K., & Twenge, J. Of
relevance for cultural psychology, it is difficult to imagine a culture in which the propinquity effect would not hold true. Developmental Psychology, 28, 593-603. Hua, C. 354). 3 58 CHAPTER 2 CULTURE AND HUMAN NATURE What does this hypothesis suggest for humans? Critical period effects in second language learning: The influence of
maturational state on the acquisition of English as a second language. To the extent that different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different that different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different that different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different that different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different cultures perceive selves and their social worlds to be more or less fluid and malleable, they will possess different cultures perceive selves and their social worlds are not account to the selves and their social worlds are not account to the selves and their social worlds are not account to the selves are not account to the selve
PSYCHOLOGY? For example, a review by Whiting (1979) found that in How Do Early Childhood Experiences Differ Across Cultures? Second, multiple coders are employed, and some, or all, of the raw data are coded by more than one individual. Chiu, C., Dweck, C. Psychological Bulletin, 91, 540-572. Moderacy and extremity biases are
response biases, because they affect how an individual responds to an item independent of the content of the item. Likewise, East Asians also show stronger motivations for equality matching—they are more likely than North Americans to be reluctant to accept gifts because of the obligation they feel to reciprocate the gesture (Shen, Wan, & Wyer,
2011). 67-92). see Figure 10.15). Anything that was not wrapped or was in an opened package was confiscated, for fears that a nasty neighbor had inserted razor blades in it or had spiked it with poison. This hypothesis was tested by comparing those from a more collectivistic culture (Surinamese and Turkish immigrants to Holland) with those from
more individualistic culture (mainstream Dutch citizens of Holland; Mesquita, 2001). BlackWhite differences in self-esteem: Are they affected by response styles? R., Johnson, C. Staw & R. This indicates that interdependent individuals' identities are grounded in their relationships with others. Humans appear to come into this world ready to attend to
the sounds that they hear communicated in language and to separate those from all the other noises they encounter. Smith, P. In practical terms, the principle of equality is rarely applied in its strongest form, which would be that every individual receives the exact same level of compensation. Compared to the Americans, the Chinese were more
systematically scanning the entire scene. D., Dornbusch, S. Journal of Social Issues, 19, 33-47. Apparently, Japanese are more likely to see events in the world as occurring due to the behaviors and decisions of groups, whereas Americans tend to understand events in terms of the individuals involved (also see related work by Markus, Uchida,
Omoregie, Townsend, & Kitayama, Newspaper References to Different Kinds of Agents in Rogue Trader Scandals, Japanese newspapers tend to focus more on the organizations involved than on
the individuals, whereas American newspapers tend to focus more on the individuals than on the organizations. Conversely, those countries in which people live under the constant threat of being thrown in jail for suspicions of plotting against the government are, on average, not as happy. This suggests that as biologically grounded as our sexual
motives are, they become shaped by specific cultural beliefs and practices. These different cultural experiences thus can affect the rate of children's physical development. P., 465 Sedikides, C., 313 Seeman, M., 544 Seeman, T. If we want to rule out the
possibility that people are differently persuaded by whatever salesperson they encounter first compared with the salesperson that they encounter second. 208-224). This reasoning would suggest that people with independent views of themselves must realize some benefits when they act consistently. Feeling close and doing well: The prevalence and
motivational effects of interpersonally engaging emotions in Mexican and European American cultural contexts. Flower A resembles most of the flowers in that group have round petals, have one leaf, and have only one circle. Cultural psychiatry: Research strategies and future directions. This kind of implicit
understanding of survey research by those surveyed is a prerequisite for researchers to be able to collect survey or questionnaire data. In this particular example, let's assume that the man's behavior was part of a regular ritual in another culture. Furthermore, from colonial times to the present, the South has historically been more tolerant of
corporal punishment of children, of capital punishment, and of gun ownership and has been more supportive of the United States engaging in wars when compared with the North (see Cohen, 1996, for a review). Americans consume more calories than the French precisely because the cultural norms for portion size are larger for Americans.
Specifically, I use culture to mean any kind of information that is acquired from other members of one's species through social learning that is capable of affecting an individual's behaviors (see Richerson & Boyd, 2005). At the end of the questionnaire the participants were asked to evaluate the pen they had received. Journal of Cross-Cultural
Psychology, 31, 302-332. The person usually exhibits some kind of unusual behavior, such as barking like a dog, shouting sexually charged statements, or acting in culturally inappropriate ways, after which the person retains no memory of the outburst (Suwanlert, 1988). Academy of Management Journal. Selfenhancement and attitudes toward high
achievers: A bicultural view of the independent and interdependent self. For example, Luganda speakers in Uganda do not make a distinction between sorrow and anger. There is also debate over whether other emotions—in particular, contempt, shame, embarrassment, and interest—are universally recognized enough to justify being added to this set
(e.g., Keltner, 1995). They highlight some profound cultural differences in the ways people come to understand themselves. Journal of Social and Personal Relationships, 26, 1011-1028. Chirkov, V. The dependent measure was how close the participant got to this second confederate before yielding way. Adjacent populations that did not share the
same agricultural practices did not develop this same genetic mutation. These findings are supportive of a claim for universals in emotional expression. Effects of sleep position on infant motor development. Individualism and Collectivism Evidence for larger distinctions between ingroups and outgroups is also available from studies that have explored
conformity pressures. J., 549 Murata, A., 140, 423 Murdock, G. For example, Japanese and Americans appear to be equally likely to come to like those people with whom they interact most frequently (Heine & Renshaw, 2002). Parallels Between Biological and Cultural Evolution Factors That Cause Ideas to Spread Communicable Ideas Spread
Useful Ideas Spread Emotional Ideas Spread Emotional Ideas Spread Minimally Counterintuitive Ideas Persist How Have Cultures Been Changing? It is distinct enough from social anxiety disorder, and it is rare enough outside of East Asia (it has more recently been identified in Korea and mainland China; Tseng, 2001), that it has often been considered a "culture-bound to the counterintuitive Ideas Persist How Have Cultures Been Changing? It is distinct enough from social anxiety disorder, and it is rare enough from social anxiety disorder, and it is rare enough from social anxiety disorder, and it is rare enough from social anxiety disorder, and it is rare enough from social anxiety disorder.
syndrome, similar to ones such as dhat, koro, and amok. Negative emotions predict elevated interleukin-6 in the United States but not in Japan. Culture and social support: Who seeks it and why? Language, customs, and obligations vary considerably depending on whether the other is an ingroup or outgroup member. Miyamoto, T., & Onizawa, C.
Mathematical principles exist outside of culture, regardless of our ability to understand them. However, I use this dichotomy only as an explanatory device. The economist Nathan Nunn (2008) submits that a key factor underlying Africa's uneven economic development has been the unexpected lingering aftereffects of the slave trade. In one
investigation, various measures of subjective well-being were contrasted across five regions of the United States: New England, the Mountain region, West South Central, and East South Central (the researchers were unable to collect data from other regions).
Plaut, Markus, & Lachman, 2002). However, in the 1970s the island nation documented a dramatic increase in suicides. However, there has been growing hostility between the different faiths. Likelihood of Making an External Attribution Explaining the Behavior of Fish 5.9 FIGURE 7.14 Hong Kong Chinese who are primed with American icons are
less likely to make external attributions to explain the behavior of a single fish, whereas those primed with Chinese icons are more likely to make external attributions. The mass of the various muscles in chimpanzees' arms and legs, when scaled to the segment length of those limbs, is about 27% larger than it is for humans (Thorpe, Crompton
Gunther, Ker, & Alexander, 1999). A crosscultural study of response biases in personality measures. For example, the statements "I am introverted" and "I am extraverted" both contain some truth if one takes on a holistic perspective. Figure 13.9 shows the age-adjusted mortality rate for Americans of varying income levels (Wilkinson, 1994). One
important way that our minds differ from computers, however, is that we have self-concepts. And, if so, how much? M., & Choudry, I. M., 324, 588 Rothblum, E. Purchasing global luxury brands among young Korean customers. N., 94 Dezhkam, M., 567 Dhawan, N., 209 Dhyani, J., 475 Diamond, E. This suggests that it is not accurate to say that
women are like Asians and men are like Americans. That 195 196 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION FIGURE 5.12 An example of a rural Peruvian school. It appears that this cultural difference in social support will disrupt their
relationships with others (Kim, Sherman, Ko, & Taylor, 2006). Time. Child and Youth Quarterly, 18, 273-287. However, to compare cultures on creativity, we have to consider what creativity is in the first place. market pricing A type of relational structure concerned with proportionality and ratios; members of a party calculate the ratios of the goods
that are exchanged so that the transaction is equivalent in value for both parties. 10. R., Meiring, D., & de Bruin, G. A., Wager, T. This is a topic that we'll explore in Chapter 7. (1960). Also, the extent to which the five personality traits are common in particular cultures likely varies considerably around the world; however, there are significant
methodological challenges to the validity of these comparisons. This religious difference suggests that Protestants and Jews might have different theories about how the mind works. R., 565 NAME INDEX Wang, E. These debates are often marked by angry protests and repeated arguments that go largely unheeded by the opposing groups. For
example, your experiences have led you to understand that when people ask your opinion on a survey they are not doing so to start a dispute with you; they are interested in your own unique opinion and they expect you to give an answer that is not necessarily the same as what your father thinks; your responses will be kept anonymous, and your
response will not be met with some kind of reward or punishment based on how much the researcher agrees with you. If others grant you face, you'll enjoy all the perquisites that come with the enhanced status and power. Salter (Eds.), Ideology, warfare, and indoctrinability (pp. For example, Chinese children who were evaluated as shy were viewed
more positively by their peers and teachers, whereas Western children who were viewed as shy were more likely to be rejected by their peers (Chen, Rubin, & Li, 1995). The case of conscientiousness. L., 318, 320 Uleman, J. In these studies, people are placed in fMRI scanners to see which parts of their brain are active while they are listening to
different languages. P., 445, 447 Barber, B. Dunbar (1993) surveyed the ethnographic accounts of present-day subsistence societies and found that although people, and tribes can typically number around 1,500 to 2,000 people, the average size of clans turns out to be 148.4. Clans have a number
of social properties that are similar to the groups that characterize monkeys and apes (Dunbar, 1996), and they likely reflect the primary social unit of most subsistence populations. It is possible that after a few months of life in Canada, only a small percentage of East Asians were thinking like North Americans. (1835/1969). However, Lee's creative
success, impressive as it is, is perhaps not all that surprising given his multicultural experiences. Miller, K. Some of the key figures who delved into the psychological study of culture in the 1960s, 1970s, and 1980s include John Berry, Michael Bond, M
Scribner, Marshall Segall, and Harold Stevenson. First, it is important to note that there are some key differences in the way math is taught in the various schools. Generational changes in societal insecurity and materialistic role modeling. Why Should We Study
Cultural Psychology? Cross-Cultural Evidence for Kohlberg's Model Researchers use Kohlberg's model to determine the levels at which people or cultures make decisions to solve moral dilemmas. As Figure 4.9 shows, there was a clear 120 Distance at Which Subject Gave Way to Confederate (in) 154 Playing "Chicken" FIGURE 4.9 100 80 Northern
Participants 60 40 Southern Participants 20 0 Control Condition When they have not been insulted, Southerners yield to an oncoming person earlier than Northerners do. Many cross-cultural studies do include a bicultural sample in addition to two monocultural samples. altruistic punishment A person's tendency to incur a cost to
punish someone who isn't cooperating with the group. F., & Alexander, R. This strong version of the hypothesis has been almost universally rejected. The cultural dynamics of copycat suicide. In contrast, other tribes, such as the Eastern Cree, who live just below the tree line in Northern Quebec, engage in subsistence practices (primarily winter
hunting and summer fishing) that do not allow them to accumulate much food, so some of the bands are migratory and have low sociocultural stratification. The James-Lange theory, and other theories that focus on the centrality of physiology in emotions, make the case for universality in emotional experience. New relationships can be formed and old
relationships can be dissolved without having a large impact on an independent person's perception of his or her identity. After each nut was removed, the participants were asked whether there were any nuts remaining in the can. Later the group was required to reduce their size by choosing one person to leave. Journal of Consumer Research, 30,
30-40. It is extremely challenging to collect sound and compelling evidence for psychological phenomena, as they are by nature elusive, abstract, and invisible. Psychological Reports, 42, 731-738. Our own thoughts and behaviors appear natural to us because we really don't know how we could think and behave otherwise. But most of the readers of
People and GQ and myself share a common cultural context. The disorder, sometimes referred to as "the great neurosis" (Micale, 1995), was made famous by Jean-Martin Charcot and Sigmund Freud and was the key psychopathology underlying the launch of the psychoanalytic tradition. This is an example of how mind and culture cannot be
disentangled; the mind is shaped by its experiences, and cultures differ in the kinds of experiences that they provide. Reasoning that, for Protestants, such anxieties might be experienced as concerns with their own depravity, the authors explored how productive those individuals with sex anxieties might be experienced as concerns with their own depravity, the authors explored how productive those individuals with sex anxieties might be experienced as concerns with their own depravity, the authors explored how productive those individuals with sex anxieties might be experienced as concerns with their own depravity, the authors explored how productive those individuals with sex anxieties might be experienced as concerns with their own depravity, the authors explored how productive those individuals with sex anxieties might be experienced as concerns with their own depravity.
anxieties, and compared these groups across religions. Perhaps in these two studies people were either thinking like East Asians. Farley, R. T., Yoshikawa, S., et al. There are a few challenges with thinking like East Asians. Farley, R. T., Yoshikawa, S., et al. There are a few challenges with thinking like East Asians. Farley, R. T., Yoshikawa, S., et al. There are a few challenges with thinking like East Asians.
gap between their evaluations of their own romantic relationships and their evaluation of most other people's romantic relationships) was significantly greater among European-Canadians than it was among Japanese, whereas Asian-Canadians fell in between the complexity
of Space Invaders and the complexity of many video games today, such as Dark Souls II, Civilization V, or multiplayer online battle arena (MOBA) games such as League of Legends. Groups 514 PHYSICAL HEALTH 519 Biological Variability of Humans 523 Genetic Variation Across Populations 524 Cultural Influences on the Genotype 526
Acquired Physical Variation Across Culture and Sleep 537 Culture and Health 540 Socioeconomic Status and Health 540 Health 540 Koro 568 Culture Sound Syndromes 564 CONTENTS Eating Disorders 564 Koro 568
Amok 568 Hysteria 570 Other Culture-Bound Disorders 570 Universal Syndromes 572 Depression 572 Social Anxiety Disorder 576 Suicide 579 Schizophrenia 582 Mental Health Treatment 585 Glossary G-1 References R-1 Credits C-1 Name Index N-1 Subject Index S-1 xvii PREFACE My own quest to become a cultural
psychologist began upon graduating college. Different but Often Unequal variety of stereotypical portrayals of Native Americans, such as Chief Wahoo, Chief Illiniwek (the mascot for the University of Illinois until 2007), or Disney's Pocahontas. The observation that people's sense of humor differs is something you may have noticed yourself if you've
watched foreign comedies or have friends from other countries. For example, consider the maxim offered in a 15th-century German book of table manners: "It is unseemly to blow your nose in the tablecloth." Today this advice remains equally sound, but now it somehow goes without saying. Although the condition was rare in earlier decades, today
researchers estimate that upward of 1 million Japanese suffer from it, although the magnitude of this number has been disputed because the available data are not especially reliable (Furlong, 2008). Not surprising, except that King William Island was home to numerous settlements of Netsilik, an Inuit group, who have been living in the area for
thousands of years. J., Etu, S. In many ways, people from different cultures live different live different live different cultures live different live di
evaluated themselves. For example, North Americans are more likely to expect that trends will continue in the same direction as they have in the past. In a second condition, prior to taking the test the students were asked to check a box that identified their race. Miller, J. In many instances we disagree about whether the observed cultural difference
reflects a deep difference in the ways that people from different cultures think (which is usually the position that I take) or whether it represents a superficial difference of no significance or is the product of some kind of bias in the experimental design (which is often the position that my opponents take). A., 586 Wilson, A. Yet they could think like
Chinese when they considered the situation from an interdependent perspective. Westerners tend to reason in analytic ways; they view objects as static and separate from each other and understand those objects on the basis of their internal properties and how they correspond to abstract rules and principles. It is possible that in homogenous
societies the adjustment phase just takes longer; had the researcher studied more individuals who had been there much longer (i.e., more than 10 years), she might have found evidence for the adjustment stage. World Health Organization. Even by the very young age of 2, toddlers raised in American environments seem to be embracing aspects of
autonomy and individualism through their clumsy efforts to exert control over their worlds. F., 545 Berlia, N. However, the field still has not done nearly enough research to explore other non-Western cultural regions. That is, it's easier to understand an utterance if we can recognize that any sound that falls within a particular range is a "la," and that
any sound that falls within a slightly different range is a "ra." If we did not perceive sounds categorically, we would have a most difficult time understanding the sounds that we hear. A., 350, 589 Cook, K. Stereotypes represent cultural beliefs—that is, they are shared beliefs among members of a culture. C., 384 Olson, J. In general, WEIRD samples
are quite noteworthy in their relative lack of hallucinations, and in their fear of them. C., & Park D. In Gesellschaft groups, individuals can't be expected always to behave in prosocial ways toward others, because they don't have strong obligations toward them; so formalized rules are necessary to keep people in line. This percentage ranged from an
amount near zero for the Hadza and the Au to amounts near 100% in the city of Accra and in the United States. Kaplan, G. This person is then in a good position to assess whether the materials are capturing the subtle nuances of the intentions of the research questions. this adds a layer of complexity to the challenging task of interpreting emotional
expressions across cultures. In contrast, this relation between feelings of personal control and anxiety is significantly weaker among people from collectivistic cultures (Cheng, Cheung, Chio, & Chan, 2013). A recent analysis found that Protestants, and people living in Protestant societies more generally, consider the prospect of being unemployed as
more of a blow to their well-being than non-Protestants and people living in non-Protestant societies do Religion and Achievement Motivation (Van Hoom & Maseland, 2013). The most striking finding regarding cultural variation that emerged from these studies was that the course of schizophrenia was better for patients in the less-developed societies
than in the more industrially advanced ones (Leff, Sartorius, Jablensky, Korten, & Ernberg, 1992). Distinct cortical areas associated with native and second languages. First, in some cultures, people view arranged marriages as being more likely to succeed than love marriages. But on his way back, the participant discovered that the confederate had
the file drawer open again and again was blocking his path. L., 565, 566 Knapp, R. An alternative account, known as the "salmon bias," proposes that many Latino immigrants return to their home countries when they are old or ill, and thus their deaths are not included in the U.S. data (e.g., Pablos-Mendez, 1994). Miyamoto, Y., & Ryff, C. Self
Percentage of Total Words per Year .02800 .02400 Individual .02000 .01500 .01200 .00800 Unique .00400 1840 1880 1920 1960 Obedience 2000 Year FIGURE 3.9 Changes in word frequencies in books published in
the United States (from Greenfield, 2013; data from Google NGram Viewer). This entails a group of psychiatrists, psychologists, and trainees from various disciplines who meet regularly to discuss cases that are referred to them by therapists who feel they need expert advice when dealing
with multicultural clients. Alexis de Tocqueville made the following observation in the 19th century: "In the United States, a man will carefully construct a home in which to spend his old age and sell it before the roof is on. Her list of rules for her daughters included: No playdates, no sleepovers, no TV or computer games, no choosing one's own
extracurricular activities, and no being in school plays (or compeling evidence necessary to support such an unusual hypothesis, and I highlight their research program as an exemplary way to study cultural
psychology, P., 60, 79 Richerson, P. For example, one comparison of Italian and Irish clinical admissions to a hospital found that 57% of the Italians reported being in pain in contrast to only 33% of the Irish (Zola, 1966). A short answer would be that people learn self-enhancement motivations as they grow up in their culture. Then, the participants
saw computer images of fish swimming across the screen and were asked to explain their behavior. And because cultures provide people with particular sets of experiences on a daily basis, we can see how cultural influences could change their brains. Eating disorders in children and young adolescents: Etiology, classification, clinical features, and
treatment. 525 526 CHAPTER 13 PHYSICAL HEALTH require as much catalysis from the sun. Journal of Cross-Cultural Psychology, 41, 723-741. As Warren Cromartie, a former player for the Montreal Expos and Tokyo Giants, stated when describing Japanese training camp, "It makes boot camp look like a church social." Also, in comparison with
its American counterpart, Japanese baseball involves far more plays in which the individual makes a sacrifice for the benefit of the team, such as avoiding three-pitch strikeouts or extremely lopsided victories. Identification of the social and cognitive
processes underlying human cumulative culture. Richerson, P. If people consider these networks of information often enough, the networks should become prioritized ahead of other networks should become prioritized ahead of other networks of information that are less likely to be activated. Other situations prevent individuals from
being able to exercise much control, such as being a citizen in a totalitarian society or being in the working class in the United States. Culture and the body: East-West differences in visceral perception. B., Pilati, R., & Milfont, T. Cross-national epidemiology of major depression and bipolar disorder. Journal of Memory and Language, 51, 190-201.
Goddard to help screen out immigrants with "inferior minds," who were perceived as a threat. Progressivists made moral decisions based primarily on the ethic of autonomy (stressing obligations toward others); the orthodox were more likely to make their judgments based on the ethic of
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divinity. Patterns of sexual behavior. Choi, I., & Choi, Y. Comprehensive Psychiatry, 52, 319-325. Oxford, England: University of Oxford Press. It was an especially vicious cold, and I was feeling absolutely miserable laid up in bed. Bootstrapping and the origins of concepts. Hollywood has often portrayed the adolescent as angry, distraught, confused
and intentionally disobedient, as in the classic Rebel Without a Cause. L., Heaphy, E., Ashford, S. However, even though many arranged marriages start out with no feelings of love between the couple, typically the husband and wife come to feel strong feelings of love toward each other. Nebraska Symposium of Motivation, 37, 41-133. Diamond
proposes that rather subtle differences in the geography of Eurasia and the American undergraduates. European-Americans Hispanics vs. So here's a question. A new form of social withdrawal in Japan: A review
of hikikomori. The researchers analyzed newspaper articles about the disposition of the accused (e.g., having a "very bad temper," being "mentally unstable") or about the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the killings (e.g., having a "very bad temper," being "mentally unstable") and the situation that was relevant to the 
recently fired"). Bagozzi, R., Wong, N., & Yi, Y. Poor Genie's rehabilitation, including various scientists and foster parents. For example, a genetic variant that is associated with increased emotional-support seeking in times
of distress for European-Americans is associated with decreased emotional-support seeking among Koreans (Kim et al., 2010a); a variant that is associated with increased attention to foreground objects among European-Americans shows the opposite effect among Koreans (Kim et al., 2010b); a variant that leads to better responses to antidepressants
among Caucasians leads to worse responses among Japanese and Koreans (Kim et al., 2000; Smeraldi et al., 2002); and a variant associated with decreased emotional suppression among European-Americans predicted increased emotion among European-Americans predicted emotion a
Western sample contained at least some individuals who showed reasoning based on justice and individuals who showed such reasoning. A similar question was explored by contrasting Native American and European-American university students (Fryberg &
Markus, 2003). Larøi, F., et al. A., 304 Miao, F. This fact is perhaps all the more surprising if you consider the kinds of food that go into the typical French diet. Lebra (Ed.), Culture-bound syndromes, ethnopsychiatry, and alternate therapies (pp. However, in many important ways people are not the same wherever you go. Following up on this finding
the authors created a lab study in which they induced some male American students to consider sexually depraved thoughts about their sisters) and put others in a control condition in which such thoughts were not primed. It is possible that the cultural
differences exist only between student populations but might not exist between other populations, such as between elementary school children, or between elementary school chi
human children were compared to see how they learned a novel task Is Culture Unique to Humans? This suggests that Chinese representations for themselves Self Minus Mother FIGURE 6.7 These are fMRI scans of the differences in brain activation patterns when participants were thinking about
themselves. Liget is believed to exist in concentrated form in semen, and thus it is assumed to be more common among men than among women (although women can, at times, feel much liget as well). Emulative learners try to figure things out for themselves once they get an idea by observing others. N., Flynn, E., & Kendal, R. Likewise, cultures do
not emerge out of a vacuum. unique drawings were found to correlate with measures of acculturation to North America (Ishii, Miyamoto, Rule, & Toriyama, 2014). International for emotional expression (Ekman & Friesen, 1969). 60 40 20 0 (a)
Mean Group Size 2 1 1 2 Neocortex Ratio 0 3 (b) 1000 (c) 3 0 1 2 Extractive Foraging Methods * 100 1 0 1 0.1 1 Neocortex Ratio 10 FIGURE 2.7 (a) The relation between neocortex ratio and the percentage of fruit in the diet of various primate species. In contrast, an assumption that tends to be embraced by
cultural psychologists is that in many ways the mind does not operate independently of what it is thinking about. This set of circumstances increases the stress and c onfusion of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and confusion of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be largely responsible for the tumultuousness of adolescents and appears to be adolescents and appears 
with whom they share some kind of relationship. Consider what people see when they look at a scene. I am just glad I was able to do it. Psychological Bulletin, 131, 803-855. (2004, February 22). Rather, the ideal in communal sharing is equality among all the members of the group. Montagu, A. R-7 R-8 REFERENCES Callaghan, T., Rochat, P.,
Lillard, A., Claux, M. Not its display in a head-hunting ritual, of course, but the emotion itself—a frothy feeling of anger, passion, and energy that can lead either to extreme concentration and productivity or to chaos. One societal feature of a host culture that seems to influence the acculturating individuals' adjustment is the ease with which migrants
can be accommodated by the host culture. The correlation could not be more clear, concrete, or compelling" (Gilmore, 1990, p. The participants were told that two kinds of software would evaluate their performance: One was a program that had been well validated and the other was a newer program that had yet to be validated. Acta Psychiatrica
Scandinavica, 79, 136-147. Understanding the relationship between race and health: Patterns, paradoxes, and prospects. On the other hand, however, there were some pronounced cultural differences in the experiences of adolescents. This is an example of pluralistic ignorance, a mechanism that further leads to cultural persistence. On the low end
 are the former Soviet republics and some impoverished countries in Africa and South Asia (Diener, Diener, & Diener, 1995; Inglehart & Klingemann, 2000; Veenhoven, 2014). In this case, others come to think of you as someone who is likely to respond with violence when people try to take advantage of you. C., & Ottolini, M. In stark contrast, the
Chinese stories made more references to the situations that had provoked the accused than to the person's disposition. This strategy is composed of positive attitudes toward the heritage culture and negative attitudes toward the heritage culture and negative attitudes toward the host culture. Briggs, J. Jackson, E. Goncalves, B., Perra, N., & Vespignani, A. Can you recall the kinds of stories your
parents told you as a child? Environmental effects on motor development: the case of "African infant precocity." Developmental Medicine and Child Neurology, 18, 561-567. 0 0.1 0.2 0.3 432 CHAPTER 10 EMOTIONS least satisfied people in the international comparisons come from countries such as Bangladesh and Cameroon where many people
don't have adequate food and clean water to survive easily. C., Markus, H. Primarily targeted at those dealing with various kinds of anxieties and depressive symptoms, Morita therapy involves activities (e.g., sweeping), heavy manual labor (e.g., chopping wood), reading of Moritist literature.
and life training, all combined with meditation and sessions with the therapist (see Weisz, Rothbaum, & Blackburn, 1984). Interconnections between cultural differences. Much cross-cultural research thus reveals that there are many exotic specimens in the emotion zoo. These
examples mostly reflect culture-level variables that differ between societies with predominantly Catholic or Protestant influences. R., 533 Young, M. protection of the vulnerable and vulnerable and vulnerable should not be left alone at night. For example, they were provided a description of two
different computer games and were asked to choose one of them to play. A., & Shweder, R. That is, whereas the European-Canadians felt much anger response, and accordingly, felt less angry. The pattern of the suicides was strikingly similar across
most cases. Emotion, 14, 251–262. Bushnell, J. M., Christakis, N. For example, in West Africa, populations of Kwa-speaking farmers started to grow yam crops, which required them to clear the forests. Cultural variability emerges through one of two mechanisms. That is, all personality traits should show significant correlations with at least one, if not
more, of these core traits. OECD Social Indicators (Chapter 2). Journal of Early Adolescence, 6, 293-304. With permission from Elsevier; p.151: Corbis; pp. We come into this world cultureless, but we are prepared to adjust to and seize meaning from any environment with which we are presented (see Figure 5.1). An indigenous list of Filipino
personality traits was developed and the underlying factors were explored through factor analysis (Church, Reyes, Katigbak, & Reyes, 1998). Moreover, the average heights in countries have fluctuated, coinciding with broad societal changes that affected diet. This are the countries have not grown steadily across time but rather have fluctuated, coinciding with broad societal changes that affected diet.
population is noteworthy as their income is seasonal—before the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and then right after the harvest time they are often struggling trying to make ends meet, and the struggling trying t
the world? When asked what they thought of someone who had a large number of friends, many Ghanaians (but few Americans) said that such a person would be rather foolish. Science, 289, 1773-1775. Some research reveals that East Asians and North Americans differ in how they expect the future to unfold (Ji, 2008). If Americans felt they had
complied with these kinds of requests in the past, they assumed that they would be consistent and comply with them again. Evolution of phenotypic plasticity: where are we going now? Similar findings have emerged in looking at biracial FIGURE 8.12 Asch FIGURE 8.12.
The kinds of stimuli used in Solomon Asch's study of conformity. Liberals and conservatives use different sets of moral foundations. Trucks, let's go to the garage." Such communications highlights how the truck in terms of its environment, and it 185 186 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION describes the truck in terms of its environment, and it 185 186 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION describes the truck in terms of its environment, and it 185 186 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION describes the truck in terms of its environment, and it 185 186 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION describes the truck in terms of its environment, and it 185 186 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION describes the truck in terms of its environment, and it 185 186 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION describes the truck in terms of its environment, and it is environment, and it is
characteristics. You're told that you can do anything that you want with the money. Similarity-Attraction effect. Other cultures, in contrast, encourage people to focus on their connections with others by considering themselves in terms of concrete roles, relationships, and group the contrast, encourage people to focus on their connections with others by considering themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships, and group themselves in terms of concrete roles, relationships the roles and relationships the role and relat
memberships. And these dialects have been shown to change over time (Deecke, Ford, & Spong, 2000), just as human culture does. Age-related patterns in social networks among European-Americans: Implications for socioemotional selectivity across the life span. H., 520, 521 Tweed, R. Ma-Kellams, C., & Blascovich, J. They
designed a simple but elegant study. On the one hand, all the cultures viewed adolescence as a distinct period of life, separate from childhood and adulthood, in which some restructuring and role-learning occurred. Johnson, J., & Newport, E. They not only got heavier the longer they were in the United States; they also became more likely to engage
in less-healthy behaviors, such as smoking and drinking (although, in contrast, they also became more likely to exercise). Ataques de nervios is a condition most identified with Puerto Ricans, in which emotionally charged settings, such as funerals or family conflicts, lead to such symptoms as palpitations, numbness, and a sense of heat rising to the
head (Guarniccia, Canino, Rubio-Stipec, & Bravo, 1993). Lancet, 1989(2), 35-36. Ethos, 3, 183-207. T., 278 Watkins, D., 209 Watters, E., 584 Waxman, S. Likewise, the most pronounced cultural experiences should emerge for adults, because their minds have had much more time to be shaped by cultural experiences. Testing the Five-Factor Model of
personality variation among forager-farmers in the Bolivian Amazon. Journal of Personality and Social Psychology, 102, 718-728. Sensitive Periods for Cultural Socialization What did we find? In sum, living in a context in which one moves relatively frequently changes the kinds of relationships that people have and affects a variety of other attitudes
and lifestyles. Many have endured this self-imposed incarceration for decades. There is a deeper and more penetrating influence of culture on self-descriptions that is harder to detect. Second, on average, the students in the East Asian schools performed much better on the math test than the American students. If people had no idea which emotions
were expressed in the pictures, they would have identified about one out of six (16.7%) by guessing correctly (Table 10.1). S., Mojaverian, T., & Morling, B. G., 326 Townsend, S. Washington, DC: U.S. Department of Health and Human Services. New York, NY: Routledge. B., & Wu, C.-H. J., Shultz, S., & Dunbar, R. Indeed, I was the first Westerner to
have lived in the town, and this set the stage for a 2-year comedy/drama of mutual cross-cultural misunderstandings. Tuebingen: Narr. But, because he was a stranger, no one was willing to lend him the money he needed. J., 544 Kartner, J., 174 Kasahara, Y., 578 Kashima, E. Fischer, D. F., Cordes, S., Libertus, M. To support this reasoning, the
prevalence of various parasites Where Does Cultural Variation Come From? But in many ways they don't. Nature, 432, 345-352. I., & Sjomeling, M. One possible reason Ghanaians might not have as many friends as Americans, or might think of someone having a lot of friends as foolish, is reflected in how people describe friendships. This finding was
largely ignored by the field for about 50 years, because no one had any way of making sense of this cultural difference. F., 570 Drolet, A., 316, 340 Druckerman, P., 183 Druen, P. In contrast, the average mammal gets by with much less energy—only 3% of their basal metabolism is used by their brains. Despite its appearance as an affable caricature
Native Americans feel worse about their community when they encounter this mascot. Think about what kind of arguments you could use to speak to the moral foundations of someone who disagreed with you about the morality of abortion. One possibility might be that people lower in SES are more likely to have jobs that place them in hazardous
situations, such as having to deal with poisonous toxins, or that make them vulnerable to workplace accidents. S., Katigbak, M. immigrants People who move to a new culture and logic reconsidered. Culture and subjective well-being—Why
some nations and ethnic groups are happier than others. C., 570 Chen, E., 438, 543, 545 Chen, J. This method allows us to see both (a) whether situations common in one culture respond to the same situations differently than those from
another culture. Keller, H., Kartner, J., Borke, J., Yovsi, R., & Kleis, A. X's represent aspects of identity, and the larger X's indicate more-important and self-defining aspects. F., & Dimsdale, J. There is no questioning of what God might have meant about murder, nor whether this commandment might be interpreted differently in the context of abortion
in modern, Western societies. In contrast, participants assigned to the "anger" condition completed a questionnaire alongside the same confederate, whose job here was to get the participants assigned to the "anger" condition completed a questionnaire alongside the same confederate, whose job here was to get the participants assigned to the "anger" condition completed a questionnaire alongside the same confederate, whose job here was to get the participants assigned to the "anger" condition completed a questionnaire alongside the same confederate, whose job here was to get the participants assigned to the "anger" condition completed a questionnaire alongside the same confederate, whose job here was to get the participant to join him in expressing his frustration and outrage at the rudeness of the items in the questionnaire.
respondents materials in English and comparing their answers with those of native English speakers is (as we'll see in Chapter 7) that the language we're thinking in can greatly affect the way we're thinking in can greatly affect the way we're thinking. Journal of Personality and Social Psychology, 78, 943-955. The field of social psychology started out very much in the same tradition as cultural
psychology. W., Butner, J., & Gornik-Durose, M. Americans say they don't like Explicit Versus Implicit Communication answering machines because they are worried that the target person might not check his or her messages, whereas Japanese don't like answering machines because they say that it's hard to speak without getting feedback (Miyamoto
& Schwarz, 2006). Another technique involves the "priming" or activation of cultural ideas within participants. However, when they saw this rather unconvinced by the rather implausible Argument B. Not by genes alone: How culture
transformed human evolution. Haushofer, J., & Fehr, E. In contrast, analytic thinking, with the emphasis on focusing on separate parts, lends itself very well to the spoken word. 4 min. E., 541 Peng, K., 102, 133, 134, 135, 136, 145, 186, 284, 349, 351, 352, 363, 368, 370, 435 Pennebaker, J. Furthermore, given the more unconditional and lasting
attitudes toward relationships in these contexts, people can be said to have low relational mobility. If chickens and American participants are showing evidence of the same processes as well. O., 139, 341, 415 Russell, J.
464 Russell, J. 572 CHAPTER 14 MENTAL HEALTH Universal Syndromes Whereas culture-bound syndromes make it salient that culturally derived meanings play a fundamental role in the development of psychopathologies, universal syndromes whereas culture-bound syndromes whereas culture-bound syndromes make it salient that culturally derived meanings play a fundamental role in the development of psychopathologies, universal syndromes whereas culture-bound syndromes whereas culture-b
art museums, East Asians drew a horizon that was significantly higher in the picture than it was for the Americans. When people are focused on how they are connected with others, it is important for them to consider how their behaviors will affect others; likewise, they must organize their own psychological experiences in response to what others are
apparently thinking and doing. Looking in from the outside, Lee feels that he is able to see things differently, and perhaps even more accurately or objectively, than those who are shackled by conventional wisdom. However, more recent studies have called into question those initial findings, and compelling evidence for Whorfian effects has now
emerged across a number of domains. C., Star, S. Independent Views of Self The findings from the study with Kenyans and Americans suggest that there are at least two ways people might see themselves. L., & Sanchez-Burks, J. C., Garnett, F. Heath and colleagues investigated this hypothesis by creating a number of variants
on some contemporary legends to see whether participants felt motivated to pass the stories on to others. It would be surprising if this tendency varied significantly across cultures, and indeed, there is thus far no evidence for any cultural variability. V., 145 Berger, P. As a result, the vast majority of published cross-cultural sleep studies rely on
people's self-report of sleep for either themselves or their infant children. M., Jr. (1949). M., & Whiting, B. Chapel Hill: University of North Carolina Press. As you read this chapter, you may realize that the reasons that you have for being a student, or for explaining any of the other behaviors you engage in, speak a great deal to the cultural
experiences you have had growing up. Evidence also suggests that self-esteem has been rising in the United States over the same period (Gentile, Twenge, & Campbell, 2010; Twenge & Campbell, 2010; Twenge & Campbell, 2010; Twenge a rural community in their home country to an urban center in their new culture; some move to a place where
the dominant language, religion, and cultural practices are similar to those of their heritage culture; and some move to a cultural environment that is different from their own in almost every respect. Schneider (Eds.), Personality in nature, society, and culture (pp. Influence of culture, language, and sex of conversational distance. The slave trade and
the origins of mistrust in Africa. M., Trapnell, P. If you recall, Masuda and colleagues found that horizons tend to be painted significantly higher in East Asian paintings than in Western ones. 13 PHYSICAL HEALTH CHAPTER OUTLINE Biological Variability of Humans Genetic Variation Across Populations Cultural Influences on the Genotype
Acquired Physical Variation Across Culture and Sleep Culture and Health Socioeconomic Status and Health Medicine and Culture 520 CHAPTER 13 A PHYSICAL HEALTH bout 3.6 million years ago near Laetoli, Tanzania, a trio of early hominids, most likely Australopithecus afarensis, walked across a field covered in
wet volcanic ash, leaving behind what would later become one of the most significant discoveries in paleoanthropology. This suggests that, in some ways, we do not solve multiplication problems by ourselves. W., 49 Shultz, S., 56 Shweder, R. Gosling, S. There are a number of ways that we can think of hikikomori as being particular to Japanese
culture in the late 20th and early 21st centuries. W., 166 Chen, C., 129, 140 Chen, C. D., & Chen, Z. Even more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates) than less symmetrical scorpion flies are perceived as more attractive by other flies (i.e., they get more mates).
rather than consider their idiosyncrasies. The American soldier: Adjustment during army life. Likewise, Kohlberg never claims that the full range of moral levels should be evident in all cultures. For many kinds of cognitive tasks, chimpanzees can give us humans a real run for our money. Another way to test the theory of the culture of honor is to see
if there are regional differences in people's tolerance for insult-related aggression out in the real world. French kids eat everything: How our family moved to France, cured picky eating, banned snacking, and discovered 10 simple rules for raising happy, healthy eaters. B., Ford, J. A Sensitive Periods for Cultural Socialization sensitive period is a
period of time in an organism's development that allows for the relatively easy acquisition of a set of skills. Pittsburgh Press. Race, education, and prevalence of hypertension. In contrast, the Berinmo speakers were most likely to show evidence for categorical perception when they discriminated between two stimuli that
crossed the nol-wor boundary. The key How Do Ideas Catch On? In contrast, holistic thoughts are difficult to express verbally. In describing the picture of Tom Cruise, people might say something like, "He has thickish eyebrows, a big smile, dark hair, and is very attractive." However, those few observations hardly do justice to Tom Cruise's face. Is
one's ability to solve algebraic puzzles a good measure of intelligence? It shows a greater degree of individualism in Great Britain and in the United States, Canada, Australia, and New Zealand, which are former British colonies. Bruner, J. One common approach for selecting cultures is to choose samples based on a theoretical variable that you are
investigating. Rotterdam, The Netherlands: Erasmus University. M., Bland, R. L., Jr., Triscari, R. Karasawa, J. If talking interferes with thinking more for East Asian students than Western students, should class participation be rewarded to the same degree in different cultures? Here's how it works. And a useful hammer might be one made with a
steel head attached to a wooden handle, but it wouldn't be novel if it was the same as the one in your toolbox. However, there are some notable cultural differences, too (e.g., Desai, McCormick, & Gaeddert, 1989; Murstein, Merighi, & Vyse, 1991; Wong & Goodwin, 2009). Bhagat (Eds.), Handbook of intercultural training (2nd ed., pp. European
 Review of Social Psychology, 12, 167-199. I think it's important to gain a sense of the varieties of ways that we can go about studying PREFACE cultures. In one study he asked Indian participants to imagine that Kumar (a male) had his brain
switched with Mina (a female; Mahalingam & Rodriguez, 2003). Despite the great human suffering that this sad historical event caused, it also resulted in a unique opportunity to explore the psychological consequences of communism. Other studies have shown that positive affect yields significant health benefits (Ostir, Ottenbacher, & Markides,
2004). Although religious denomination is one important way that cultural worldviews differ within the country (as you'll see in the next section on the morality of thoughts), it is probably not the most relevant difference for making sense of the opposing political alliances that divide the nation today. T., & Fiske, D. Cognitive, Affective, & Behavioral
 Neuroscience, 6, 102-109. REFERENCES Dunning, D., Meyerowitz, J. multicultural approach Attending to and respecting the distinctive aspects of different cultural groups. So as we became a weaker ape, we were able to redirect some of the energy used up by those muscles to make us a smarter ape. Musher-Eizenman, D. Indeed, it seems that
bilingual people tend to frame-switch when they shift between their languages. Many personality typologies have been proposed around the world that serve to classify people into different types. This is a photo of the luxurious lobby of the Brown Palace Hotel in Denver, Colorado, taken around 1900. D., & Rubert, E. We know that genetic factors
clearly affect one's likelihood of developing schizophrenia. In sum, social anxiety disorder represents a universal syndrome that is identified everywhere around the world. Perhaps some words from a Japanese colleague of mine, who has been in a successful arranged marriage for more than 30 years, can help make sense of these seemingly
paradoxical findings, Illusory correlation in interpersonal perception: A cognitive basis of stereotypic judgments. American exceptionalism: A double-edged sword. E., 543 Keljo, K., 489, 490 Keller, H., 174 Kelly, R. J., Murphy-Berman, V., & Singh, P. But to my surprise, looking out at the class, the students started to stand up straight, had a look of
objects by identifying their underlying attributes, which is akin to trying to understand people and their behavior by considering their inner qualities—such as their personality traits. Neuroscience Methods In recent years, much of psychology has become increasingly interested in methodological advances that allow for the study of the specific brain
 mechanisms that are associated with psychological processes. Biological evolution occurs when certain genes become more common in populations than they were in the past. Furthermore, much research across cultures shows a number of striking similarities in people's feelings of love toward their partners (e.g., Kim & Hatfield, 2004; Neto, Mullet,
& Deschamps, 2000; Philbrick & Opolot, 1980). For example, in Brazil, there is a complex sociocultural strategy termed jetinho, by which people manipulate or dodge the official rules to achieve things (Ferreira, Fischer, Porto, Pilati, & Milfont, 2012). Journal of Applied Social Psychology, 21, 1039-1057. All Rights Reserved.; p.496: JIM
WATSON/AFP/Getty Images; p. Nisbett and colleagues argue that these cultural differences in ways of understanding people also shape the kinds of information people also shape the kinds of informati
participants were especially motivated, they came up with more useful ideas, but not more original ones (Bechtoldt, De Dreu, Nijstad, & Choi, 2010). Cullum, J. Perhaps the declining rate of arranged marriages reflects changing norms in what people expect out of their relationships. Westermarck, E. Chinese and American students were given these
 arguments as well as a number of other contradictory pairs (Peng & Nisbett, 1999). 90 60° N 80 70 30° N 60 50 40 0° 30 20 10 30° S 0 0° 45° E 90° E 135° E FIGURE 13.4 The ability to digest milk into adulthood is associated with persistence of the enzyme 180° lactase. Non, A. As the social historian Edward Shorter (1987) put it, each culture
about, and the degree to which they experience positive versus negative feelings. And in many ways, stress often derives from psychological interpretations of events. L., & Marlowe, F. Ideas are most likely to spread if they are communicated, if they are communicated, if they are useful, if they are usefu
elements. Krutzen, M., Mann, J., Heithaus, M. Mann, M. 
and Americans, in line with the hypotheses of Weisz and colleagues, was conducted by Morling (2000). Compliance with a request in two cultures. So if a player paid one of his or her own dollars, the experimenter would take away $3 from the player who was being punished. People's acculturation experiences vary dramatically, and many studies on
 acculturation reveal contradictory findings. Emotional selection in memes: The case of urban legends. V., 550 Oswald, I., 537 Ottenbacher, K. All right, perhaps I should have warned you that that was coming. REFERENCES Newton, M. J., 543 Crocker, J., 306, 319 Crockett, H. More than 50 years later, however, Mead's observations were challenged
by Derek Freeman (1983), who argued that Samoan adolescence was at least as tumultuous as adolescence in the West, and he attributed Mead's allegedly mistaken observations to her informants, who teased her and made up stories. S., Bornstein, M. L., 287 Abarbanell, L., 482 Abebe, E. Retrieved from www.huffingtonpost. Cambridge, MA: Belknap
 Press. mere exposure effect An effect which states that the more people are exposed to a stimulus the more they are attracted to it. Cambridge: Harvard University Press. Thematic categorization is especially common among East Asians. B., & Redlich, R. These findings indicate that when people think back over their lives, they are likely to interpret
their feelings with respect to these culturally divergent theories, but when they consider their feelings at a given time, those theories do not come much into play. integration strategy that involves attempts to fit in and fully participate in the host culture while at the G-5 G-6 GLOSSARY same time striving to maintain the
traditions of one's heritage culture. The model used the rake to get access to the out-of-reach object in one of two ways. In contrast, if they are thinking American thoughts, they should explain the fish's behavior in terms of its individual desires. The earlier example of our hominid ancestors learning how to cook demonstrates how cultural learning
played an important role in our biological evolution. To be able to do the rod-and-frame task properly, you have to be able to ignore the misleading information of the frame and focus solely on the rod. O., 418 Anderson, R., 550 Anderson, S. Choi, S., & Gopnik, A. 134-152). (2001) proposed that rumors and legends are more likely to spread when they
can evoke a shared emotional reaction among people. The social function of intellect. In an "honor letter" condition, the applicant explained that he had served time for manslaughter because he had killed a man who had slept with his girlfriend and his girlfri
In contrast, he pointed out that those who have love marriages typically start out their relationships having a lot of love for each other. R., 94 Goode, W. By the late Pleistocene era (about 20,000 years ago), humans had already settled in a more diverse range of physical environments than any other species. Vol. Marmot, M. These ideas included his
views of the unconscious mind as a cauldron of seething urges, in which boys secretly desire to kill their fathers and have sex with their mothers, girls are distraught in their envy for not having a penis, and the whole of humanity struggles to corral their degenerate motivations to destroy life. Recent genetic analyses reveal that lactase persistence has
developed in areas precisely where cows have been domesticated for the longest periods, as evidenced by the highest genetic diversity among the cattle populations (Beja-Pereira et al., 2003; see Figure 13.4). Phillips, W., & Boroditsky, L. Washington: APA. E., 545 Adolph, K. A related question is how long does it take for people to completely
acculturate to the norms of a host culture? Later on, however, our brains are not as flexible. C., & Van Reken, R. University of Michigan, Ann Arbor. M., & Crocker, J. W., van de Vijver, Kağitçibaşi, C., & Poortinga, Y. The Academy of Management Annual Meeting, August 8-13, Anaheim, CA. FIGURE 6.1 Misty Hyman and Naoko Takahashi, Olympic
champions. What do cross-national comparisons of personality traits tell us? Sodowsky, G. encourages his Asian students to speak up in class by making it part of the class grade. Some kinds of behaviors or statements are socially desirable—that is, they make others think more positively of us. Navigation-related structural changes in the hippocampi
of taxi drivers. Journal of Research in Personality, 36, 419-441. In general, most people did not see the man's behavior as causing anyone much harm, but most people said they would feel bothered if they witnessed this event, and these responses did not differ across the samples. S., Sherman, D. Indeed, a number of researchers have concluded that
the features of interdependent identities seem more characteristic of women (e.g., Bakan, 1966; Gilligan, 1977). They contacted people by phone who lived in either the South or North and asked them to respond to some attitude items
and some scenarios regarding the appropriateness of violence. In the case of a religious text, such as the Bible, the vast majority of the text describes rather ordinary events, and those ordinary events, and those ordinary events, and those ordinary events are interspersed with occasional "counterintuitive" events, such as a talking bush, a virgin birth, or miracles such as water turned into wine.
SIMPÁTICO. Cultural differences in friendships can also be understood in terms of the ways that people tend to present themselves to others. Cognitive Psychological disorder is one that has always challenged psychiatrists and clinical psychologists. How a tolerant past affects the present
Historical tolerance and the acceptance of Muslim expressive rights. People feel connected to others because they feel a unity of spirit, and these relationships tend not to be thought of in instrumental terms, nor are they often evaluated or negotiated. Levine, R. Chua, H. (2008, August 17). Behavioral and Brain Sciences, 16, 495–552. M., 586
Gladstone, G., 572 Gladwell, M., 200, 484, 580 Gleitman, H., 185 Gleitman, H., 185 Gleitman, L., 185 Glick, J. Kinias, Z., Kim, H. neuroticism A personality trait that indicates how emotionally unstable and unpredictable an individual is; part of the Five Factor model of personality. Kim, E., Zeppenfeld, V., & Cohen, D. Studies have found that European-Americans showed
less of a physical stress reaction when they are given the opportunity to seek social support such as asking someone for advice and help, but Asian-Americans show less of a stress response when they think about their close relationships (Taylor, Welch, Kim, & Sherman, 2007). It seems that the theoretical model that guides this research is that
relationships are conditional and voluntary, and will return to their null state if people move on to pursue other relational opportunities elsewhere. Various shamans and healers derived techniques, rituals, and medicines from their own experiences and from knowledge that was passed down across generations (see Clements, 1932; Murdock, 1980)
This research suggests that we are biologically prepared to attend to human speech as soon as we come into this world. First, consider how people would think about themselves if they were adopting an objective, outside-in perspective of the self. Given these cultural differences in the presentation of
different mental illnesses, it follows that the treatment of mental illnesses also varies across cultures. Journal of Personality and Social Psychologists will face over the years to come. Although it is possible that the genes underlying inherited psychological traits are
not distributed equally across the globe (see Chiao & Blizinsky, 2010), there is as yet no good evidence for such kinds of population differences in genes underlying differences in genes und
the South. However, there is considerable cultural variation in what is perceived to be an attractive body, particularly Protestants) show a clear preference for staying focused on the task at hand (Sanchez-Burks et al., 2000).
American Journal of Psychiatry, 165, 359-369. Mindfulness practice leads to increases in regional brain gray matter density. People would rather not associate with those who won't agree with others. D., & Kobayashi, C. Other less-familiar emotion words include the Javanese term iklas, which refers to somewhat pleasant feelings of frustration
(Geertz, 1959) and the Japanese word amae. One way that culture affect sleep behavior was discussed in Chapter 5—in most cultures of the world, children to sleep separately. Witkin, H. You can think of the big brain in your skull as being akin to a massive, gas-guzzling
jet engine that consumes about 16% of all of your basal metabolism. All Rights Reserved; p.432: © The New Yorker Collection, 2004, Robert Mankoff, from cartoonbank.com. With the increase in globalization over than ever before. Despite
 the clearly identified relevant genes and perinatal experiences, much is still not known about the causes of schizophrenia. Endo, Y., & Meijer, Z. The absent father and cross-sex identity. Deutscher, G. Gardner, G. It was in the late 19th century that novels about the struggles of adolescence first appeared in abundance, likely as a result of the greater
array of choices available to adolescents (Baumeister, 1987). Their "son self" remains fairly constant across their lifespan, as does their "drinking buddy self." Hence, the East Asian self-concept might best be characterized by an "if-then" profile, in which "if" refers to the relational context and "then" refers to the habitual way of thinking about
oneself. E., 174 Adonu, J. The U-shaped pattern of adjustment to new cultures seems to characterize the experiences of many migrants, and a number of other researchers have found evidence that tends to be consistent with this model, although the timing of the stages varies considerably (e.g., Oberg, 1960; Richardson, 1974; Zheng & Berry, 1991)
Uchida, Y., & Kitayama, S. Bucharest hotel lobby The lift is being fixed for the next day. acculture to and learn a culture that is different from their original (or heritage) culture. And at the wakening of your next sleepe/ Your sorrowes will have a slake." This is referencing an idea commonly found in medieval
European literature that people's nightly sleep was separated into two distinct periods, because before 537 538 CHAPTER 13 PHYSICAL HEALTH the time of electric lighting, people would go to bed sometime after sunset, wake up in the middle of the night for an hour or so, and then return to sleep later (Crook, 2008; Ekirch, 2005; see Figure
Situational FIGURE 9.8 Although Indian and American children show similar attribution patterns, as Americans get older they tend to make more dispositional attributions. S., 174, 186, 349 Tanaka, K., 232, 507 Tanchuk, T. The Protestant ethic has been associated with
negative attitudes toward laziness and being overweight (Quinn & Crocker, 1999). B., 334 Baltzell, Digby, 108 Bangladesh, 431-32 S-3 S-4 SUBJECT INDEX Baptism sect, 317 Baptists, 497-98, 503 Barber, Benjamin, 92 Baring's Bank, 327 basal metabolism, 48 baseball, 103, 149 basking in reflected glory, 305, 307 Batak, 190 bathing, in France, 553
54 Battle Hymn of the Tiger Mom (Chua), 180 Baumrind, Diana, 181-82 Beach, F. R., Kuo-Jackson, P. However, in the distribution of other kinds of resources, such as salary, the principle of equity is not so universal. Depression, Buddhism and the work of culture in Sri Lanka. There are many kinds of actions that people perceive as bad, but not
necessarily immoral. W., & Friesen, W. Southerners, in contrast, showed a pronounced difference. Research on cognition and perception is esteemed so much because it purports to be informing us about the most elementary and essential psychological processes. Chapter 8 Page 298: © Tibor Bognar / Alamy; p. A., Mahamedi, F., & Keel, P. S., 549
Cordes, S., 397 Corliss, R., 291 Corral, I., 271 Cosmides, L., 76 Costa, P. The experimenter then removed the can from view of the participants to come into the laboratory where they privately received false feedback that they had
done either very well or very poorly on a creativity test (Heine et al., 2001b). It was the best-equipped expedition in the history of British polar exploration. Other cultural dimensions, such as power distance, uncertainty avoidance (Hofstede, 1980), vertical-horizontal social structure (Triandis, 1996), 221 222 CHAPTER 6 SELF AND PERSONALITY
relationship structure (Fiske, 1992), context dependence (Hall, 1976), social cynicism, and social complexity (Leung & Bond, 2004), have also been developed. objective self-awareness A state of mind in which individuals consider how they appear to others and are conscious of being evaluated. Siegel, J. Sources: Samples from Lederer (1987) and
www.engrish.com. If the inhibition of anger leads to cardiovascular stress for people from all cultures, it would seem that people from cultures in which inhibition of anger is more common would suffer from more heart disease, because they would more often be trying to bottle up their angry feelings. People can reveal themselves to the world by the
things they say. M., 262 Guzder, J., 590 Gwanzura, F., 571 H Hafenbrack, A. Bunker, D. International Journal of Psychology, 7, 235-242. With this view, people who participate in different contexts should be expected to think differently. Journal of Personality and Social Psychology, 100, 507-526. Although more cultures need to be investigated to
reach firm conclusions, it appears that when females are viewed as more powerful, they also have more essentialized identities, whereas the reverse holds true where males are viewed as more powerful. When interpersonal relations are reduced to serving utilitarian means among autonomous individuals, as they largely are in Gesellschaft groups,
then a morality of justice should take precedence. Russians were more likely to identify with the target that reflected on her feelings than Americans did, reflecting the stereotype of the Russian brooder. These transformations in manners over time are instances of an obvious fact: Cultures change. Archives of Pediatric Adolescent Medicine, 151, 665-
674. But over time this wasn't big enough to satisfy people's desires either, so they created an even larger 20-ounce size, which some clever marketing whiz called venti (Italian for "twenty"). Early Conditions Have Disproportionate Influence on Culturel
matter a great deal with respect to how cultures subsequently evolve. In sum, humans appeared to live in ancestral environments. There is some evidence for this. Journal of Health and Social Behavior, 24, 144-160. It is
perhaps also telling that Japanese and American self-discrepancies look quite similar when they are in front of a mirror. Mok, A., & Morris, M. Psychological Science, 23, 1059-1066. Hoshino-Browne, E., Zanna, A. Culture, context, and the taste for redistribution. Saito, T. R., Peng, K., & Greenholtz, J. Becker, M., et al. After the city was divided into
 two, the Western half continued from its democratic and capitalist prewar past, whereas the Eastern half became communist. L., Aday, L. English speakers do not have English-speaking genes, and Hindi speakers do not have English-speaking genes.
Gaby has explored whether languages with different spatial referencing would also influence the ways that people represent the passage of time. The Americans were similar to the Indians in that they also viewed incest avoidance as the most important principle in deciding about sleeping arrangements. Difficult Developmental Transitions
Development does not always proceed linearly across the lifespan, with each month passed being associated with an equivalent amount of increased knowledge and maturity. Journal of Personality and Social Psychology, 79, 861-875. On average, the larger one's income, the longer one will live, and this relation holds rather similarly from the poorest
 through to the richest income groups. Also, people with interdependent selves are more likely to feel happy when they experience interpersonally disengaged positive emotions. Although bipedal, the Laetoli
Austrolopithecines did not yet appear to be as fully bipedal as modern humans. Indeed, the self is privy to a lifetime of experiences and private thoughts that others don't have. Friedman (Eds.), Current clinical neurology: Psychiatry for neurology: Ps
likely than Americans to say they would go along and make decisions in accordance with the influencers' preferences. A conceptual history of koro. Journal of Personality and Social Psychology, 74, 1041-1055. Do we become a different person when hitting the road? Dawkins, R. In a "control letter" condition, the applicant explained that he had served
(unless, curiously, the film stars Adam Sandler) and typically won't bring in as much revenue from the international box office (Obst, 2011). W., 536 Griffin, D. De Leersnyder, J., Mesquita, B., & Kim, H. Unlike self-esteem, which involves the individual evaluating himself or herself, face is maintained only when others evaluate oneself positively. For
example, depressed mood does not appear to be a core symptom of depression among Chinese, yet, for Westerners, depression is largely about depressed mood. Missed appointments and poor glycemic control: An opportunity to identify high-risk diabetic patients. This first reason to study cultural psychology is the same kind of reason that one could
offer for learning about any field—gaining knowledge in that field is important for developing one's understanding about related topics. The color categories in one's language influence perception at the boundaries of those categories in one's language influence perception at the boundaries of those categories. The color categories in one's language influence perception at the boundaries of those categories.
past, which they recognize cannot be changed. Furthermore, the Nuer tribes are far larger and more militarily powerful than the Dinka. At least in terms of height, I really am big in Japan. Reflecting the high amount of fats in their diets, the French tend to have higher blood cholesterol levels than Americans (Renaud & de Lorgeril, 1992). de S., 46
 Prince, R., 571 Pritchard, J. Redelmeier, D. Fessler, D. Y., Iidaka, T., Gordon, H. To perform good work, then, one should "focus on the task" and "be professional" (Sanchez-Burks, 2005). Kidney diseases African-Americans higher No difference 10. Love styles in the United States and France: A cross-cultural comparison. A literature review and guide
fun and excitement usually comes to an end. 1 2 3 4 I take a positive attitude toward myself. In contrast, East Asians appear to believe that change itself happens in rather fluid and unpredictable ways. In doing the research for this book, I have consistently had two thoughts: First, that there has been a flood of excellent research in cultural psychology
over the past quarter century. They said my son was in his "terrible twos." The idea that children pass through a difficult transition during their early toddler years is viewed as a hallmark of development, at least by Americans (Wenar, 1982). Specifically, the strategy that is hypothesized to result in the lowest degree of acculturative stress is the
integration strategy, and much research shows that this strategy yields the most favourable outcomes (e.g., Berry et al., 1989; Nguyen & Benet-Martinez, 2013; but see Rudmin, 2003 for a contrary view). In Brazil, approximately the same percentage of men and women are literate; in Pakistan, twice as many men as women are literate. This approach
is associated with parental warmth, responsiveness, and democratic reasoning. The chickens in that study were dyed either green or red while still in their eggs to make them look either similar to or different from each other. They wired ahead to a prominent local psychologist in this rural area of India and asked him to arrange for a family meal.
There are thus trade-offs involved in parenting styles, and whether strict and controlling parenting will yield desirable outcomes overall is dependent on what values a culture prioritizes (e.g., happiness or achievement). H., 171, 408, 437, 462 Furlong, A., 561 Furnham, A., 258, 260, 265, 318, 319 Fuson, K. Murphy, F. Participants each read 12
stories, varying in emotional impact, and were then asked a number of questions about their reactions to the stories and whether they would be willing to pass the story along to others. We evolved to depend on cultural learning, and over the millennia we have continually become more dependent on this learning. Rosen, D. They often described their
experiences as something that they "had to do"—for example, "I had to adjust last school year when my roommate's boyfriend moved into our house." In contrast, the Japanese situations rarely indicated that the individual felt compelled to adjust or that the adjustment experience was negative. Consider a classic study that examined the mortality of
civil servants in England across a 10-year period (Marmot, Shipley, & Rose, 1984). F., 94, 483 Ingram, R. H., 455 Rahimi-Movaghar, V., 589 Ramaswamy, J., 219, 266 Ramble, C., 89 Ramirez-Esparza, N., 467 Ranade, N., 589 Ramirez-Esparza, N., 580 Ramirez-Esp
Kitayama are not randomly distributed across our planet but emerge in places where there are cultural practices that sustain them. 303: "Rosenberg Self Esteem Scale" from Society and the Adolescent Self-Image, revised edition. How does the mere exposure effect relate to the propinquity effect? Remarkably, participants who had been exposed to
words related to the elderly walked significantly slower than those who had been exposed to the neutral words. The assimilation strategy involves an attempt to fit in and fully participate in the host culture while making little or no effort to maintain the traditions of one's heritage culture. G., Wang, E., Stevenson, M. H., Hubisz, M. You would then hire
 another translator to translate the translate the translated Indonesian materials back into English. J., 266 Tuttle, R. Trying to imagine, in contrast, that one could instead just marry whomever their parents suggested seems to strike many of my students (particularly those of Western descent) as outright unfathomable. The experimenters analyzed participants
testosterone level as it was measured both before and several minutes after the insult, and it was compared between Northerners and Southerners and Southerners. Tracing the threads: How five moral concerns (especially purity) help explain culture war attitudes. Psychological Science. These contrasting media accounts are not only indicative of people's different
theories for athletic success, they reflect something more fundamental. Social class and mental illness: A community study. One of the games was described as one that could improve one's thinking skills and boost one's grades. P., 308 Becker, M., 341 Becker, S. C., 44 Keil, J. Much
work has revealed that East Asians tend to have a relatively holistic way of looking at the world (something that we'll return to in Chapter 9), and one consequence is that there are more possible truths in a holistic way of looking at the world. Journal of Culture and Cognition. The available cross-cultural data reveal that, for many of the key findings in psychology (ranging
from perceptions of fairness to moral reasoning, self-concepts, reasoning styles, desires for choice, and many others), (1) people from Why Should We Study Cultural Psychology? J., Wiley, A. Dehaene, S., Izard, V., Spelke, E., & Pica, P. Condoned or
condemned: The situational affordance of anger and shame in the United States and Japan. Here's a useful definition that has guided much research on the topic: Creativity is the generation of ideas that are both (a) novel and (b) useful and appropriate (Amabile, 1983). Personality and Social Psychology Bulletin, 24, 34-50. Neurasthenia and
depression: A study of somatization and culture in China. Furnham, A., & Bochner, S. That list overlaps somewhat with the list derived from Ekman and colleagues' research (there are emotions that corresponded to the basic emotions of
happiness or surprise. The Chinese participants showed the same pattern of activation regardless of whether they were thinking about themselves or their mothers. Nunn, N. Evolution, 61, 2811-2821. A cultural mismatch: Independent cultural mismatch:
students. The wall would change in shape to reflect the nature of the individual stones. R. This is the state that we are an audience member and our awareness is directed to the stage. Simply put, the East Asian websites were busier, with more information for people to navigate. T., 405 Larsen, J. Journal of the American Medical
Association, 272, 530-534. Also, considerable variation occurred in the subtypes 583 584 CHAPTER 14 MENTAL HEALTH of schizophrenia that were identified across cultures. Hollingshead, A. Indeed, parenting strategies such as this, and of letting the child take the lead while the mother takes a supporting role and elaborates on the child's ideas
and preferences, are very common among North Americans of higher socioeconomic status. However, Weber proposed that it lasted long enough to be converted into a more enduring secular code of behavior that included honesty, hard work, seriousness, and the thrifty use of money and time. Science, 327, 1480-1484. For example, let's imagine that
we're interested in exploring whether people are more persuaded by fast-talking salespeople or by slow-talking salespeople. Each study still provides us with a complete picture. Zhang, M. The various kinds of exams given in Japan and the United States reflect and sustain the
different kinds of implicit theories of intelligence that people in these countries have. For example, consider the results of the following study 229 230 CHAPTER 6 SELF AND PERSONALITY (Kanagawa, Cross, & Markus, 2001). most popular among the studio audience is likely to be the correct one. Samuels, B. It would seem that if participants did
not find Argument 369 370 CHAPTER 9 COGNITION AND PERCEPTION B to be compelling, a normative strategy would be to ignore it, or perhaps to hedge their bets by being a little less confident in Argument A. It can be difficult for an interdependent group to function well if members are angry with each other, particularly if someone lower in
the hierarchy feels anger toward someone of higher status. Causality, agency, and control beliefs in East versus West Berlin children: A natural experiment on the role of context. Perception, 34, 319-340; p.450 (left): Scala / Art Resource, NY; p.450 (center): Scala/Art Resource, NY; p.450 (right): © Nina Prommer/ Retna Ltd./Corbis; p.456: ©
Catchlight Visual Services / Alamy; p. PLoS ONE, 3(11), e3679. Journal of Experimental Social Psychology, 30, 326-350. Humans thus seem to have a prestigious. (b) The relation between neocortex ratio and whether a primate species uses extractive or
nonextractive foraging methods. Dialectical self-esteem and East-West differences in psychological well-being. Goodenough, W. On the other hand, some measures indicate decreasing individualism in Japan, such as an increased importance placed on social obligation, with a
corresponding decrease in the importance placed on individual rights. The directions are accurate only from the perspective of the speaker. 73 74 CHAPTER 3 CULTURAL EVOLUTION Eurasia Americas Africa FIGURE 3.2 The major continental axes (Diamond, 1997). My own personal view of these kinds of comparisons (which is admittedly more
critical than that of most other researchers) is that we should be suspicious of any cultural differences that are identified by comparing means across subjective questionnaire measures unless the patterns converge with findings from other methods. Causal knowledge and imitation/emulation switching in chimpanzees (Pan troglodytes) and children
(Homo sapiens). This stage has been labeled, appropriately, the "honeymoon stage" (Oberg, 1960). New York, NY: Freeman. Prior to World War II, Berlin was a unified city that shared a common culture and history. . bicultural identity integration.
Medicine, and Psychiatry, 6, 117-190. Likewise, middle-class American parents emphasize the importance of self-direction to their children, whereas working-class American parents place greater value on conforming to authority figures (Weininger & Lareau, 2009). To ensure that the coders' individual biases are not overly influencing the results, a
couple of safeguards can be introduced. As a 16th-century "Not so loud, sweetie. FIGURE 10.1 Two Ilongot youth engaged in a ritual duel. On average, once a country has an average GDP of at least 40% of that of the United States, there is no longer any pronounced relation between money and subjective well-being (Diener, Diener, & Diener, 1995)
proximal causes Causes that have direct and immediate relations with their effects. The experimenter had a bag full of red and green pens: she would pull out a handful of five of them and ask each person to choose a pen. Those assigned to the "euphoria" condition were asked to complete a guestionnaire in a lab stocked with props and a confederate
 whose job it was to get the participant in a giddy, playful mood. When doing this task, the Westerners showed different regions of brain activation, suggesting that they represent themselves and their mothers in distinct ways. Rather, Indians favored the principle of need. Japanese spend a relatively larger amount of time focusing on parts of the
background. Should those differences be ignored so that people can focus on the similarities they share with those from other cultures, and perhaps attend to all that humans have in common? The reference group effect: An explanation for the paradoxical relationship between academic achievement and selfconfidence across countries. To manipulate
the independent variable, talking speed, with a within-subjects design, we would first assess participants' persuasion by a fast-talking salesperson and then by a slow-talking salesperson. Ecological and Geographical Variation One way that we can consider how cultural variation comes to be is to consider the ecologies within which people live.
Moreover, even being the recipient of a positive stereotype (e.g., Asians are good at math) can sometimes lead to bad feelings, because the individual identity is threated (Siy & Cheryan, 2013). Religion, the forbidden, and sublimation. Much research in cultural psychology is conducted in collaboration
with people who are from the cultures the researchers are studying. Psychological Science, 14, 201-206. Furthermore, the ways that people think about these kinds of behaviors are influenced by the very specific and particular ways that people think about these kinds of behaviors. Although none of them had to do any traveling
to encounter mainstream Canadian culture, each of these cultures vary considerably from each other in terms of their own traditions. But after people make a choice they often experience dissonance, and they do so because there are features of the alternatives that are inconsistent with them having made the best choice. Luria was struck by how few
of his uneducated participants could engage in taxonomic categorizations. Sanchez-Burks, J., Nisbett, R. In general, the gender that is associated with more power in a culture is the one that is more likely to be essentialized. The children saw two adult models go through a number of binary decisions, such as choosing which of two toys to play with or
choosing which of two kinds of food to eat, and each model made the opposite choice of the other. Love, denial and rejection: Responses of Chinese families to mental illness. Culture-Bound Disorders Universal Syndromes Depression Social Anxiety Disorder Suicide
Schizophrenia Mental Health Treatment 560 CHAPTER 14 MENTAL HEALTH A t the age of 14, Keisuke appeared to be a normal, mentally healthy teenage Japanese boy. The pursuit of happiness across cultures, then, also appears to depend on the kinds of positive emotions people desire. Cambridge, UK: Cambridge University Press. Sex Roles, 7, 100 appears to depend on the kinds of positive emotions people desire.
289-300. B., Heingartner, A., & Herman, E. A Psychology for a Cultural Species One does not need to take a course on cultural psychology to recognize that humans are a cultural species. Federation of Behavioral, Psychology to recognize that humans are a cultural species. Federation of Behavioral, Psychology to recognize that humans are a cultural species. Federation of Behavioral, Psychology to recognize that humans are a cultural species.
there will be more innovations that come from a larger group than from a smaller group, so a larger group will be more likely to have at least one person stumble upon a good idea. Chen, S. The answer is straightforward: You're going to farm. The "Reading the Mind in the Eyes" Test Revised Version: A Study with Normal Adults, and Adults with
Asperger Syndrome or High-functioning Autism Simon Baron-Cohen, Sally Wheelwright, Jacqueline Hill, Yogini Raste and Jan Plumb. Genetic and perinatal influences in the etiology of schizophrenia: A neurodevelopmental model. W., & Smit, E. For most of human evolutionary history, people wore sandals, minimal thin-soled footwear such as
moccasins, or nothing on their feet. A variety of factors influence which strategy a migrant is likely to pursue. Interestingly, this cultural difference has even been shown to influence people's choice of leisure activities. Breadth of foreign experiences increases generalized trust. Individuals figure things out on their own through emulative learning;
they are not able to build on innovations by their peers. This alternative account of multicultural experience presupposes that multicultural evironment. In this way, culture and self can be said to make each other up (Shweder, 1990). The second common answer is the
dog. Tweed, R. Hayward, R. Are people from differently? That is, Chinese are more likely to make external attributions to explain why a single fish is swimming ahead of a group (e.g., the fish is being chased by others), whereas Americans are more likely to
explain the fish's behavior in terms of internal attributions (e.g., the fish is leading the others). These thoughts are associated with other thoughts, such as pictures of Mickey Mouse, not because of any causal relation between Mickey Mouse, not because of any causal relation between Mickey Mouse, not because thoughts, such as pictures of Mickey Mouse, not because thoughts are associated with other thoughts, such as pictures of Mickey Mouse, not because of any causal relation between Mickey Mouse, not because thoughts are associated with other thoughts, such as pictures of Mickey Mouse, not because of any causal relation between Mickey Mouse, not because thoughts are associated with other thoughts, such as pictures of Mickey Mouse, not because of any causal relation between Mickey Mouse, not because thoughts are associated with other thoughts.
the other hand, when not working, Protestants should feel free to switch back to a more relaxed style. Alternatively, perhaps there is a maximum degree of individualism that people can comfortably tolerate, and on reaching that point people might react and begin to reject cultural practices that decrease their social engagement. Ethnology, 31, 149-
155. Totowa, NJ: Humana Press. Journal of Personality and Social Psychology, 51, 515-530. Hong Kong surely is not unique in being a country that is influenced by multiple cultural influences. A., Chen, M., & Burrows, L. Such stories are just one of many kinds of urban or contemporary legends that have spread through various cultures. Adams, G., &
Plaut, V. People in high-context cultures should attend more to nonverbal cues and rely less on explicit language, whereas those in low-context cultures need to attend carefully to explicit communication. Furthermore, different populations of killer whales have Is Culture Unique to Humans? Likewise, situations that facilitate interdependent aspects of
the self are more frequently encountered when individuals participate in collectivistic cultural contexts. Development of children's noncompliance strategies from toddlerhood to age 5. That looks like a lot of fun. J., Nisbett, R. On the other end of the distribution, countries that scored high in collectivism (or low in individualism) were various nations
in Latin America and Asia. Noack, M. Much thought clearly occurs outside of language; for example, prelinguistic infants and toddlers show evidence for guite complex thinking in the absence of language; for example, prelinguistic infants and toddlers show evidence for guite complex thinking in the absence of language; for example, prelinguistic infants and toddlers show evidence for guite complex thinking in the absence of language; for example, prelinguistic infants and toddlers show evidence for guite complex thinking in the absence of language; for example, prelinguistic infants and toddlers show evidence for guite complex thinking in the absence of language.
211-235. The more multicultural (and the less color-blind) the attitudes of the white employees, the more to manifest itself more so in terms of mood-related concerns among Westerners and more so in terms of
headache and sleep-related concerns among Chinese (also see Zhou et al., 2011). That is, the idea that being virtuous is associated with feeling happy does not seem to generalize to contexts where norms for civic cooperation are low (Stavrova, Schlösser, & Fetchenhauer, 2013). I am also greatly appreciative of the extremely thoughtful and helpful
comments I received from many reviewers, who I list below. "Their ideas of beauty are, on the whole, the same as ours": Consistency and variability in the cross-cultural perception of female physical attractiveness. Implicit Puritanism in American moral cognition. A third characteristic of attractive faces is that they tend to be average. K., 223, 292
Leung, A. Zhou, M., & Bankston, C. Such students have typically moved away from home (and are thus not as bound by their past relationships), and they are living among many others (several thousands in the case of students at large universities) whom they meet in a variety of contexts, such as shared classes, shared dorms, shared student clubs,
shared parties, and other shared interests. The researchers kept track of the individuals who were the students' roommates, housemates, and residence hallmates over that time. The societal features that result in the greatest degree of stress among subordinates in various primate populations are remarkably similar to the situation in which many
low-SES people find themselves in modernized industrialized societies. F., Crooks, L., & Laland, K. S., & Turner, J. Participants in this condition were feeling a great deal of arousal but they had no good explanation for it. The extremely narrow samples used by most psychologists make good sense if the mind really does exclusively operate according
to universal laws. The same facial expressions that adults make are made by very young infants (Izard, 1994), including those who were born blind and thus have never seen the expressions before (reviewed in Ekman, 1973). Rees, P. New York, NY: Wiley. Contagious: Why things catch on. Given that humans, unlike other organisms, live in cultural
environments, getting what we want requires us to make efforts that are constrained by what our cultures lead us to believe about how the world works. H., van de Vijver, F. Culture and the role of choice in agency. Cole, M. Why don't salmon seem to have love? If you opened those magazines and read some of the articles, you would also find a great
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deal of attention placed on weight loss, new diets, exercise regimes, and the occasional story about the high prevalence of eating disorders. Foot strike patterns and collision forces in habitually barefoot versus shod runners. With permission from Elsevier; p.223: ANNA GOWTHORPE/PA Photos /Landov; p.224: © The New Yorker Collection 2001Bruce
Eric Kaplan from cartoonbank.com. Psychological Science, 21, 391-398. Standing out and standing in: The psychology of control in America and Japan. Psychological Science, 21, 391-398. Standing out and standing in: The psychology of control in America and Japan. Psychological Science, 21, 391-398. Standing out and standing in: The psychology of control in America and Japan. Psychology of control in America and Japan.
culture's members have. To the extent that this is true, any person's mind is as good as anyone else's for revealing its universal nature. power The capability of a study to accurately detect an effect (e.g., a cross-cultural difference) to the extent that one exists; a reflection of how well-designed a study is. James proposed a thought experiment in
 which we imagine that someone out for a hike has stumbled upon a bear. Without this information, there is nothing to prove that one is not above average. Perceiving an object and its context in different cultures: A cultural look at New Look. Finally, in a fourth condition, the students completed the questionnaire alone in a room. G., 421, 573, 575,
576, 589 Ryff, C., 371 S Saad, C. The hiker's heart starts pounding and he runs away, experiencing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kennedy, A., 262, 264 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fear. L., 46, 61 Kephart, W. In 1990 Jerome Bruner published a book arguing that highly salient emotion of fea
encounters with their worlds. Many aspects of human cultures are shared by nearly every member of the culture; for example, dialects, some culture that they are accessible to virtually everyone in that culture. On the surface this would seem to violate Dunbar's number;
however, the vast majority of these relationships are typically quite tenuous, and wouldn't meet the criteria of a meaningful mutual relationship. Even between highly industrialized societies such as France and the United States, doctors differ in their theories about the causes of disease, which leads to differences in the ways that they treat disease.
Similar cultural differences have been found when Chinese and American students looked at inanimate scenes (Chua, Boland, & Nisbett, 2005). 5 DEVELOPMENT AND SOCIALIZATION CHAPTER OUTLINE Universal Brains Develop into Culturally Variable Minds Sensitive Periods for Cultural Socialization.
Sensitive Periods for Acquiring Culture Cultural Differences in Psychological Processes Emerge with Age How Do Early Childhood Experiences Differ Across Cultures? People around the world feel that keeping all the money for themselves is not right, and it just seems fair to give the other person some money. Specifically, he argues that all
relationships are based on one or more of four basic elements of sociality. Do all animals sleep? Essentialism, power and cultural psychology of gender. M., 524 Cogan, J. All the worse, many of the cartoons showed the prophet in deliberately offensive ways, such as with a bomb in his turban. Heimberg, M. Imitating prestigious others is a very efficient
way of cultural learning. These expressions are not the product of cultural Species What Is Cult
I think you've gotten the point by now, so I won't go into those. People from these backgrounds are less likely to pursue their own choices and are more willing to accept what they have received. A variety of domains of cultural messages lend themselves well to this kind of investigation. American Behavioral Scientist, 45, 191-204. Hamamura, T. The
first thing to note is that the dictator game offers made by the American sample were at the tail end of the distribution (a similar pattern was found for other kinds of economic games). But everyone was uncomfortable. Higher feelings of stress, as evident by physiological measures, are commonly identified among those of lower SES backgrounds
(Chen & Matthews, 2001; Hajat et al., 2010). He lost all of his money as well as his ticket to San Francisco. M., 175, 538 N-23 N-24 NAME INDEX Wosinka, W., 233 Wrangham, R., 54 Wright, S. Amok Amok has been identified in a number of Southeast Asian cultures as "an acute outburst of unrestrained violence, associated with (indiscriminate)
 homicidal attacks, preceded by a period of brooding and ending with exhaustion and amnesia" (Yap, 1951). Apparently, Protestants view one's thoughts to be governed by moral concerns, whereas Jews do not. Persecution perpetuated: The medieval origins of antiSemitic violence in Nazi Germany. In P. An example is the rod-and-frame task, as shown
in Figure 9.3. The goal is to say whether the rod is pointing straight up. However, happiness has not always had such a central role in Westerners' lives. J., 182 Kim, Y., 237, 314, 315 Kim, Y. They were then given some nuts and asked to place out the same number of nuts as there were batteries (see Figure 9.21). love marriages, 469-76 homosexual,
18 universality of, 18 Marxism, 316 Maryland Police Academy, 451-52 Masai, 208-9, 212 masculinity across ecological contexts, 72 in culture of honor, 150 Sambian initiation practices, 15-18 mass killings, 569, 570 mass murder, 363 Masuda, T., 358 Masuda, Taka, 346, 357, 358 materialism, 94 mates, attractiveness of, 76-77 math education, 196-
200 mathematical reasoning, 51 mathematics, 394-97 Mayans, 394 McCartney, Paul, 8 McClelland, D., 319 McCoy clan, 151 McDonald's, 533, 534 MDD (major depressive disorder), 572-73 Mead, Margaret, 189 meaning(s) culturally-derived, 14, 17 in cultural psychology, 31 distinctive cultural group membership and, 277 of identical actions, 10 S-
21 S-22 SUBJECT INDEX medicine cultural shaping of, 551-55 science in, 552 in Western cultures, 553-54 Mediterranean cultures, 558-91 creativity and, 373 culture-bound syndromes, 564-71 depression, 572-76 diagnoses of, 576 hikikomori, 560-62, 564
psychological disorders, 563-64 schizophrenia, 582-85 social anxiety disorder, 576-78 stigma of mental illness, 575 suicide, 579-82 treatment, 585-90 universal syndromes, 564, 572-85 Western bias in diagnosis and, 564 Mentawai (Indonesia), 445, 446 mere exposure effect, 452-53 meritocracies, 505-6 messages cultural, 145 left on answering
machines, 380-81 Methodism, 318 methodological equivalence, 123 methods for studying cultures, 114-57 considerations, 117-18 culture-level measures, 144-46 culture-level measures, 149-46 culture-level measures, 149-46
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Eastern cultures eating disorders, 566 indigenous group healing practices, 587 "Midnight" (painting), 538 migrants, 260; see also acculturation mind behaviorist view of, 31 computer metaphor for, 9-10, 31, 215 as culturally dependent vs. Ottawa, ON. J., Unger, J. D., 94 Voight, B. Moreover, this exposure to new cultural information seems to affect
the self-concept rather quickly—we found evidence of significant changes after only 7 months. As an extreme example, consider what words you use to express happiness. A second group was instructed to hold a pen between their lips without having it touch their teeth. Civic virtue, antisocial punishment, and subjective well-being across cultures. H.
& Haidt, J. Journal of Cross-Cultural Psychology, 30, 178-205. Abel, T. How do parents and children around the world differ in their interactions? McWorld (Barber), 92 Johansson, Scarlett, 444, 445, 450-51 Johnson, Steven, 100-101 Jones, E. Social anxiety and holistic cognition: Self-focused social anxiety in the United States and other-focused social
anxiety in Japan. One study explored the indigenous healing practices that were commonly used in 16 societies in Africa, Asia, South America, the Middle East, and the Caribbean (Lee, Oh, & Mountcastle, 1992). Making the best of a bad situation: Satisfaction in the slums of Calcutta. Culture wars: The struggle to define America. Identity denial is
typically a frustrating and demoralizing experience. As much as I would like to think that what I have written here is universally relevant and important, I imagine that in much of the world people wouldn't have much use for this book other than for starting a fire. (2004, January 30-31). E., Garrod, O. Zhou, X., Dere, J., Zhu, X., Yao, S.,
ChentsovaDutton, Y. After Hurricane Katrina slammed into New Orleans in the summer of 2005 and damaged the levees holding back the waters of Lake Pontchartrain, the city began to fill up like a bathtub. One common answer is the carrot. 10 0 USA India a scenario describing how a company had to make a decision about distributing a bonus distribution and the carrot.
between two employees. For example, Herodotus claimed that the Greeks and Egyptians thought differently because the Egyptians wrote from left to right whereas the Egyptians wrote from left to right whereas the Egyptians thought differently because the Egyptians wrote from left to right whereas the Egyptians thought differently because the Egyptians wrote from left to right whereas the Egyptians wro
tendency to look relatively more at eyes than mouths? Personality and Social Psychology Bulletin, 30, 1226-1238. For example, at the time of the investigation, East Asian children spent more days in school (240 days per year in Japan versus 180 days
per year in the United States); a greater percentage of class time was devoted to math education in the Asian schoolday than in the American; Asian teachers spent a greater percentage of time lecturing in the Classroom compared with their American; Asian teachers spent a greater percentage of time lecturing in the Asian math lessons were
 far more likely to contain real-world examples than American lessons (approximately 80% of examples were real-world in Japan compared with about 10% of examples in American classes). John Berry and colleagues (e.g., Berry & Sam, 1997) have proposed that two issues are critical to the outcome of one's acculturation. Menlo Park, CA: The Henry
 J. Again, there was evidence that narratives that are largely intuitive but contain a couple of violations of expectations end up being the most memorable. D., 334 Littlewood, R., 571 Liu, J. S., & Covarrubias, R. Across much of the world today, people are drinking the same Starbucks coffee, using the same Microsoft software, and driving FIGURE 3.8
 The world has become increasingly interconnected, such that people from around the the same Toyotas. Dutch speakers, in contrast, elaborate more on directions in most 392 CHAPTER 9 COGNITION AND PERCEPTION Dutch and Guugu Ymthirr Perceptions of
the Spatial Arrangement of Objects Original stimulus shown (participant facing a different direction. I tried to write a book focused on what I have found most interesting about the field of cultural psychology. We also
measured the self-esteem of Canadian English teachers who were moving to Japan at two points in time: a couple of weeks before they left Canada and then after they had been in Japan for 7 months. This is one piece of evidence for Nisbett and Cohen's culture of honor explanation. A number of variables are likely behind this relation. Kim (2002)
reasoned that if talking really does have a different relation with thinking for East Asians and Westerners, we should see variations in performance on cognitive tasks depending on whether participants are asked to speak. Pollack, N. Or could these differences tell us something about the underlying psychology of people from those cultures? Patterns
of culture. For example, to the extent that East Asians habitually perceive the world in holistic terms, they should be especially good at detecting relations among different events. Our actions are fraught with meaning
and this meaning is derived from particular cultural experiences. It requires considering the individual's relations with his or her context. For the most part, psychologists tend to be interested in data that allow us to test hypotheses. However, the degree to which they view themselves in these two separate ways varies significantly across cultures. (in
press). Recent acceleration of human adaptive evolution. Zhu, Y., Zhang, L., Fan, J., & Han, S. However, it is quite What Happens When People Move to a New Culture? frigophobia A morbid fear of catching a cold, which leads people to dress themselves in heavy coats and scarves even in summer. Beyond culture. Goren-Inbar, N., Alperson, N.,
 Kislev, N. Hough, W. That is, American participants think about how they would feel both in the situations generated by other Americans and in situations generated by Japanese, and vice versa for the Japanese participants. Some Other Ways that Cultures Differ in the Self-Concept 235 These questions were investigated in a cross-cultural study (Suh
2002). M., 28 Jusczyk, P., 165 K Kabnick, K., 532, 534 Kagamimori, S., 541 Kagan, J., 375 Kagitcibasi, C., 182 Kahn, A. When the neighbors came over to express condolences, the old man said, "How can you know it isn't a good thing?" The next month a war broke out, and all the able-bodied young men were recruited to fight it. The bleaching
syndrome: Western civilization vis-à-vis inferiorized people of color. 1997; Ng et al., 2007). Early word meaning: The case of object names. J., 245 Toh, Y., 326 N-21 N-22 NAME INDEX Tomasello, M., 41, 42, 43, 45 Tong, J. One international epidemiological survey found that Nigerians have lower hypertension rates than European
 Americans, whereas Germans and Finns have higher hypertension rates than African-Americans (Cooper et al., 2005). This Interpersonal Attraction cross-cultural similarity in the mere exposure effect is not a surprise. To investigate this question, participants were asked to complete a version of Raven's Progressive Matrices, the nonverbal IQ test
discussed in Chapter 3. H., 129, 149, 209 Human Development Reports, 484 Humphrey, N. Cultural shock: Adjustment to new cultural environments, Practical Anthropology, 7, 177-182. Johnson, S. Trommsdorff, G. W., Adams, G., Kurtis, T., & Hamamura, T. The perpetuation of an arbitrary tradition through several generations of a laboratory
microculture. For example, there are rather striking differences between medical practices of French and American doctors, as described by the medical journalist Lynn Payer (1996). American and East Asian participants were presented with a set of pictures like this, each of which involved a conflict between the application of a rule and family responsible to the medical practices of French and East Asian participants were presented with a set of pictures like this, each of which involved a conflict between the application of a rule and family responsible to the medical practices of French and East Asian participants were presented with a set of pictures like this, each of which involved a conflict between the application of a rule and family responsible to the medical practices of French and East Asian participants were presented with a set of pictures like this, each of which involved a conflict between the application of a rule and family responsible to the pictures like this, each of which involved a conflict between the application of a rule and family responsible to the pictures like this, each of which involved a conflict between the application of a rule and family responsible to the pictures like this, each of which involved a conflict between the application of a rule and the pictures like this pictures are the pictures and the pictures are the picture
resemblance judgments (Norenzayan, Smith, Kim, & Nisbett, 2002). A number of investigations have identified some variables that predict whether a given society will likely be associated with difficult adolescent times. Clifford, M. The evolution of human ultra-sociality. W., & Sam, D. Journal of Personality, 72, 911-938. Schmidt, K., Hill, L., &
Guthrie, G. Quite a range of distances allow for a functional conversation. This would allow us to see how big an impact status has on Indians' evaluations. S., 30 Vyse, S. I used to not pay much attention, for example, to whether I pushed the elevator button as we left our apartment or I let someone else do it. Oishi, S. These kinds of skills are hard-
wired, although certain environmental experiences might be necessary to trigger them. R., & Guarnaccia, P. Each language has its own grammar, accent, syntax, morphology, and vocabulary. The emergence of cultural selfconstructs: Autobiographical memory and selfdescription in European American and Chinese children. Which could be called the
true self—the one measured in the solitary context or the one measured with peers? Bilinguals learn to switch between languages depending on the context they are in. Several chapters of this text also benefited from the feedback of many readers, including Emma Buchtel, Edith Chen, Ilan Dar-Nimrod, Takeshi Hamamura, Greg Miller, Janet Werker,
and Katie Yoshida, as well as from the many undergraduates who sat as willing and patient guinea pigs as I tried out various drafts of the chapters with them in class. The best scenario for a single player would be to refuse to donate any money and have other teammates contribute all of their money, as then that player would take home their original
$10 plus the $12 earned from the contributions of his or her teammates. One possibility for the success of integration is that this strategy incorporates some protective features, such as a lack of prejudice and discrimination, involvement in two cultural communities and having access to two support groups, having a clear ethnic identity, and having a
flexible personality that allows for this (Berry, 1997; Schwartz et al., 2010). Three blocks were all that separated a world of difference in reasoning about what is immoral. In a typical year, 9 or 10 of the top 10 grossing movies in countries such as Argentina, Kazakhstan, the Philippines, Russia, and South Africa are Hollywood productions (Rosenthal,
2004), communicating largely American cultural values. Lisse, Netherlands: Swets and Zeitlinger. Deviance or uniqueness, harmony or conformity? LIVING IN MULTICULTURAL WORLDS people across the farthest extents of the globe. Sadly for our own health, Starbucks has been the norm rather than the exception. Latin-American dyads speak
more, make more eye contact, and show more positive feelings than Europeanor African-American dyads. That is, which gender do you think has less flexible ways of being expressed in socially approved ways? Ecological and Geographical Variation How Do Ideas Catch On? It is subjective in that respondents are able to determine for themselves
what kind of agreement corresponds to "strongly agree" (e.g., Biernat & Manis, 1994). The vast majority of the cultural differences discussed in this book can be best understood in terms of the results of transmitted culture. A., Harumi, Y., et al. The Five Factor Model of Personality The approach most widely accepted by personality psychologists to
view the different kinds of personality traits is the Five Factor Model of personality, or the "Big Five" (McCrae & Costa, 1987) although this model does have its critics; e.g., Block, 1995; McAdams, 1992). North American children and children from many other cultures would thus appear to have very different early experiences. This belief led to
pogroms in many cities across Germany, where there were mass killings of Jews in retaliation for their incorrectly suspected role in the plague. Modern humans who do not wear shoes appear to have rather similarly shaped feet to those of the Laetoli Austrolopithecines (although the Laetoli footprints are not clear enough to make a definitive
comparison). Although the availability of space is an issue that must be relevant to the question of why people co-sleep, it is not the only issue. Bloomfield, P. F., & Tees, R. T., 262, 264 Gungor, D., 427 Gunther, M. In contrast, the Japanese participants showed the opposite pattern of results. One can choose to make efforts to start a relationship, or
one can choose to dissolve that relationship. The Fulani believe that the world was created from a drop of milk; according to Japanese mythology, the world was created from brine dripping from the tip of the Jewel-spear of Heaven; Judeo-Christian beliefs state that God created the heavens and the earth in six days. Western children are directed to
attend to objects, whereas East Asian children are directed toward the relations among objects. In contrast, explaining people's behavior by considering how the situation is influencing them is an extension of a holistic way of thinking. Neuroreport, 9, R15-R27. I imagine that the propinquity effect does not strike you as especially profound. These
biases exist because it tends to be socially desirable on some college campuses to talk about hooking up and to espouse politically correct views. Cognitive Science, 30, 381-399. Kuhn, M. elements, ranging from zero to six, and no clear pattern was discernible among the unpopular stories. It is much more difficult to master a language if you start
learning it after the sensitive period has expired. They reasoned that having been educated in a former British colony, and in English, these students had exposure to both Western and Chinese ways. Moreover, these cultural differences are not just evident among adults: a systematic study of infants and toddlers in 17 countries around the world
found that Japanese infants sleep about 1.5 hours less than North American infants (Mindell et al., 2010). When ethnic identities vary: Cross-situation and withinsituation variation, authenticity, and adjustment.
org/LongAbstract/0,2546, en 2649 201185 1 6361657 1 1 1 1,00.html Organization for Economic Co-operation and Development. (1961). With this view of marriage than the lone individuals involved. I have no reason to mislead you about my feelings
for olives. W., Bivolaru, E., Hafenbrack, A. Those participants who were shown a can containing six nuts rarely were able to correctly determine when the last nut was removed. (1988) Running Amok: A Historical Inquiry. Similar parallels between American ethnic groups and their countries of origin have been found in people's attitudes toward
income redistribution (Luttmer & Singhal, 2011). Emotional ideas are more likely to spread through a culture than are unemotional ones (also see Harber & Cohen, 2005). Ward, C. Rather, specifically argumentrelated murders, in which people are compelled to defend their honor, should be higher. In contrast, Japan is a country that is relatively
ethnically homogenous: indeed, more than 98% of people living in Japan are Japanese. B., 334 Ban, L., 589 Bankston, C. Journal of Experimental Social Psychology, 40, 417-423. Asian-Americans or Asians but in some way that lies between the two. The endowment
effect is significantly stronger in Western samples than in East Asian ones, and in some situations East Asian ones, and the some situations East Asian ones, and it is a some situation East Asian ones, and it is a some situation East Asian ones, 
monkeys to threats such as eagles and snakes (Cheney & Seyfarth, 1990). Despite this universality, however, the ways that people go about relating to others vary in some predictable and important ways. In contrast, imagine you're a farmer with a field full of wheat. K., 577 Lee, D. Basic color terms: Their universality and evolution. discounting
Reducing the perceived importance of the domain in which one has performed poorly. Rather than indicate some good thinking. Perhaps people in other cultures would also think it is better parenting to give their children their own private rooms, and the
only thing preventing them from doing so is that their houses are not big enough. E., Sherman, D. Language changes implicit associations between ethnic groups and evaluation in bilinguals. Frequently, therapists working in multicultural settings will encounter clients with different cultural understandings of mental illness and treatments, as well as
different symptoms; what should a therapist do when encountering clients from other cultural backgrounds? For example, among the Trobriand Islanders, men take long and dangerous open-ocean journeys to exchange shell necklaces that have no "practical" value. Indeed, many of the challenges to Whorfian arguments have been those that reject the
strong version of the hypothesis. For example, does a Peruvian who has moved to the United States? A., & Fowler, J. The researchers specifically varied who was sitting near the students when they filled out the questionnaire. To ensure
that you are adequately covering the range of helpful behaviors, you would want to create a number of items that indicated helping behaviors. The second issue is whether people are striving to maintain their own heritage culture and identity as members of that culture. Becoming a member of an interdependent individual's ingroup is thus a rather
substantial accomplishment, and such relationships should be entered cautiously. Hence, the mortality rates in the United States only capture the healthiest subset of Latinos. Golinkoff (Eds.), Pathways to health. K., 450 Kumar, P., 475 Kumar, S., 329, 331 Kunda, Z., 304, 305 Kuo-
Jackson, P. (1994) Trust and commitment in the United States and Japan. Another way that cultures differ in how they interpret facial expression stems from the parts of the face to which they are attending. Morling, B., & Evered, S. If you've already received an education, this task is straightforward. Haight, W. Journal of Personality, 66, 495-524.
 The cultural evolution of IO. Hofstede was hired by IBM to explore the values and concerns of their workers around the world. Sway: The irresistible pull of irrational behavior, C., 18 Huang, C.-Y., 182 Hudson, N. A great deal of research has explored how positive emotional experiences
are distributed around the world. You are considering the information in this textbook from a variety of culturally learned perspectives: You might critique some of the ideas presented here, you might try to memorize some in order to do well on an exam, you might expect to discuss the ramifications of these ideas with your instructor in class. And this
preference for speech (we are not especially attentive to many other kinds of sound as babies; Vouloumanos & Werker, 2004) predisposes us to start picking up languages at an early age. Furthermore, there is evidence that certain experiences in the womb can affect the likelihood that those with genetic predisposeitions will develop schizophrenia
(e.g., Cannon, 1998), and there are clear neuroanatomical differences that can be identified between schizophrenic and normal people (e.g., Cannon et al., 1998). The koro epidemic in Singapore. Larger groups should lead to faster culturally
psychology has been to describe people in terms of underlying personality traits. J., Groleau, D., Guzder, J., Blake, C., & Jarvis, E. Journal of Educational Psychology, 79, 79–82. Gewitz (Eds.), Handbook of moral behaviors. O., 318 Behne, T., 41
 Beja-Pereira, A., 527 Bell, C., 88 Bell, R. Furthermore, people with independent selves have a more clear-cut boundary between these groups. Early in the 17th century, British, Dutch, and French pirates established bases on the
island, and ultimately the French claimed control of the country in 1664. This latter question is controversial, in part, because of the lack of consensus regarding a definition for culture. A third group did not receive any prime and served as the control group. L., Adams, G., & Plaut, V. Much research has found that in some cultures people view the
ideal female body to be far heavier than what is typically preferred among Westerners. Further, the stronger sense of community felt in many less-developed societies means that those suffering with schizophrenia are less likely to be left on their own and thus are less likely to end up being homeless. Ford, C. Cultural specificity of socioemotional
Think about which ethics are most strongly guiding your decision. The Twenty Statements Test: Some measurement issues. Beyond that point, there is virtually no relation. K., 182 Charles, M. cultural fit The degree to which an individual's personality is compatible with the dominant cultural values of his or her host culture. 10 0
 Berinmo Himba Language English colors that crossed the dumbu-burou boundary. 1 2 3 4 *All in all, I am inclined to feel that I am a failure. Given that, on average, African-Americans tend to be of much lower SES than European-Americans, many of the reasons for their higher mortality can likely be explained by the SES difference. J., 19, 20, 21, 22
25, 133, 134, 135, 143, 160, 168, 170, 232, 241, 244, 252, 278, 279, 302, 307, 308, 309, 310, 311, 314, 370, 438, 452, 453, 454, 472, 500, 520, 529, 540 Heingartner, A., 21 Heller, S., 39 Hemingway, H., 544 Henderson, V., 243 Henig, R. M., & Gatchel, R. Colourful Whorfian ideas: Linguistic and cultural influences on the perception and cognition of
colour, and on the investigation of them. L., 287, 289 Garfinkel, P. (1950/1890). Ishii, K., Miyamoto, Y., Rule, N. According to his data, the most individualistic country in the world is the United States, closely followed by other English-speaking countries and by Western European nations. Called situation sampling, this methodology utilizes the fact
that cultures do not affect people in the abstract; they affect people in particular, concrete ways. You would likely be able to create a fairly effective hammer—one that they affect people in the abstract; they affect people in the abstract people in the abs
expressed their anger to the experimenter (although some were given the opportunity to complete a written evaluation of the experimenter, which did not significantly influence the results), and thus participants were in a situation where they needed to inhibit the experimenter (although some were given the opportunity to complete a written evaluation of the experimenter, which did not significantly influence the results), and thus participants were in a situation where they needed to inhibit the experimenter, which did not significantly influence the results), and thus participants were given the opportunity to complete a written evaluation of the experimenter.
expressions are a means to communicate with others, and many other ways of communicating are heavily dependent on what people learn in their cultures. E., & Weaver, S. Herdt (Eds.), Cultural psychology: Essays on comparative human development (pp. I need say nothing more than—never indulge in it." As the centuries passed, greater and
greater emphasis was placed on acting in so-called civilized ways. The existence of these sensitive periods suggests that people are biologically prepared to learn a language or culture in the initial years of life. and thus also likely reflects accessibility universals (e.g., Baillargeon & DeVos, 1991). Wang, Q. Culture matters when designing a successful
happiness-increasing activity: A comparison of the United States and South Korea. Cultural psychology has been no exception. So in these kinds of studies, whose actions would appear to be smarter—the actions of the chimpanzees or those of the overimitating children? The South Pacific is a particularly good place to investigate, as the islands were
colonized by Polynesians more than a thousand years ago, and they remain thousands of kilometers apart from each other. Anderson argues that such children must learn to switch between the "code of the decent" and they remain thousands of kilometers apart from each other. Anderson argues that such children must learn to switch between the "code of the decent" and they remain thousands of kilometers apart from each other. Anderson argues that such children must learn to switch between the "code of the decent" and they remain thousands of kilometers apart from each other.
they are adjusting their behaviors to fit in better with whichever group they are among. O., Franklin, R. Missed appointments in general practice: Retrospective data analysis from four practices. Moral obligations are different from other responsibilities in a couple of important ways. group interests, 514 intellectual task performance, 274-76 life
satisfaction, 434-35 parenting interactions with infants, 175 parenting styles, 365, 366 self-awareness, 240 self-esteem, 310 self-views, 306 social anxiety disorder, 577-78 social behaviors, 467 social support seeking, 586 talking and thinking relationship, 375-79 vocalizations by infants, 375 European
Canadians anger responses, 422-23 approaches to cultural differences and, 27 happiness and decision making, 435-36 motivation for consistency, 232 romantic relationships, 472 self-entancement, 306-7 self-esteem, 302 sleep, 540 social anxiety, 578 Europe/Europeans facial expressions, 416 height, 536-37 hysteria, 570 infants
personal space, 174 medical practices, 553-55 paintings produced, 346 self-starvation, 567 skin color, 526 social anxiety disorder, 577 social sensitivity genes, 529 evoked culture, 76-81 evolution, see biological evolution; cultural evolution existential universals, 20-21 experiences brain shaped by, 12-14 meanings of, 10 psychological processes
shaped by, 4-5 experimental method, 30, 137-39 explicit communication, 379-82 external attribution, 285, 286, 305, 307 external locus of control, 323 extraversion, 247, 249, 266-67 extremity bias, 129-31 Exxon, 91 eyes, judging emotions from, 414-17 eye-tracker device, 355-56 F face defined, 313 motivation for, 313-16 Facebook, 58 faces,
standards for attractiveness of, 445-49 facial expressions cultural universals in, 409-13 cultural variability in, 413-17 display rules for, 418-19 emotions and, 409-17 feedback hypothesis, 419-21 factor analysis, 247 failures face and, 313-14 parental focus on, 184 responses to, 314-15 "failure to launch," 190-91 fairness
interests of individuals vs. For example, research reveals that people are more likely to refer to their university's football team with the pronoun "we" than "they" if the team has recently won a game and if the individual has just done poorly himself or herself on a test (Cialdini et al., 1976). Much of the cross-cultural study of creativity has contrasted
Westerners and East Asians. compared the adjustment of Malaysian university students in New Zealand (a culture that is quite TABLE 7.1 different from their own) and another group of Average scores on the Test of English as a Malaysian students in Singapore (a culture that Foreign Language (TOEFL) is fairly similar to their own). It's not clear
whether his musical talents and obsessions should be described as parts of a disorder. Mauss, I. All you know is that a graduate student is suspected of killing his advisor. When choice is demotivating: Can one desire too much REFERENCES of a good thing? holistic thinking, 351-59 attractiveness of faces, 445-49 halo effect and, 464 in high relational
mobility contexts, 464 propinquity effect in, 451-53 similarity-attraction effect, 453-54 attributions dispositional, 360 Au (Papua New Guinea), 122, 510 Australia/Australians, 50 altruistic vs. Kleinman & B. Harvard Educational Review, 47, 481-517. Yet it is within
this field that some of the clearest evidence for cultural variation has emerged. 59 60 CHAPTER 2 CULTURE AND HUMAN NATURE to have an overwhelming intellectual advantage over chimpanzees for all kinds of tasks, despite our much larger brains. The Sambia: Ritual, sexuality, and change in Papua New Guinea. Much research has
documented the ways schooling affects how people think (e.g., Cole et al., 1971; Rogoff, 2003; Scribner & Cole, 1973). Level 2: The Conventional Level At the second level, people are able to identify themselves with a particular group and social order, and they show loyalty toward this group. 303–317). Tobin, J. Les inegalities sociales devant la mort
en GrandeBretagne et en France. Poortinga, & J. A., 353 Wittchen, H. Participants from each region evaluated their well-being in terms of their sense of social responsibility. Implicit Theories Regarding the Nature of the Self
One kind of implicit theory is about the nature of our selves. Lebra, T. Close Relationships so that the transaction will be equivalent in value for both parties. This means that a randomly selected American undergraduate is more than 4,000 times more likely to be a research participant in a psychology study than is a randomly selected participant
outside of the West. The cheating player would earn $22 but the whole team would take home only $58 total. We all know people from our cultures are highly heterogeneous and contain a great variety of people (see Figure 6.10). In short,
average number of friends was between 120 and 130 (see Dunbar, 2011), and an analysis of the number of Twitter followers that one can maintain consistent interactions with reaches a theoretical maximum somewhere between 100 and 200 (Goncalves, Perra, & Vespignani, 2011). People perceive color differently depending on the color terms that
are available in their language, and similar differences exist for the perceptions of odor; language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people in cultures whose language affects how people attend to agency and how they perceive spatial arrangements of things; and people attend to agency and how they perceive spatial arrangements of things are also as a second to a seco
Intelligence Agency. Journal of Cross-Cultural Psychology, 34, 433-452. The relation between income and subjective well-being is much smaller in developed nations, although it is still positive (Diener & Biswas-Diener, 2002). Facial Feedback Hypothesis An important point about display rules is that they presuppose that emotional experiences are
unaffected by facial expressions. Individuals are presented with several items that ask them to evaluate various aspects of the government's foreign policy, and then a total approval score is calculated by summing up their answers to the individual questions. Depending on the context, the same question can yield quite different results (for further
evidence of the context specificity of the East Asian self also see Cousins, 1989, and Oishi, Diener, Scollon, & Biswas-Diener, 2004). The answer to this question appears to differ between Koreans and Americans. Anderson, J. What was the evolutionary advantage for humans to have such large and costly brains? Choice and selfexpression: A cultural
analysis of variety seeking. As the world becomes more complex, succeeding in it requires understanding in a broader array of domains, and this is facilitated by education. American Antiquity, 69, 197–214. In contrast, high-SES adolescents were unaffected by the manipulation that gave them feelings of control, suggesting that they already
experienced sufficient control over their lives. Also, experiences of hallucinations and beliefs in possession by spirits are far more common in many less-developed societies, so persons who claim to feel as though they're hearing voices or are possessed may be viewed as less problematic (Evans, 1992; Luhrmann, Padmavati, Tharoor, & Osei, 2015). A
number of primate species rely on food sources that require a fair bit of ingenuity to access them. M., 544, 545 Sargent, R. P., 271 McCauley, R. Endo, Y., Heine, S. Case Study: The Culture of Honor in the Southern United States In many things we learn, the best educational device is a good example. Some universally identifiable psychopathologies
such as depression, social anxiety, suicide, and schizophrenia, are also presented in culturally variable ways. In the 1950s, the Norton family transferred control of the company to its employees, and today—with a staff of four hundred and a comparable number of trade, college, and professional titles published each year—W. Crespo, C. Despite their
uniqueness, individuals do share many genetic variants in common with other people, and in particular, they share even more variants in common with people who have the same ancestral origins. People from a wide variety of backgrounds have come to view the United States as their home and have adjusted accordingly. 38%), whereas Japanese
listed slightly fewer success memories than failure ones (48% vs. Even though the structure of personality appears to be largely similar across cultures (see Chapter 6), Westerners tend to use personality information more for understanding others, and themselves) than East Asians do (also see Cousins, 1989; Suh, 2002). A., & Cohen, D. Moreover,
those parts of the world where most psychological research is conducted (North America, Western Europe, and Australia) have witnessed some of the greatest and most diverse influxes of immigration. Explanation: For the first example, both the Target Chip and Chip 1 fall within the English category of green whereas Chip 2 is usually perceived as
slightly blue. Some other mammals, such as marsupials, get by with the equivalent of a rubber-band-powered gizmo that uses up only about 1% of their basal metabolism (Aiello & Wheeler, 1995; Richerson & Boyd, 2005), leaving them with a lot of other resources to take care of the rest of their physical needs. In these figures, each element of the
face (i.e., the curve of the mouth, the slant of the eyebrows, the distance between the eyes, the shape of the Biological Variability of Humans France Males Belgium Japan USA FIGURE 13.6 In this diagram, larger features represent more positive attitudes toward food. 5.7 5.5 5.3 5.1 4.9 4.7 4.5 American Prime Neutral Prime Chinese Prime 285 286
CHAPTER 7 LIVING IN MULTICULTURAL WORLDS This is a profound finding and extends our understanding of frame-switching in dramatic ways. 6. L., Laland, K. A reasonable interpretation of their data is that East Germans felt greater learned helplessness because they had less direct control over the outcomes in their lives. In the case of the
Princeton students, people assumed that their own private thoughts of being uncomfortable with the amount of alcoholic consumption were more conservative than their fellow students' opinions. 175 176 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION One thing that I learned upon becoming a parent is the extent to which parenting decisions
are moralized by others. If the answer is "no," we can call the phenomenon a functional universal. During that time we regret that you will be unbearable. The students then all had the opportunity to play the Space Quest game for 20 minutes. Well, one difference between your best friend and Rugi is that you've surely met your best friend, and I'm
guessing that you probably haven't met Rugi. For example, the Moken learn how to focus their eyes underwater, wearing shoes changes the shape of one's feet, and body weight and height are related to certain dietary habits. He describes a YouTube video posted by an 86-year-old grandfather, showing his surprisingly easy way of shucking corn with
a microwave. The insult made them angry and poised to aggress. A., 565 Buss, D. This emphasis appears to be very much in accordance with the emphasis on striving for purity and avoidance of degradation that characterizes the ethic of divinity. Individualism and Collectivism Self-concepts are shaped by the cultural practices that direct what
individuals attend to, value, believe, and are able to attain. Reprinted by permission of Westview Press, a member of Perseus Books Group. For example, if you've ever agreed to contribute money to someone raising funds for a particular cause, you'll likely be reminded of your past contributions the next time the fund-raiser contacts you. In sum, there
is much cross-cultural consistency of schizophrenia around the world—in many ways, schizophrenia emerges as one of the most universally similar Mental Health Treatment psychopathologies across cultures, which fits with the biological bases of the disease that have been identified thus far. 333-350). E., & Cohen, S. Personality and Social
Psychology Review, 10, 20-46. The Asian-Americans thus shared some similarities but some important differences with the European-Americans in regard to their attitudes toward choices. In the colonial days in the South, there were many gruesome reports of "no-holds-barred" fights, in which participants resorted to eye-gouging and biting off noses
and ears (Fischer, 1989), and there was participation in violent games such as "gander-pulling" (in which the object of the game was to ride by on horseback and try to yank the head off a live, greased goose hanging upside-down from a tree; Fischer, 1989) or "purring" (in which the goal was to kick your opponent in the shins until he lost his grip on
your shoulder; McWhiney, 1988). Social axioms: A model for social beliefs in multicultural perspective. What kinds of problems do you think emerge when psychologists overemphasize students in 123 124 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY their samples? Cultural fit is the degree to which an individual's
personality is more similar to the dominant cultural values in the host culture. If you'd be willing to do so for free, you don't have much of an intuition to avoid harm. They know, for example, that 12 batteries is a larger quantity than 8 batteries, even if they can't distinguish between more similar quantities, such as between 8 and 9 batteries. cultures
consider these different aspects of themselves varies considerably. 207 208 CHAPTER 6 SELF AND PERSONALITY However, in a self-description it is telling. Journal of Adolescent Health, 43, 372–379. New York, NY: Farrar, Straus, & Giroux. Anderson, S. The cultural grounding of personal relationship: The importance of attractiveness in everyday
life. J., Naidu, R. Journal of Personality and Social Psychology, 47, 1363-1375. In contrast, individuals who participate in cultural practices and scripts more commonly found in collectivistic cultures are emphasized and they tend to see their
identity as largely arising from social roles, memberships, and relationships. Five Factor model of personality, including the traits of openness to experience, conscientiousness, extraversion, agreeableness, and neuroticism. Diener, E., & Biswas-Diener, R. Social Anxiety Disorder One of the
most common anxiety disorders is social anxiety disorder (previously known as social phobia)—specifically, the fear that one is in danger of acting in an inept and unacceptable manner, and that such poor performance will result in disastrous social consequences (Clark & Wells, 1995). Why is population size related to the speed 47 CHAPTER 2
CULTURE AND HUMAN NATURE of cultural evolution? heard the color-blind story were less likely than those who heard the multicultural account to see racial discrimination as being due to racism. Moreover, it is difficult to take care of children
we'll How Do Early Childhood Experiences Differ Across Cultures? Cognitive Science, 25, 535-564. P., & Pettengill, S. This question was further explored in an attempt to learn the age at which these different ways of understanding people's behaviors emerges across cultures.
to be greatly influenced by cultural factors and hence occur far less frequently, or are manifested in highly divergent ways, in other cultures. They serve as behaviors rather than as a basis of Sambian identity. Alesina, A., Giuliano, P., & Nunn, N. They thus seemed to notice that the rake could be used to get the object and then figured out for
themselves, very creatively, that the rake would be most effective if it was used to drag the object with the teeth up. Japanese street When carrying a parasol, please be careful to get in the way of other people around you. J., Lehman, D. Poverty impedes cognitive function. ing too much" in Shona, a language spoken in Zimbabwe, is a condition
associated with anxiety and somatic problems that are thought to stem from mental exhaustion. Hence, people often resort to adding emoticons or abbreviations such as ;-) or LOL to their email or text messages to add the nonverbal contextual cues that are lacking in these exchanges. British Journal of General Practice, 51, 830-832. In sum, height issued to their email or text messages to add the nonverbal contextual cues that are lacking in these exchanges. British Journal of General Practice, 51, 830-832. In sum, height issued to their email or text messages to add the nonverbal contextual cues that are thought to stem from mental exhaustion.
closely tied to diet, especially at the ages of key growth spurts in the lifespan. Cultural representations of thinness in women, redux: Playboy magazine's depiction of beauty from 1979 to 1999. Lee, G. M., 53 Macmillan, N. T., 131, 249, 260, 262, 364 Cialdini, R. A growing body of evidence has pointed to psychosocial variables that underlie the relation
between SES and health (e.g., Chen, 2004; Marmot, 2004). Likewise, someone in an arranged marriage does not warily approach the new partner as though he or she were a suspicious stranger in a dark alley. Reykowski, J. In FIGURE 8.8 Indians are more likely to make choices based on the preferences of significant others compared with
Americans. Y., Sachs, H. Tooby, J., & Cosmides, L. There is much evidence that people are reading less and are gaining more information from TV, the Internet, and computer games than in previous generations. M., Huttunen, M., Lönnqvist, J., Salonen, O., Valanne, L., et al. Americans who identify themselves as strongly liberal tend to have strong
intuitions regarding avoiding harm and protecting fairness, but not such strong intuitions for the other three. On the other three intuitions for the other
comparisons. In contrast, Tonnies argued that another kind of group can be characterized as Gesellschaft, which literally means "association" or "society." Gesellschaft groups, 489 490 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE which are more characteristic of modern Western societies, treat relationships as imaginary, instrumental, and
a means to an end. The secret of our success. For example, he notes that television dramas of the 1950s, such as the police drama Dragnet, consisted of a single story line that Sergeant Joe Friday pursued from the beginning scene to the very end. This practice became popular despite the fact that it often leads to its practitioners developing the
degenerative disease called kuru, which has killed more than 2,000 Fore (Durham, 1991). Reprinted with permission of Dr. Florence Rosenberg and the Morris Rosenberg Foundation; p.304: Christian Petersen/Getty Images; p.308: © The New Yorker Collection, 2002, Barbara Smaller, from cartoonbank.com. The majority of people in each of the
European cultures said they would prefer a choice among 50 flavors, whereas in the United States, a majority of people said they would prefer a choice among 50 flavors (Rozin, Fischler, Shields, & Masson, 2006). First, increasing pressures of time and money have competed with people's time for How Have Cultures Been Changing? Even
though the games are played by the same set of rules, Japanese and American baseball reflect the respective cultural worlds, it is likely that there would
be a clearer division between their two views of self. The idea that culture wars exist because people reason about moral issues using different ethics has further been elaborated to explain the moral reasoning of people across the political spectrum (Koleva, Graham, Iyer, Ditto, & Haidt, 2012). The hope underlying this approach is that people will
interact with each other without giving much attention to anyone's ethnic background. Cultures also vary in the degree to which they act fairly in economic games. SUMMARY P eople do not share the same foundation for their morals around the world, and this is at the root of many disagreements both between and within cultures. Economic Games
and Fairness The ways that cultures shape what people perceive as a fair way to distribute resources can be seen in another way. In that same year, an edited book by Stigler, Shweder, and Herdt contained a number of key articles that provided exemplars for how culture could be incorporated into psychological research. How broad might this
cultural variation be? In contrast, participants who were assigned to an "articulatory suppression" condition were instructed to repeat the alphabet out loud into a computer microphone as they worked on the items. The motivations for this antisocial punishment seemed to be largely a function of revenge, in which people would punish a player whose as they worked on the items.
had punished them on a previous round. In contrast, if talking is not so intimately connected with thinking, people will see less of a connection between what one says and who one is. If we hadn't lost muscle mass over evolution, we would have needed to consume more calories to be able to have both large muscles and a large brain, which would
have put us at a disadvantage when food supplies were short. L., 417 Brislin, R. Choi, & G. The general positivity of Japanese individuals' attitudes toward themselves appears to vary depending on who is in the room with them. For example, epidemiological studies conducted in East Asia find lifetime prevalence rates of social anxiety disorder of
 approximately 0.5% (Hwu, Yeh, & Chang, 1989; Lee et al., 1987), which contrasts with estimates of at least 7% in North America and Europe (Wittchen & Fehm, 2003). Upon learning about this cultural difference, or any of the others covered in this book, you might ask this: How did Venezuelans come to prefer closer interpersonal spaces and
Japanese to prefer more-distant interpersonal spaces than Americans? T., & Kelley, W. Hysteria Given that cultures change over time, it's possible that culture-bound disorders might differentiate historical periods as well. Some others have proposed that marginalization should not be considered a genuine "strategy" (e.g., Del Pilar & Udasco, 2004); it
may, indeed, reflect little more than neuroticism. So we are hard pressed to evaluate whether English speakers experience schadenfreude as intensely, or with all the associated feelings and meanings, as German speakers do. Nebraska Symposium of Motivation. Variance due to persons and situations in England and Japan. M., Diener, E., Oishi, S., &
Triandis, H. Personality and Social Psychology Bulletin, 28, 109-120. In fact, 45% of all the friendships were among those whose last name was adjacent to the chooser's name in alphabetical order, and the majority of 451 CHAPTER 11 Alphabetical Ordering of Choosers 452 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS FIGURE
11.5 45 44 43 42 41 40 39 38 37 36 35 34 33 32 31 30 29 28 27 26 25 24 23 22 21 20 19 18 17 16 15 14 13 12 11 10 9 8 7 6 5 4 3 2 1 Trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among their fellow trainees at the Maryland State Police Training Academy indicated whom among the Police Training Academy indicated whom a police Training Academy indicated whom a police Training A
people are randomly divided into the roles of a proposer, who determines how much of his or her money to give to the other participant, and a receiver, who receives the money from the proposer. Psychological Review, 95, 256-273. a superficial influence of culture, because the culture is merely providing the content about the ways people think of
themselves. Miyamoto, Y., Nisbett, R. Throughout the course of the experiment, their blood pressure was measured. F., 554 Lefebvre, L., 39 Leff, J., 584 Leggett, E. Apparently, as people age, their neural functions continue to be shaped by normative cultural attention patterns. In another study, Protestant Americans were found to focus only on work-
related tasks and pay less attention to relational cues from others, in contrast to non-Protestant Americans who attended to relational cues as well as their Religion and Achievement Motivation work. Unlike computers, brains continue to change, grow, and rewire themselves in response to their experiences. I like it, because I like myself: Associative
self-anchoring and post-decisional change of implicit evaluations. Neural basis of cultural influence on selfrepresentation. L., Noguchi, I., Bar, M., Aminoff, E., et al. Levenson, R. If you compared people's responses to a measure that assessed self-reported leadership
ability, you might very well find that people in Culture B had higher selfreported leadership scores than people in Culture A. If her problems cannot be dealt with, you will, indeed, have to divorce . Cognitive development: Its cultural and social foundations. For example, when people hear their own voices on an audiotape, see a video camera directed
at them, or see themselves in a mirror, they are more likely to be in a state of objective self-awareness (Duval & Wicklund, 1972; see Figure 6.16). Psychological Universals and Levels of Analysis The American poet Mark Van Doren made this observation about human nature: "There are two statements about human beings that are true: that all
human beings are alike, and that all are different. Their observation that the South is an especially violent place is not new. For example, Christians are more likely to use a primary control strategy of adjusting
to situations by striving to divine the future (Young, Morris, Burrus, Krishnan, & Regmi, 2011). A., 423 Roberts, S. Science, 312, 1767-1770. This may be because North American-born bicultural experiences and have thus developed especially efficient frame-switching strategies, compared with immigrants who lived
monocultural existences for much of their lives. But not all cultures have sporting traditions that emphasize throwing. People in a family typically do not keep explicit track of what is taken and beliefs about gender among the Aravanis of
Tamil Nadu, India. Some tests of the distinction between the private self and the collective self. REFERENCES Fishman, J. Dunlap-Hinkler, D., Kotabe, M., & Mudambi, R. Adjusting to life in a new culture is more likely to provide one with an additional perspective, and this appears to be associated with enhanced creativity. Most problematic,
however, is that people who are under stereotype threat while taking a test start to do worse on the test. Free associations to "food": The effects of gender, generation, and culture. At least two mechanisms seem to be at work here. When, in contrast, children are raised with cultural goals of interdependence, such signs of noncompliance often appear
to be replaced by efforts to fit in and belong. M., 526 Wolsko, C., 28 Wondimu, H., 209 Wong, A. This suggests that friendships among Ghanaians are perceived to involve more obligations than they do for Americans. R., Foster-Fishman, P. What is the epidemiological paradox? Would they be seen as attractive everywhere? S., 216 Coon, H. Do you
think you can experience the emotion liget in the same was as an Ilongot does? They say that some behaviors are viewed as so deeply offensive that they should never be tolerated, even if they might limit freedom of expression. In contrast, relationships in less re
isn't everything—what's everything—what's everything—what's the the other other other other other dage on our most intelligent primate cousins, such as chimpanzees. However, the ascendancy of the experimental method in social psychology was
often paralleled by an effort to exert greater experimental control over the study of social nature. Annual Review of Psychology, 61, 219-241. Over the next several days, as assistance was ineffective and slow in coming, the news reported many extremely disturbing events coming out of New Orleans. Bicultural people can shift between cultural
frames with as small a prompt as thinking about a handful of pictures (also see Wong & Hong, 2005). People were provided with a number of emotions that varied on two dimensions and asked how often they experienced them. Later I list some methodological concerns that are inherent in the study of people from other cultures (see Cohen, 2007, for
a more detailed review). As such, feelings of love might sometimes grow for those in arranged marriages and decline for those in love marriages because people do; however, behavioral measures are usually extremely difficult to get. The
psycholinquist Anna Wierzbicka (1986), however, calls our attention to the fact that all the basic emotions have a clear English label. Speaking relationally: Culture and interpersonal communication in Colombia. Thornhill, R. The Etoro find the Kaluli initiation practices to be disgusting, and the feelings appear to be mutual (Kelly, 1980). Much
important cross-cultural research would likely never be conducted if researchers did not collaborate across cultures. Pollock, D. Masuda, T., & Nisbett, R. MORALITY, RELIGION, AND JUSTICE FIGURE 12.1 Although freedom is a deeply cherished value in much of the world, there are contexts in which some think it should be subjugated by other
values, such as preserving that which is sacred. This map shows where people are most likely to have lactase persistence (the legend indicates the percent who have lactase persistence). This research is very telling about how our schooling shapes the way we think. R-23 R-24 REFERENCES Henrich, J. So what shapes cultural practices? The
Atlantic. Although catatonic schizophrenia (characterized by a near absence of motor activity and an insensitivity to external stimuli) was rarely observed in the United Kingdom), it was seen in more than 20% in India. Tuning in to psychological change: Linguistic markers of psychological traits
and emotions over time in popular U.S. song lyrics. How might these different parenting styles affect how children develop? Acculturation and ethnic-minority health behavior: A test of the operant model. Cultures around the world vary considerably in their degrees of subjective well-being. Cultural changes are affecting our health. Segerstrom, S.
The remaining chapters in this book will elaborate on those differences. Human societies (5th ed.). The social construction of emotion: With special reference to love. Behavior considered polite a few centuries ago would not necessarily be appropriate today. "It depends on where you're from." Personal Relationships, 16, 619-630. Then, through an
elaborately staged ruse, one of their scores was accidentally revealed to a confederate who was pretending to be another participant. A sociocultural approach to narcissism: The case of modern China. Although religiosity has been dropping in places like Scandinavia and East Asia (Norenzayan, 2013), in much of the world it remains a significant
force. Mahalingam, R., & Rodriguez, J. Nouri, R., Erez, M., Rockstuhl, T., & Ang, S. Indeed, so much has come out over this time that it has been hard for me to keep up. The disconnect that is sometimes observed between selfreport measures of values and other indicators is a challenge for cross-cultural investigations. Merrill-Palmer Quarterly, 7, 85-
95. Different environments afford different subsistence patterns, and these can lead to different cultural practices. So they came to interpret their arousal by looking to the situation they were in. All Rights Reserved.; p.485: Lee Lockwood/The LIFE Images Collection/Getty Images; p.488: © The New Yorker Collection, 2001, Barbara Smaller, from
cartoonbank.com. undergrads emerge somewhat differently in other samples, and our theories about human nature will be misguided if we don't consider the diverse ways that people can make sense of themselves and their worlds. In stark contrast, not a single American participant viewed either of these as the best three-room solution.
Selfenhancement in Japan and America. Culture and judgement of causal relevance. Journal of the Royal College of Physicians of London, 11, 387-394. Cultural differences beg for explanations, and the "unpackaging" method allows for the identification of other psychological processes that relate to the cultural differences beg for explanations, and the "unpackaging" method allows for the identification of other psychological processes that relate to the cultural differences beg for explanations, and the "unpackaging" method allows for the identification of other psychological processes that relate to the cultural differences beg for explanations, and the "unpackaging" method allows for the identification of other psychological processes that relate to the cultural differences beg for explanations, and the "unpackaging" method allows for the identification of other psychological processes that relate to the cultural differences beg for explanations are processed in the identification of other psychological processes that relate to the cultural differences beg for explanations are processed in the identification of other psychological processes that relate to the cultural differences beg for explanations are processed in the identification of other psychological processes that relate to the cultural differences beg for explanations are processed in the identification of the psychological processes are processed in the identification of the psychological processes are processed in the identification of the psychological processes are processed in the identification of the psychological processes are processed in the identification of the psychological processes are processed in the identification of the psychological processes are processed in the identification of the psychological processes are processed in the psychological psychological processes are processed in the psychological psychol
F., 116 Londhe, R., 539 Longworth, S. In contrast to communities in which residency is more stable, American communities in which people are likely to move have, on average, (1) more fair-weather sports fans (i.e., attendance at professional sports events is more closely tied to the performance of the local teams, whereas people in residentially
stable communities attend sporting events even when their teams are losing; Oishi et al., 2007; (2) higher crime rates and less pro-community action (Oishi et al., 2007; Sampson, Raudenbush, & Earls, 1997); and (3) more large national chain stores per capita (but not more regional stores) and more goods sold at those chain stores (Oishi et al., 2012;
see Figure 11.10). Journal of Cross-Cultural Psychology, 26, 426-440. St. Petersburg Times Online. Humans Versus Chimpanzees In trying to understand why humans developed such big brains, let's consider how human brains compare to those of our closest evolutionary ancestors, primates. contemporary legends Fictional stories told in modern
societies as though they are true. S., 13 Clement, R., 264 Clements, F. Tonnies argued that there are two means by which individuals can relate to each other in a group. Niiya, Y., Ellsworth, P. 8. Some of the key topics of controversy are abortion, gay marriage, and euthanasia. Because the player wants the team to do as well as possible, he will want
to ensure that he is behaving in a way that maximizes the likelihood that the team will win. Why nouns are learned before verbs: Linguistic relativity versus natural partitioning. In addition, within Western societies communal sharing appears to characterize a broader array of behaviors in relationships among people lower in socioeconomic status
than among those of the highest status (see Kraus et al. London: Penguin. H., 83, 528 Dutton, D. The Mongolian baby, Ponijao, was swaddled up so tight that he could not move at all (Figure 5.6), whereas the Namibian baby, Ponijao, was swaddled up so tight that he could not move at all (Figure 5.6), whereas the Namibian baby, Ponijao, was always being held by her mother throughout the first several months of her life. However, Southerners were not
more likely than Northerners to agree with statements about violence in general. The ethic of community thus renders one's social obligations as fully moral obligations. These ideas have been developed and extended more recently by a number of researchers (e.g., Cole, 1996; Cole, Gay, Glick, & Sharp, 1971; Rogoff, 2003; Scribner & Cole, 1981;
Wertsch, 1998) and have influenced much of cultural psychology. Fruit is rich in vitamins, carbohydrates, and fruits tend to be available in concentrated patches. Examining geographic sex ratios across the United States. Who sleeps by whom revisited: A method for extracting the moral goods implicit in practice. As an initial effort to
demonstrate that psychological differences between cultures can run deep, I describe here a case study of the Sambia (for a more detailed exploration, see the ethnography by Herdt, 2006). These participants saw a potential contradiction. For people with social anxiety disorder, however, these fears become excessive and can lead them to avoid
social anxiety-eliciting situations altogether, thereby impairing their lives. C., 165 Tehrani, J. Many factors contribute to the overall satisfaction that people have with their lives. Personality and Social Psychology Bulletin, 28, 1398-1406. You can translate the phrase literally, but the concept is not well understood" (cited in Chentsova-Dutton &
Vaughn, 2012). Oxford, UK: Blackwell. Motivation and Emotion, 18, 9-66. This priming was possible even though it's probably fair to assume that the American participants had very little knowledge of or exposure to Chinese culture. Personality and Social Psychological Review. KEY TERMS General Psychology, 8 Nonuniversal, 20 Accessibility
Universal, 21 WEIRD Societies, 22 Multicultural Approach, 26 Russian Cultural-Historical School, 30 33 Truganini was the very last full blood Aboriginal Tasmanian to ever live. The researchers identified the reviews that were
rated as most helpful by other visitors to the site, and these reviews were coded for how much promotion information (e.g., "the book has great character development,") and prevention information becomes more complex and often more useful
over time because an initial idea can be learned from others and then modified and improved by the learners. However, vitamin D is not synthesized in the body unless shortwave ultraviolet radiation (UVR) penetrates the skin layer and catalyzes its production. Conducting Cross-Cultural Research with Surveys One of the most common ways of
conducting cross-cultural research is to use surveys. 259 260 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS identify common patterns (Chirkov, 2009; Schwartz et al., 2010). If Johnson's thesis is correct, the complexity of our entertainment is making us smarter, and that is leading us to demand more challenging entertainment, which further
develops our problem-solving skills. If "all that I've got" is not very good, this would seem to be a real problem for the individual. The test question was whether people from the two cultures were looking at the same things. Harber, K. Social identity contingencies: How diversity cues signal threat or safety for African-Americans in mainstream
institutions. Furthermore, other questions in the study revealed that whereas both Indians and Americans viewed the justice breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms, Indians were far more likely to view the interpersonal breaches in moral terms.
Dover. Geneva. Switzerland: WHO. If people in some cultures have a predisposition to see the truth in more statements than those in another culture, this will lead to cultural differences in responses, independent from the content of the items. Reducing the racial achievement gap: A social-psychological intervention. This model has been enormously
influential in the study of moral reasoning and has sparked an immense amount of research, both supporting it. In other domains of life in which a person's relative standing compared to others is more clearly observable, such as height, calculus ability, or free-throw shooting skills, people are much less likely to hold such unrealistic
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views of themselves (Dunning, 303 304 CHAPTER 8 MOTIVATION FIGURE 8.1 Is this a pose of self-enhancement? Research Quarterly for Exercise and Sport, 76, 488-493. Influence of the serotonin transporter gene-linked polymorphic region on the antidepressant response to fluvoxamine in Japanese depressed patients. In this task, participants
are shown a box that has a line drawn inside Psychological Processes Can Vary Across Cultures Look at the stimulus. Further evidence for the cultural norm hypothesis: Positive emotion in depressed and control European-American women. Culture and social phobia in Japan and the United States. It turned out that the chickens
showed no hint whatsoever of a similarity-attraction effect. C., McCusker, C., & Hui, C. R., & Jackson, J. For example, a communist farmer who wanted to increase his wealth could not simply devote more pronounced among people from more
individualistic cultures. There are few questions more challenging in the social sciences than the question of what causes cultural variation in the kinds of bodies that are viewed as most attractive across time and place. The students completed a measure of sociocultural
adjustment Mother Tongue Average TOEFL Score that assessed their daily problems in navigatDutch 100 ing through the new culture. Mapping expressive differences around the world. The presence of a larger number of models ensured that those in the large groups almost always had a talented model to copy from. Can human personality be
largely captured by these five specific traits? National Center for Health Statistics (NCHS). Morris, M. How did the different species do on the task? Decades of research have now consistently revealed that SES has a very strong relation with health outcomes. Maddux, W. Gawronski, B., Bodenhausen, G. Journal of Personality and Social Psychology
93(3), 478-490. The New Yorker, 68-75. Huttenlocher, J., & Smiley, P. Furthermore, we don't ensure the survival of our species through rampant reproduction, like rabbits. As such, everyone occasionally experiences the self-contained unit or as an interconnected, relational unit, and how people differ can be seen as the proportion
of the time that they think of themselves in each of these ways, or as their default way of viewing themselves. The results showed that those Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals who were shown one of the stereotypical portrayals who were shown one of the stereotypical portrayals of Native Americans who were shown one of the stereotypical portrayals who were shown one of the stereotypical portrayals who were shown one of the stereotypical portrayals who were shown one 
Americans who did not see the stereotypical portrayals (Fryberg, Markus, Oyserman, & Stone, 2008). In traditional Chinese medicine, for example, a healthy body is one in which the dialectical forces of yin and yang are in balance. This raises the possibility that humans derive particular benefits from social living that justifies the huge energetic
expense of their massive brains. As common as depression is in North America, it has been, and continues to be, far more rare in China. On the other hand, unlike languages, facial expressions often appear to be rather reflexive. In his book, Contagious: Why Things Catch On, Jonah Berger (2013) describes how this desire to share useful information
can sometimes result in the most seemingly banal of events going viral. However, even when the different levels of these behaviors among the SES groups are controlled for, there still remains a clear relation between SES and health (e.g., Kaplan, 1985; Marmot et al., 1984; Siegrist & Marmot, 2004). In effect, the researchers documented the
formation of some microcultures within people's living quarters. Information, perspective, and judgments about the self in face and dignity cultures. Merikangas, K. Of warrior chiefs and Indian princesses: The psychological consequences of American Indian mascots. Managing categorization and social withdrawal in Japan: Rehabilitation in a private
support group for hikikomorians. U., 242, 323 Tooby, J., 76 Toriyama, R., 341 Tornatzky, L. After all, our faces are more likely to be smiling when we have feelings than when we have feelings of sadness or disgust. Social, Cognitive, and Affective Neuroscience, 5, 212-218. R-47 R-48 REFERENCES Ryder, A. Valchev, V. A., 283, 320 Barnes, C
Meaning became replaced with information, and meaning-making with information processing. Unseen disadvantage: How American universities' focus on independence undermines the academic performance of first-generation college students. Fairness versus reason in the Ultimatum Game. It was so commonly diagnosed among Americans in the
19th century and up through World War I that it was known as "the American disease." The diagnosis faded out over the 20th century as the symptoms of neurasthenia (e.g., the exhaustion, headaches, insomnia) began to be seen as less important than the underlying actual psychopathology, and neurasthenia was completely dropped from the DSM
more than a quarter of a century ago. NEO-PI-R data from 36 cultures: Further intercultural comparisons. They were enjoying the new experiences, meeting in a novel and exotic environment. The ancient Romans, despite all
their technological achievements, did not have an understanding of the concept of zero, which was invented by Hindus in India in around the third century. Grooming, gossip, and the evolution of language. Cunningham, M. C., Sim S. For example, Johnson notes that the game Grand Theft Auto III has a walk-through, which explains how to play the
game, that is 53,000 words long—about one-third the length of this textbook. TABLE 10.3 Correlations between different types of positive Emotions Positive Emotions Positive Emotions Japanese .58 .20 Americans .30 .54 Cultural
Variation in Subjective Well-Being and Happiness Cultural Variation in Subjective Well-Being and Happiness Is happiness necessary for a good life? On the one hand, for most of the studies that we've reviewed, the experimental designs have been essentially correlational. Sapolsky, R. It is for these reasons that experimental psychologists rarely
investigate Considerations for Conducting Research Across Cultures psychological processes by asking subjects directly about their experiences. Rozin, P., Bauer, R., & Catanese, D. More generally, East Asians are more likely than Westerners to focus on the process underlying actions (such as improving) than on the goal of the action (such as
becoming talented; Miyamoto, Knoepfler, Ishii, K., & Ji, 2013). One indicator of the increasing complexity of the world is represented in the amount FIGURE 3.11 A simulated item from the Raven's Matrices IQ test. Parents from all cultures will talk about children's toys with them; however, Western mothers tend to talk more about the toys, whereas
East Asian mothers more often use those toys as part of a social routine (Tamis-LeMonda, Bornstein, & Cyphers, 1992). R., 211, 212, 336 Markus, Hazel, 31–32, 121 marriage arranged vs. Do you think they would feel the same as you did, or would their emotions be different? Ethics of Autonomy, Community, and Divinity Kohlberg's model has been
enormously influential in the study of moral psychology, but how well does this perspective explain moral reasoning across cultures? One factor that is important in within-groups designs is to provide participants with different orders of the conditions. S., & Leggett, E. Adolescence: An anthropological inquiry. Stimulus FIGURE 1.1 Try for yourself:
Analytic versus holistic perception. New York, NY: Academic Press. There is much evidence that cultures persist a great deal across time (see Cohen, 2001; Richerson & Boyd, 2005). antisocial punishment, 512-13 analytic thinking, 350 parenting interactions with infants, 173, 174 Green, S. There is much evidence that a sensitive period exists for
learning language, and other evidence suggests that this is true for learning cultural meaning systems as well. R., & Townsend, S. We would Correlation with likability .33 -.02 importance of adhering to the requirements of one's roles in an interdependent cultural
context. This suggests that people are exposed to novel cultural information when they move to a new culture. Quarterly Journal of Economics, 124, 531-596. In stark contrast, however, Asian-Americans performed significantly worse on the test when they were talking aloud. The American pattern suggested a self-enhancing tendency in that
Americans listed more success memories than failure memories (62% vs. Then he cooks and eats it. In a first study, people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that typically provoke feelings of anger. Why might people were provided with some scenarios that the scenarios of an extra provided with some scenarios.
orientation A concern with correcting one's weaknesses and avoiding others' negative judgments. For example, bats are small mammals that evolved a number of particular adaptations, including wings. F., 26 Downey, G., 523 Doyle, K. Do you think your own self-concept is more similar to the independent exemplar or the interdependent exemplar?
Second, despite this enormous amount of research, many key questions about the relation between culture and psychology have yet to be investigated. M. Wilkinson, R., & Pickett, K. Multicultural People Thus far, we have discussed how people fare in the acculturation process. J., 577 Hong, Y., 144, 243, 282, 284, 286, 326, 529 Hooley, J. & Graham,
 J. This is a lot of energy intake, especially as our brains constitute only about 2% of our body weight. (1962). 481 482 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE However, this trend of exploding scientific discovery, together with a move toward a more educated populace across the world, is not living up to Nietzsche's predictions. Herein
lies a challenge for making sense of virtually all cross-cultural studies in psychology: To what extent should ways of thinking look different because people have divergent experiences? One way this question has been investigated was to analyze how
newspapers in different countries referred to the agents implicated in scandals involving rogue stock traders (Menon, Morris, Chiu, & Hong, 1999). Development of the Chinese Personality Assessment Inventory. G., III, & Tanchuk, T. P., 187 Edwards, W. A consistency coefficient was calculated for each individual, which revealed how similarly people
viewed themselves across the different situations. Wason (Eds.), Thinking: Reading in cognitive science (pp. If evoked culture were the primary determinant of people's repertoire of behaviors, we would have expected that the same hostile environment would have expected the same hostile environment would have expected the expected that the same hostile environment would have expected the same ho
Perhaps it is the absence of a compelling cultural identity that is behind the heightened suicide rate among First Nations people in Canada. American Psychologist, 63, 518-526. M., 248 Ferreira, M. Now, of course social media sites make it possible for individuals to greatly surpass this number; some people maintain thousands of Facebook "friends,"
and Justin Bieber somehow has attracted more than 50 million Twitter followers. (1921). Consider the question of whether the "good life" can be attained mostly by doing what a person would like to do or by doing what a person thinks he or she should do. Many of the studies in cultural psychology with greatest impact have used this method. In stark
contrast, the favorite solution of Indians was to give the majority of the money to the needy employee, and the least favorite solution was to reward the excellent employee. There is variation in the domains under which people consider whether
moral violations have occurred. Southeast Asian child-rearing practices: Implications for child and youth care workers. Personality and Social Psychology Bulletin, 38, 3-13. In the "absolute task" square, draw a line that is as close as possible to the absolute length of the line in the stimulus. Outpatient antibiotic use in Europe and association with
resistance: A crossnational database study. In contrast, as the Indian sample got older, they made more situational attributions whereas their dispositional attributions whereas their dispositional attributions whereas their dispositional attributions did not change significantly. When engaging in this strategy you can focus on, and perhaps exaggerate, how good you are at something unrelated to your setback so that you can
compensate for the pain of your failure and can again self-enhance by recruiting other kinds of positive thoughts about yourself. Apparently, Does Emotional Experience Vary Across Cultures? The symbolic species: The co-evolution of language and the brain. Gordon, R. have perspectives and intentions that are different from their own. Most
Westerners, for example, would view pickpocketing as a violation of a moral obligation because stealing from another is perceived as wrong, regardless of what rules or laws exist, and would hold that pickpockets should be prevented from stealing. Cultural meaning of perceived control: A meta-analysis of locus of control and psychological symptoms
across 18 cultural regions. Both of these causal accounts appear to be true. A few ways that we can see KEY TERMS psychological consequences for these cultural differences in views of self are that people from individualistic cultures tend to strive for more consistency in their actions, are more frequently in a state of subjective self-awareness, and
are more likely to conceive of many attributes as stable entities, in contrast to the views of people from more collectivistic cultures. Third, the border around the individual is drawn with a solid line, to indicate that the self is bounded, and as such, its experience is rather stable and does not change much from FIGURE 6.5 Stranger Outgroup Ingroup X
termed the French paradox. Furthermore, Keel and Klump (2003) reviewed the historical literature regarding self-starvation. However, in all the tasks conducted, the magnitude of the errors that the Piraha made increased with the magnitude of the errors that the Piraha made increased with the magnitude of the numbers they were asked to estimate. These developmental transitions indicate the existence of a
sensitive period. Creativity in multicultural teams: The effects of cultural diversity and situational strength on creative performance. Journal of Personality and Social Psychology, 83, 828-842. FIGURE 6.10 People vary in terms of how they respond to dominant cultural norms. Although the motivations behind such acts of self-starvation do not seem
to be about weight concerns as they largely do today, one speculative account is that people with temperaments that predisposed them to anorexic symptoms were especially attracted to ascetic lifestyles. Journal of Cross-Cultural Psychology, 42, 1394-1405. Some research have found that this U-shaped adjustment curve is not limited to experiences
in a foreign country (Gullahorn, 1963). Goncu (Ed.), Children's engagement in the world: Sociocultural perspectives (pp. In contrast, indicating one's race has no impact on European-Americans' test performance. magnitude of the Müller-Lyer illusion throughout the world, you would get an exaggerated estimate if you focused on
American samples. Other examples of pluralistic ignorance that currently exist in college student samples are that people believe others hold more politically correct beliefs than they do (Van Boven, 2000). A., 176, 177, 497, 498, 499.
Jeon, K. W., 219, 364, 416, 457, 544, 545 Krishnan, L., 326 Kroger, R. Another example of this is that straight men were more accurate in judging the sexual orientations of men just by looking at their faces if they had had much past real-life experiences with gay men (Brambilla, Riva, & Rule, 2013). S., 246 Odling-Smee, J., 524, 528 OECD Health
Statistics, 546 Oettingen, G., 334, 335 Ogino, T., 561 Oh, M. The Protestant Reformation may have been a helpful impetus in the growth of self-enhancing motivations; however, given that there is evidence of such motivation, we have the
beginning of the cultural evolution of norms. S., & Wee, C. Journal of Personality and Social Psychology, 104, 941-958. Suicidal behavior in Micronesia. For many minority members of a culture, when asked the ubiquitous getting-to-know-you question "Where are you from?" the follow-up question is often "No, where are you really from?" This
question highlights how the immigrant or minority member is perceived to not really be from the host culture—his or her appearance betrays that the person's ancestors come from some other part of the world, and the questioner is suggesting that the person's ancestors come from some other part of the world, and the questioner is suggesting that the person's ancestors come from some other part of the world, and the questioner is suggesting that the person's ancestors come from some other part of the world, and the questioner is suggesting that the person's ancestors come from some other part of the world, and the questioner is suggesting that the person's ancestors come from some other part of the world, and the questioner is suggesting that the person's acceptance is suggested by the person of the person
attribution error? J., 361 Bowling Alone (Putnam), 93-94 Brafman, Ori, 514 Brafman, Rom, 514 brain(s), 5 of bilingual individuals, 165-66 computer metaphor for, 9 cultural learning and size of, 52-63 cultural shaping of, 14 culture representation in, 282-83 diet and, 52-57 SUBJECT INDEX figure-line task and, 10-12 language acquisition and, 165-66 computer metaphor for, 9 cultural shaping of, 14 cultural shaping of, 15-66 computer metaphor for, 9 cultural shaping of, 14 cultural shaping of, 15-66 computer metaphor for, 9 cultural shaping of, 15-66 computer metaphor for, 9 cultural shaping of, 15-66 computer metaphor for, 9 cultural shaping of, 16-66 computer metaphor for, 9 cultural shaping of, 18-66 computer metaphor for, 9 cultural shaping of,
neocortex ratio, 56 of primates, 52-57, 60, 63 self-concept and activation of, 213-15 stimuli perceived by, 357 brand-name luxury goods, 316 Brazil/Brazilians facial expression recognition, 409 gender and literacy, 225 jetinho, 512 moral reasoning, 494 throwing, 523 Brokeback Mountain (movie), 290-91 Broude, G. Culture and Sleep per day than
French adults do (OECD, 2009). Furthermore, because Protestants came to view work as a spiritual task, they wished to avoid debasing it by holding a casual or unprofessional attitude. M., & Ickes, W. D., Jokela, M., Stillwell, D. M., 98 Heaphy, E., 320 Heath, C., 88 Heath, G. This orientation leads them to accept and cope with occasions when they
don't end up with what they wanted. Humans have culture. R-15 R-16 REFERENCES English, T., & Chen, S. These kinds of developmental patterns showing cultural differences increasing with age have been identified for a number of phenomena: explanations of others' behaviors (Miller, 1984; see Chapter 9), optimism (You, Fung, & Isaacowitz,
2009), and tendencies to focus on positive aspects of the self (Falbo, Poston, Triscari, & Zhang, 1997; see Chapter 8). And it turns out that this is a critical detail, because habitually wearing shoes changes the shape of one's feet. Could these differences in aesthetic styles be reflected in other aspects of daily life across cultures? He proposed that
FIGURE 8.5 Max Weber maintained that a capitalism grew out of a belief system that was rooted particular set of cultural meanings associated in a number of cultural meanings as of cultural meanings 
being, which indicates how satisfied people are with their lives. Social psychology. Sublimation, culture, and creativity. The acquaintance process. C., 31, 93, 123, 129, 144, 149, 209, 221, 433, 467 Triscari, R. However, given that the vast majority of research conducted on this topic has involved WEIRD participants, we might question whether this topic has involved WEIRD participants, we might question whether this topic has involved WEIRD participants.
tendency is also found in countries where interdependent self-controls are more common. If we don't have good access to our own psychological experiences. Proceedings of the National Academy of Sciences, 109, 18571-18576. British Journal of
Psychiatry, 138, 270. It is not altogether clear what causes the older generations to be more socially connected than the younger ones, but Putnam proposes that having lived through World War II is a key factor in this generational shift. I., 292 Damon, W., 209
Danziger, S., 287 Darling, N., 182 Darwin, C., 445 Das, R., 493 Dasen, P. We can go about assigning rewards (or punishments) Culture and Fairness to individuals in a number of ways, and these ways speak to people's beliefs about what is fair. Often when we are making choices we must choose between two or more alternatives that are quite similar
in their desirability, such as between an iPhone and an Android phone—it's not always obvious what is the best choice to make. M., & Singh, P. A creative hammer would have to be useful but in a novel way. The men in these wrestling matches were a self-selected group
who were far larger than their opponents, often had much wrestling experience, and were strongly motivated both by cash and the desire not to look like a fool in front of a large audience, and yet they could not last more than a few seconds against their hairy rivals. Personality and Social Psychology Bulletin, 36, 537-550. The problem for cultural
psychologists is that these difficulties are multiplied many times over when trying to understand the minds of people from another culture. The good body: When big is better. M., 175, 539 Susser, E., 567 Sussman, N. Thompson Scientific. Y., Aaker, J. In R. Feldman, P. But as a species we don't have a lot of muscle mass, and this is informative in
telling us how we got what we do have. A psychology of rumor. Six centuries later, during the rise of the Nazi party in Germany, anti-Semitism again led to pogroms against the Jews. Another example is that narcissism is higher in younger generations of Chinese than in older generations, and Average Self-Esteem of American College Students
FIGURE 8.3 Rosenberg Self-Esteem Score 35 The average self-esteem of American college students has steadily increased over the last few decades. In contrast, the evaluation of the Asian-Americans Explicit Versus Implicit Communication Mean Evaluation of the Asian-Americans Explicit Versus Implicit Communication of the Asian-Americans Explicit Versus Implicit Communication Mean Evaluation of the Asian-Americans Explicit Versus Implicit Versus 
Target Pen 5 4.5 Expression No Expression 4 European-Americans who verbally expressed their pen preference earlier. The ape and the sushi master: Cultural reflections of a primatologist. The participants were divided into two samples:
those of European descent and those of Asian descent. Asian Journal of Social Psychology, 10, 198-200. Littlewood, R., & Lipsedge, M. A., 361 Zatzick, D. Furthermore, the existence of strong kin relations provides considerable social pressures for a couple to stay together. For example, one theory, known as the "healthy migrant hypothesis,"
proposes that only the healthiest Latinos were able to endure and survive the often taxing and potentially dangerous move to the United States (e.g., Sorlie, Backlund, Johnson, & Rogot, 1993). Most people who run amok end up being killed in the act, and the few survivors that have been caught have had a divergent set of symptoms leading them to
be diagnosed with a variety of other mental disorders, including schizophrenia, endogenous depression, and epilepsy (Schmidt, Hill, & Guthrie, 1977). These predilections carry over to shape the pictures that people choose to include of themselves on their Facebook pages: East Asian Facebook photos have smaller figures and larger backgrounds
compared with American ones (Huang & Park, 2013). Oxford English Dictionary. Could they also be useful for understanding differences between men and women? Sternberg & T. As the authors Ori and Rom Brafman (2009) explained, after the collapse of the Soviet Union, Russians became suspicious of those who were trying to profit off the hard
work of others, and that seems to be the case for Russian game-show audiences. In addition, biological modes of explaining and treating mental disorders have become more dominant in psychiatry over the past few decades. San Diego, CA: Academic Press. Rockleigh, NJ: Allyn & Bacon. Authoritative parenting is a child-centered approach in which
parents hold high expectations of the maturity of their children, try to understand their children to be independent while maintaining limits and controls on their behaviors. There is tremendous diversity in the ways people label colors, and this diversity emerges in
systematic ways. self-improvement The process of seeking out one's potential weaknesses and working on correcting them. Many kinds of contexts afford or constrain a sense of control, with a democracy and a totalitarian government being two such examples. Kashima, Y. However, our relatively weaker muscles played only a small part in allowing
for the expansion of our brains. This shows that others can move between the boundary of ingroup and outgroup relatively easily. One hypothesis is that some First Nation communities are no longer able to provide a compelling cultural narrative to which the youth can feel connected (Chandler, Lalonde, Sokol, & Hallett, 2003). When a new idea
comes around, one can make a distinction between ideas that are breakthrough innovations—that are utterly different game-changers from anything before—and ideas that make smaller, incremental improvements. Chicago, IL: University of Chicago Press. In contrast, in India, vegetarianism is more associated with conservative political values, and
all five of the moral foundations. E., 182, 183 Guarnaccia, P. We need to look for some rather indirect evidence to see changes in motivations over time, meritocracy. A social system that rewards individuals based on their own contributions, according to the principle of equity. The birth rate has dropped over the past generation so it will probably
continue to drop over the next generation. Retrieved from www.cia.gov/cia/publications/factbook/rankorder/2004rank.html. The psychophysiology of emotion. Ben approached several officials as well as passengers at the train station and asked them to lend him money to buy a new ticket. Also, we could simplify our list of personality traits much
Personality further by noting how many seemingly distinct-sounding personality traits tend to have substantial correlations with other traits. As a result, it is necessary for people to communicate in more explicit detail, as others are less able to fill in the gaps of what is not said. Doctors tended to agree more with laypeople from their own country than
they did with doctors from other countries. C., 584 Rees, P., 562 Reeve, R., 395 Regier, D. For many people, the first few weeks at the beginning of an extended stay are characterized by a lot of anxiety that prevents them from feeling much excitement about their new experience. existential universal The third level of universality, which states that a
nervous system responses of the Minangkabau of West Sumatra (Levenson, Ekman, Heider, & Friesen, 1992). For example, the American author Ernest Hemingway wrote The Sun Also Rises while living in Tahiti; and the German composer George Handel
composed his most famous works while living in England. R., 55 Gifford, R. married his University sweetheart six months after they both had their graduation from University. McCauley, R. Journal of Fashion Marketing and Management, 12, 244-259. Why would we need to be wary of friends rather than trusting of them? Brocklehurst, M. This
hypothesis can be tested by exploring whether such messages really are more common in the different genres of music. Self-concept consistency and culture: The differential impact of two forms of consistency and their relations with their mothers vary depending on whether or not they co-sleep?
Science, 241, 540-545. The Americans were thus responding to the contradiction by denying that it exists—they are confident that Argument, and thus they are denying that there is a problematic contradiction. (1976). This would suggest that American children have less reason to work hard at their studies than East Asian
children. In addition to the different kinds of content that make up exams, the difficulty of exams may also vary based on whether a culture is operating more under an incremental model or more under an entity model. epidemiological paradox The surprisingly healthy outcomes of Latinos despite their having lower-than-average socioeconomic status
Society at a Glance 2009. Ickes, W., Wicklund, R., & Ferris, C. The reference-group problem. There was one drug that the doctors thought might save her. L., & Toh, Y. M., & Sigmund, K. Social Problems, 32, 488-499. Conversely, Latino-Americans tend to have better health outcomes than would be expected, although the reasons for this are not all
that clear. D., Lowery, B. C., 422-23 Ang, S., 373 anger, 409-12, 421-22, 427 animals cultural learning by, 37-39 domesticated, 73, 74 language abilities of, 45 Annis, R. Running amok still occurs in several Southeast Asian countries, and the rate increased in the latter half of the 20th century (Teoh, 1972). Figure 5.13 shows the performance of the
those of non-college-educated American adults (Henrich, Heine, & Norenzayan, 2010b). This raises a serious question: How well do the psychological theories that have been generated in Western cultures of the world? Chapter 3 Page 66: Religious Images; p.68: © The New Yorker Collection, 2002,
Peter Steiner, from cartoonbank.com. Do not measure the length of the line in it. Research shows that people's ability to judge the rod's angle while ignoring the frame relates to their general social orientation. D., 529 Liese, L. Standardizing dramatically alters the data, but it preserves the individual's own pattern of responses. The slave trade
citizens think (Tweed & Lehman, 2002). Living up to cultural norms seems to be viewed as the basis of a good life in collectivistic cultures. However, evidence of postconventional reasoning—reasoning based on justice and individual rights—was not universally found. Fourth, the border around the ingroup that separates one's close relations from
one's more distant relations is drawn with a dotted line to indicate that it is fluid. Having too much choice can be quite debilitating at times, as making choices requires a great deal of cognitive resources (Schwartz, 2004). The relationship of self-understanding in childhood to social class, community type, and teacher-rated intellectual and social
competence. A bilingual investigator will be able to compare the translations; see below) and will be in a good position to assess whether the translations; see below) and will be in a good position to assess whether the translations; see below) and will be in a good position to assess whether the translations; see below) and will be in a good position to assess whether the translations are accurate.
easily he or she should acculturate to it. (By accessibility universals, although few have been documented thus far in psychological phenomenon.) There are likely many accessibility universals, although few have been documented thus far in psychological phenomenon.)
much they felt they would like the stranger. Landy, D., & Sigall, H. These cultural differences in perceptual habits are also identifiable in aesthetic preferences. Second, regardless of the prime they received, European-Americans rated the
collectivistic values as more important than European-American did. In one study, African-American Stanford students took a test that consisted of some verbal items Different but Often Unequal from the Graduate Record Examination (Steele & Aronson, 1995). If you are to make the decision based on the application of an
abstract rule, you would conclude that Flower A goes with Group 2 and Flower B goes with Group 1. Martin, D., Hutchison, J., Slessor, G., Urquhart, J., Cunningham, S. Cultural influences on sleep in Japan and Canada. Likewise, Flower B resembles the family of flowers in Group 2. Another perspective offers a historical take on the origin of gender
norms. In contrast, the direct relevance of some of the items is not so clear—for example, the motivation to view oneself positively is shaped by culture. The experimental method changes our between-culture comparison from one of comparing the magnitude of
means across cultures (which is problematic) to one of comparing the pattern of means across cultures (which is fine). However, it appears to be a very common psychopathology. The other major cultivation method is called "plow cultivation," in which a large animal is used to pull the plow to turn over the soil (Figure 6.11). Journal of Abnormal and
Social Psychology, 62, 713-715. J., Wang, S., Sandel, T., & Cho, G. Our behaviors have an influence on others because each of us is connected to those around us through a web of relationships. Cultural Variation in Intensity of Emotional Experience A number of studies have compared the emotional experience of Japanese and Americans using a
variety of techniques. London: Sage. Journal of Linguistic Anthropology, 7, 98-131. For example, Westerners tend to find experiences with success to be motivating (e.g., Feather, 1966). In contrast, almost every person who had been run in groups of 16 was able to reproduce the nets after 15 trials
Cambridge University Press: Cambridge: 1980. In Russia, a big part of friendship seems to be to let your friends know how you think they should be leading their lives differently. principle of need them the most. R., & Smith, E. W., 127 Brocklehurst, M., 374 Brody, G. Participantsup of the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need them the most. R., and the principle of need the most and the principle of need the principle of need them the most and the principle of need the principl
in both cultures viewed the average faces to be most attractive, regardless of the faces' culture of origin. Researchers have found a direct negative relationship between the number of brain neurons that a mammal can develop (Fonseca-Azvedo & Herculano-Houzel,
2012). Such costly punishment was evident in all 15 societies that were investigated: apparently, costly punishment is meted out in response to unfair behavior universally—such punishment thus serves a similar function. The dependent variable of interest was the warmth of the letter that the employer sent in return. This bias exists because people
apparently feel it is socially undesirable to publicly express that their classmates are drinking too much, so such thoughts are rarely stated publicly. Your answer to this reflects your underlying values—values that have likely been shaped by the norms that you have been exposed to in your culture. Wang, Q., Leichtman, M. Although cultures differ
quite profoundly in their most common ways of thinking, for the most part it appears that these differences are ones of degree rather than of kind. We're in Europe." CULTURAL EVOLUTION on your hat or clothing is rustic, and to do so with the arm or elbow befits a tradesman; nor is it much more polite to use the hand, if you immediately smear the
snot on your garment. Here is a sample reply from an orthodox Baptist to the question of abortion: In the Ten Commandments, [God] said that we should not commit murder. Su and colleagues (1999) offer a nice metaphor to capture the potential ways that people's selves and social worlds can be malleable. 423 424 CHAPTER 10 EMOTIONS
Emotion and Language As described earlier, much research supports the existence of a set of basic emotions that are experienced comparably around the world. He said the hammer, saw, and hatchet were all alike in some way, but the log is different. New York, NY: Plenum. One of the leading architects of the cognitive revolution, Jerome Bruner,
however, argued that soon after the revolution began it became distracted from its initial vision by becoming more concerned with computer metaphors for understanding the functions of the mind (Bruner, 1990). Culture, Medicine, and Psychiatry, 24, 297-330. This method is used to measure electrical patterns that follow the presentation of specific
events, and it can identify temporal patterns of activation to those events that are divergent across cultures (e.g., Goto, Ando, Huang, Yee, & Lewis, 2000; Murata, Moser, & Kitayama, 2013; Varnum, Na, Murata, & Kitayama, 2011). Self and Identity, 2, 325–344. One thing we've learned from physiological research is that when people are ready to
aggress, their testosterone levels rise (e.g., Mazur, 1985). Rattan, A., Savani, K., Naidu, N. J., 210 Arendt, H., 211 Arends-Toth, J., 270 Arendt, H., 249 Kaplan, R. Without a textbook, teaching a course in cultural psychology usually meant having students read the original journal articles describing these
new ideas. It is when your safety is vulnerable that you are likely most concerned with it, and at other times you might be quite willing to forget about it. I also wrote the chapters to provide a strong emphasis on experimental research throughout, while also paying particular attention to observation studies and ethnographies. How do you think the
world's cultures will change over the course of your lifetime? It is still not clear from this study precisely what aspects of Japanese culture protect one from risk factors for heart disease (one of my Japanese friends is quite sure it's the miso soup). Hence, the findings Culture and Fairness FIGURE 12.8 Joe Henrich and a Fijian assistant explain how to
play an economic game on Yasawa Island in Fiji. Journal of Economic Behavior & Organization, 91, 1-12. They reasoned that Kenyan university students in Nairobi should be the most Westernized group in their sample (because they participate in an education system that was shaped by the country's British colonial past); employed adults in Nairobi
might be slightly less Westernized; and traditional indigenous Kenyan groups, in this case the Samburu and the Masai, would be the least Westernized. There are likely to be some differences between the two English versions. It reflects a desire to leave behind the ancestral past so as to fit in with the host culture. Ross, M., Xun, W. It would seem that
decreased feelings of control might be associated with some psychological costs. The study found that those people who idealized their partners the most (i.e., they viewed the individual in the most unrealistically positive terms compared with how their partners the
most and were more likely still to be together in their relationship several months later. Is acculturation unidimensional? However true this might be, Paul Rozin and colleagues suggest an alternative account (Rozin, Kabnick, Pete, Fischler, & Shields, 2003): The French eat significantly fewer calories per day than Americans, and
they do so because they live in a different cultures have surprising abilities to retain much of their shape and many of their characteristics across centuries. Science, 182, 553-559. Incremental innovations highlight the important
people are viewing them. To get into a good American university you typically need to get an acceptable score on the SAT. We can learn an extraordinary amount from the rich cultural detail provided in ethnographies. Identifying cultural differences in the self-concept has had important implications for psychology, because the self-concept shapes
much about how people think—not just about the world more generally. There are also far fewer incidences of anorexia in China compared with the West (Lee, 1989; Zhang et al., 1992). Within each culture, many people would choose the justice obligation and many would choose the interpersonal obligation. Philadelphia, PA:
John Benjamins. To the extent that Whorf was correct, it follows that there should be much variation in psychological processes across cultures because languages diverge so much from each other. V., 550 Marin, G., 131, 467, 550 Marin, G. In what ways can we say that dhat syndrome is a culture-bound syndrome? Culture, serotonin receptor
polymorphism and locus of attention. New York, NY: Crown. Those primates that lived in larger social groups tended to have larger neocortex ratios. The participants were asked to explain their moral judgments on a variety of politically charged issues, such as suicide and divorce. These two dimensions were combined to form four separate
categories of emotions. G., 27 Davis, B. Interestingly, when Chinese participants encountered the independence prime, their self-descriptions became more similar to the ways that
Chinese typically describe themselves. Nature, 437, 1299-1320. Jokela, M., Elovainio, M., Kivimäki, M., & Keltikangas-Järvinen, L. Letter to the editor. K., & Roman, R. Seishinka MOOK, 12, 51-60. Rice, T. Episodes of binge eating are even more common, with approximately one quarter of female college students having reported past or current
periods of regular binge eating (Heatherton et al., 1995). American Journal of Physiology, 265, R846-R857. Because of this, they too develop a knowledge network of ideas that are associated with interdependence and prevention orientations. Martin, R. Steele and colleagues have shown through a number of elegant experiments that a variety of
things happen to people when they are in a state of stereotype threat. Geneculture interaction: Oxytocin receptor polymorphism (OXTR) and emotion regulation. An emulative learner is only focusing on the events that happen around the model, rather than what the model intends to accomplish. Imagine that you want to compare Americans and
Indonesians, you've developed all of your materials in English, and you need to have them translated into Indonesian. M., Davies, P. The Sambia do not have the construct of sexual 17 18 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? In some extreme cases, the kinds of standard procedures in one culture would be seen as medical malpractice
in another (for a review, see Payer, 1996). People from non-Western cultures tend to perform better on the relative task. R., & Rutkow, I. In particular, cultural distance seems to make it difficult to establish and maintain interpersonal relationships with members of the host culture. Nunn, N., & Wantchekon, L. The three graphs plotting these three
of what we are studying. Perhaps this is due to their being recognized as being of Chinese descent by other Canadians, or by them being able to continue to participate in Chinese cultural activities because of the large local Chinese community in Vancouver. North Americans often compensate for their failures by inflating their self-assessments in
other unrelated domains; however, Japanese show the reverse tendency (Heine, Kitayama, & Lehman, 2001a). Fitch, K. Because these participants saw only one argument, they did not witness any potential contradiction. Other research has identified that the process of cultural acquisition does seem to unfold differently within ethnic enclaves such as
that found in various cities' Chinatowns compared with more integrated neighborhoods (Schwartz, Unger, Zamboanga, & Szapocznik, 2010). T., & Gullahorn, J. However, even though this one independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control, many other independent variable is beyond the experimenter's ability to control independent variable is beyond the experimenter of the expe
great deal of experimental control in their studies. / Alamy; p.402: Photograph from Rosaldo, M. Within these groups there are conflicts, power struggles, and opportunities for cooperation, nepotism, and reciprocity. L., Louie, J., Chen, E., & Uchida, Y. Cultural messages common in individualistic cultures encourage people to be self-sufficient and not
to rely on others (e.g., Markus & Kitayama, 1991). Can you think how people's motivations would differ whether they are trying to maintain face or they are trying to maintain
present. Truk suicide epidemic and social change. The Whorfian question that arises from the linguistic differences between speakers of English and Guugu Yimithirr is whether people who speak these languages differ in their thinking as well. The fundamental attribution error does not look so fundamental anymore. If they are severe enough, a
person might be diagnosed as having a major depressive disorder (MDD). This suggests that they chronically attend to go hand in hand? Japanese Psychological Research, 26, 231-234. Over the 5 to 7 million years of evolution that
separate humans and chimpanzees, our brains grew at a quite rapid pace. Their experience of identity is reflexive in that it is contingent on their position relative to others, and their relationships with those others. W., 144, 282, 286, 326, 329, 331, 372, 373, 529 Morrison, K. Political Psychology, 21, 267-276. Unpublished doctoral dissertation. R., &
Phillips, L. Youniss (Eds.), Psychological responses to social change: Human development in changing environments (pp. Livingstone, F. The researchers taught people in these societies the rules of these economic games, and then provided people with
money equivalent to one day's wage and allowed them to play the games (Figure 12.8). However, like the European-Americans, they were not very motivated when an undesirable other (the third-graders from another school) made their choices for them. Some would say that language is a part of culture—the communicating function of culture. The
cultural variation in self-enhancement is even more striking when we compare North Americans of European descent to people living in East Asia, particularly those from China, Japan, and Korea. Gelman, (Eds.), The epigenesis of mind: Essays on biology and cognition. Given the influence that culture has on psychology, the adjustment that individuals
go through when they move to a new culture can be enormous. London: Routledge. L., 30 Hampden-Turner, C., 320 Han, S., 145, 214 Hanna, A. Jones, R. They seem to have seen the fish and the background scenery as bound together. Racial differences in physical and mental health: Socio-economic status, stress, and discrimination. Educational
experiences are not constant across cultures. Despite the apparent universality of the perceived power in primary control situations, Japanese reported feeling more powerful about their adjusting situations than the Americans did. Northerners showed no significant difference in their behaviors between the insult and control conditions, de S. San
largely removed from the efforts a person makes. That same book also included an article by Richard Shweder that provided as theoretical foundation for the psychological study of culture. Unfortunately, for those of us who are interested in investigating this kind of question, the history of motivations hasn't provided us with a fossil record. Park, H.
Rabolt, N. Rather, you will more likely find meaningful and easy-to-interpret results if you let your research guestion quide your choice of research samples. There are other social costs to not conforming. Consider the different ways people alter their faces to make themselves beautiful. The results are shown in Figure 8.4. The Canadians persisted
significantly longer after success than failure, a finding that replicates much work that has been done on persistence research in the West (e.g., Feather, 1966; Pyszczynski & Greenberg, 1983). One obvious way is that working-class people earn less money and have fewer choices available because of that. They may feel that they have to choose
between their identities, depending on the situation; they are low in bicultural identity integration. New York, NY: Broadway Books. What makes it all the harder to deal with the terrible twos as a parent is to discover that it doesn't have to be this bad. However, it is not uncommon for people soon to experience "reverse culture shock" and find
themselves puzzling over why they do not quite feel at home anymore and why they feel somewhat alienated from those around them. And if normal psychological functioning differs across cultures in the various ways that we have discussed, it follows that departures from what is normal would likely also differ across cultures as well. Journal of
constraint on group size in primates. L., 84 Tannenbaum, D., 320 Tardif, T., 185 Tassenaar, V., 536 Taylor, S. The Indians seemed to be guided by four moral principles in deciding which sleeping arrangements were appropriate. S. Perhaps the simplest way is to read existing texts and ethnographies about the culture. This was the purpose of
including the articulatory suppression condition in her study. To get an idea of how much you are concerned with each of these intuitions, consider how much money you would need to be paid to act in violation of any of them. Response style and cross-cultural comparisons of rating scales among East Asian and North American students. Gilovich, G.
Keltner, D., & Nisbett, R. Earth (The Book): A visitor's guide to the human race. However, when evaluating their personal characteristics, they differed from the Danes when they considered their social roles. I knew I could beat Suzy O'Neil, deep
down in my heart I believed it, and I know this whole week the doubts kept creeping in, they were with me on the blocks, but I just said 'No, this is my night'" (see Figure 6.1). In one study, participants were asked to consider how characteristic a number of trait words were for what they believed others thought about certain ethnic groups (Schaller
et al., 2002). The evidence for the cultural foundation of manners is even stronger when we consider how manners have changed over time. Think of all of the cultural foundation at school, markets being the places to acquire most goods and services rather than producing them
yourself, governments providing you with formal laws, militaries protecting you from foreign invaders, households consisting of monogamous nuclear-family arrangements, having access to distant places that can be reached via mechanized transportation, and being able to learn ideas from places even farther afield through books, television, or the
Internet. At the end of the trial, in which everyone had reported how much he or she saw the light move, one person would leave the room (the first person to leave the room was the confederate) and be replaced by a new participant. In the example above, for Ben to steal the train ticket was seen as a moderate justice violation. What do you think are
the pros and cons of arranged marriages compared to love marriages compared
Building on earlier research (Boroditsky, 2000) demonstrating that people's understanding of space, Boroditsky and Gaby (2010) reasoned that English speakers tend to see time as passing from the left to the right. Richard Nisbett and Dov Cohen (Cohen et al., 1996; Cohen, Vandello, Puente, & Rantilla,
1999; Nisbett, 1993; Nisbett & Cohen, 1996) launched a large-scale investigation of an intriguing cultural difference that they had noticed: Why does the U.S. South seem so much more violent than the North? The descent of man, and selection in relation to sex. Olson, & M. I believe in the values of my heritage culture. Biased assimilation and
           polarization: The effects of prior theories on subsequently considered evidence. However, there are also signs that the beauty ideals that are embraced in the wealthy West are viewed as markers of high status and, to a certain degree, are spreading to some other parts of the world (e.g., Hall, 2013; Swami et al., 2010; Williams, Ricciardell
McCabe, Waqa, & Bavadra, 2006). Really, the essay tells us virtually nothing about the writer's true attributes are viewed to stay largely the same. Talhelm et al. Lebra (Eds.), Japanese culture and behavior (pp. Heine, University of British Columbia.—Third edition. W., & Yuki, M. In this latter sense, then, the term
"culture" refers to dynamic groups of individuals that share a similar context, are exposed to many similar cultural messages in divergent ways. A., 538 Weininger, E. Collectivism, individualism, and genetic markers of social sensitivity. How Have Cultures
Been Changing? Culture of honor: The psychology entered what became known as the "cognitive revolution," as researchers rejected the tenets of behaviorism and began to focus on the meaning that people created through their encounters with the world. Observational learning in Octopus vulgaris.
As they gain experience over the years, they create detailed mental maps that aid them in figuring out what is the best way to get from point A to point B. Burton, R., & Whiting, J. Self and Identity, 2, 203-221. If you are interested in assessing how people feel across a broad range of items or content domains, you might consider standardizing your
data before conducting cross-cultural comparisons (e.g., Bond, 1988). For example, LeBron James appears in commercials for Coca-Cola, State Farm Insurance, Microsoft, McDonald's, and the lawnmower maker Cub Cadet—none of which would appear to be relevant to his basketball skills. 393 394 CHAPTER 9 COGNITION AND PERCEPTION are
grounded in the linguistic markers available in one's language (for other examples of cultural and linguistic influences on time perception see Boroditsky, Fuhran, & McCormick, 2011; de la Fuente, Santiago, Roman, Dumitrache, & Casasanto, 2014). The prevalence of anorexia nervosa and bulimia nervosa among freshman medical college students in
China. It reflects people's beliefs about whether they can change their behavior to effect a positive outcome in their studies. C., & Moyzis, R. The average responses of the participants in each culture and sex are expressed in Figure 13.6 using something known as Chernoff, 1973). H., 493 Komlos, J., 536 Koo, M., 466 Koopman, C.,
418 Korten, A., 584 Koskenvuo, M., 541 Kotabe, M., 374 Kraus, M. Advice-giving in Turkish: "Supernatural beliefs tend to play a far less significant role in most practitioners of modern medicine; however, it is still not uncommon for laypeople to view illnesses as developing from supernatural causes, primarily on religious
grounds or on the belief that taboos have been broken or that spirits are threatening them. You might agree. So now there is evidence that Japanese score higher than Americans on both embarrassability and on interdependence. Parron (Eds.), Culture and psychiatric diagnosis: A DSM-IV perspective (pp. This question addresses the boundaries of our
moral worlds—the domains in which we feel it is appropriate to make judgments about what is right and wrong versus the domains in which we feel that such judgments are not relevant. Researchers who have systematically eavesdropped on people's conversation is gossip about other people (Dunbar,
Marriott, & Duncan, 1997). A parallel genetic mutation emerged among African cultural groups that raised cattle, distinct from the one common in Europe (Tishkoff et al., 2007), suggesting that the selective pressures to be able to digest lactose into adulthood were strong enough to emerge at least twice independently. In contrast, no cultural
variation was found in areas associated with processing contexts and backgrounds. Journal of Personality and Social Psychology, 79, 49-65. W., 309 Tajfel, H., 27, 30, 217 Takada, A., 186 Takamura, T., 540 Takemura, T., 540 Takeuchi, D. Being part of a group can mean
that an individual must sometimes go along with others to get along well. The Natyashastra identifies a list of eight basic emotions. But with evolution you don't start from scratch; you are always making very small adjustments to a preexisting set of circumstances, and those circumstances influence the evolutionary path that is followed. P., 542
Burenhult, N., 389 Burish, M. We're in Europe." Dutch manners book stated: "To blow your nose "Not so loud, sweetie. Third, in every case except for two nonsignificant reversals (i.e., Malaysia and Pakistan), males had significantly more traditional gender views than females—probably because traditional gender views benefit men more than women
E., 105 Lowery, B. Cognitive cladistics and cultural override in Hominid spatial cognition. Learned helplessness in humans: Critique and reformulation. Cannon, T. Another possibility is that these studies are not measuring people's "true" feelings but are instead tapping into differences in cultural norms for describing oneself. Cultural variation in the
focus on goals versus processes of actions. If the same physiological information can be interpreted as either euphoria or anger, two very distinct emotional experiences, this suggests that despite the different physiological patterns that different emotional experiences, this suggests that despite the different physiological patterns that different emotional experiences, this suggests that despite the different emotion emotio
fine-tuned awareness of their bodily sensations. J., 361 Bowdle, B. M., 568 Yau, J., 209 Ybarra, O., 28, 320, 467 Yee, A., 140 Yeh, E. That is, people some times paid their own money to punish another player, even if that player was cooperating (Figure 12.10). Four culture-bound psychiatric syndromes in India. The structure of the color space in
naming and memory for two languages. It's not up to them, it's up to you. Culture and the development of lay theories of change. The Asian-American students all spoke an Asian language at home with their families. L., & Robins, R. That is, you might recall seeing yourself walk up to the stage and over to the principal, receive your diploma from her,
and then walk off the other side. FIGURE 2.4 The two rake positions that were possible for the chimpanzee and 2-year-old participants (Nagell et al., 1993). A questionnaire that measures the Big Five, the Revised Neuroticism, Extraversion, and Openness Personality Inventory (which goes by the catchy acronym of the NEO-PI-R; Costa & McCrae,
1992) has been distributed to thousands of people in dozens of cultures around the world. Dynamical evolutionary psychology: Individual decision-rules and emergent social norms. Unnatural emotions. The ways people conceive of what is right and what is wrong hinge on the stage of moral development they have reached. R., 445, 447 Curhan, K. A
long way to being number one: What we have to learn from East Asia. In Putnam's data, he was able to look at a number of sources of evidence to reach some interesting conclusions. CULTURAL FIT. One way this question has been explored is to see whether acculturation occurs more smoothly for those who are a better cultural fit with their host
culture. In one condition, students simply took the test that was framed to them as a psychological task. People with higher ranking do not; however, subordinates are often entitled to receive protection and care from those above. R-29 R-30 REFERENCES Kim, K. The researchers presented
Indian and American participants with Culture and Fairness Allocation Strategies FIGURE 12.7 Percentage Choosing Strategy 60 50 40 Need Equality Equity 30 20 In deciding how to allocate a bonus in a particular scenario, the most popular principle among Americans was to distribute the bonus according to the principle of equity. Journal of
Personality and Social Psychology, 77, 402-414. American Psychologist, 48, 518-537. If you think "No," then you are interpreting his behavior as a matter of personal choice—a rather unsavory choice, to be sure, but a choice nonetheless. This study demonstrated that when people experience stereotype threat they often end up acting in ways that are
precisely consistent with the stereotype, and their behavior ends up proving it. This second set of participants is provided with a list of the situations that have been generated by the first set of participants, and they are asked to imagine how they would have felt if they had been in those situations that have been generated by the first set of participants, and they are asked to imagine how they would have felt if they had been in those situations that have been generated by the first set of participants is provided with a list of the situations that have felt if they had been in those situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants is provided with a list of the situations that have been generated by the first set of participants and the situation of the situatio
Around the same time, Naoko Takahashi had just won the gold medal for Japan in the world, and all of the people who support me—all of these things were getting together and became a gold medal. M., 248, 249, 292 Cheung, S.
Now we would be able to compare how the different individuals were evaluated within the cultures. These motivations are influenced in a variety of ways through cultural backgrounds. Y., 589 Kurman, J., 306, 307, 309, 577 Kuroda, Y., 129 Kurokawa, M., 421 Kurtis, T., 463 Kurzer, N., 534 Kwan, V. Perhaps there is something about the nature of
languages that makes nouns or verbs more salient, imitation going on for them as well. This is a clear example of the culture of honor. Knowing about this relation enables us to better understand the nature of embarrassability by focusing our exploration on the aspects of interdependence that lead to heightened embarrassament. A., & Keil, J. WEIRD
societies Western, Educated, Industrialized, Rich and Democratic societies—a shorthand for the kinds of societies that the psychological database is largely based on. 12: Figure from Trey Hedden et al., "Cultural influences on neural substrates of attentional control." Psychological Science 19(1), pp. 306 no. I reluctantly came to the realization that
the quickest way that I could start teaching larger cultural psychology classes was to write a textbook myself. Culture and symptoms: An analysis of patients' presenting complaints. In 353 CHAPTER 9 354 COGNITION AND PERCEPTION one study, American and Japanese participants were shown some animated computer images of an underwater
scene, complete with swimming fish, waving seaweed, and floating bubbles (Masuda & Nisbett, 2001). Their findings across the items from the questionnaire and the different studies they conducted were consistent with this pattern: West German children.
separation strategy An acculturation strategy that involves efforts to maintain the traditions of the heritage culture while making little or no effort to participate in the host culture. This threat is exacerbated because herding tends to be practiced on rather marginal land, which can't support large populations, making it very difficult to police.
LINGUISTIC RELATIVITY AND SPATIAL PERCEPTION. Linguistic relativity can also be considered in terms of people's spatial descriptions. They were also asked whether the man's Culture Wars behavior was causing harm to anyone or whether they would feel bothered if they saw his behavior. To be sure, there is still no shortage of mindless
offerings on television today (case in point: Keeping Up with the Kardashians). Brislin, R. What categories of statements do we consider when we think about ourselves? L., 165, 170 Newton, M., 167 Never, F. Tomasello, M., Carpenter, M., Call, J., Behne, T., & Moll, H. As you'll see later in several chapters of this book, the dimension of individualism
and collectivism is important for understanding many cultural differences in a wide variety of different psychological processes. Curhan, K. FIGURE 14.2 This billboard denouncing the use of anorexic fashion models appeared in Milan during Italian fashion week. J., & Frith, C. 289-306). For example, humans vary in the amount of starch they eat (in
general, people in agricultural societies consume more starch than those in most foraging societies), and people from cultures in which a lot of starch has traditionally been consumed are more likely to have a genetic mutation that increases the amount of amylase protein in their saliva, which helps to digest starch (Perry et al., 2007). The Japanese
scenes actually contained more boundaries and edges then the American ones—the physical landscape in urban areas is literally busier in Japan than in the United States. Science, 342, 372-377. Journal of Experimental Social Psychology, 48, 766-769. The nature of holistic thinking makes it difficult to express in words because speech is ultimately a
sequential task. This question was first formally proposed by Edward Sapir and his student Benjamin Whorf and has become known as the Sapir-Whorf hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis, or more commonly, the Whorfian (or linguistic relativity) hypothesis (Whorfian linguistic relativity) hypothesis (Whorfian linguistic relativity) hypothesis, or more commonly, the Whorfian linguistic relativity hypothesis (Whorfian linguistic relativity) hypothesis (Whorf
However, face is lost whenever individuals fail to live up to the standards of their roles (Ho, 1976). P., 450 McCarthy, E. Beyond individual creativity in culturally diverse teams. J., Marin, G., & Marin, B. Journal of Personality and Social Psychology, 13, 83-
92. Those occasions when Japanese toddlers do act unruly tend not to be viewed as signs of blossoming individuality but rather as indicators of their immaturity (Lebra, 1994). Psychological Monographs, 70 (Whole No. 416). Burenhult, "Odors are expressible in language, as long as you speak the right language," pp. American Journal of Physical
Anthropology, 110, 179-199. First, we can strive to act in a way that fits in well with others, thereby increasing group harmony at the expense of our own individual distinctiveness. These are described later in the chapter. Such differences are familiar to us because we see similar kinds of differences in preferences among people from
our own culture. W., & Engstler-Schooler, T. This question belies a particular challenge to cultural research. How to win friends and influence people. In contrast, Asian-Americans made more attempts to play a game in which an ingroup member made the choices or they made the
choices themselves. This tension between universal and culturally variable psychologies is another theme that will be addressed throughout this book. Multicultural selves and creativity from Chapter 7). If you travel to the
Netherlands today, one characteristic of the people there will likely strike you: They're tall. When we are engaged in a prevention focus we are trying to avoid bad things. Diagnostic and statistical manual of mental disorders (5th Ed.). H., & Rahe, R. LaFromboise, T.,
Coleman, H. P., Druen, P. The ethic of autonomy allows individuals to choose what is right and wrong, provided they do not encroach on the rights of others or cause harm. However, the noun bias is much more difficult to identify in some other cultural groups, particularly among East Asians. theory of mind A human ability to understand that others
have minds that are different from one's own, and thus that other people have their own distinct perspectives and intentions. Greulich, W. These are very large differences (indeed, they are larger than the difference in life expectancy between smokers; Marmot, 2004), and they have been replicated in many industrialized nations,
including Denmark and Norway (Lynge, 1984), Finland (Koskenvuo, Kaprio, Kesaniemi, & Sarna, 1978), France (Leclerc, Lert, & Goldberg, 1984), Japan (Kagamimori, Iibuchi, & Fox, 1983), and New Zealand (Pearce, Davis, Smith, & Foster, 1985). The differential influence of social proof and commitment/consistency on collectivists and individualists
Some Pitfalls of Acculturation Different but Often Unequal Multicultural People Evidence for Frame-Switching Multicultural People May Be More Creative 256 CHAPTER 7 M LIVING IN MULTICULTURAL WORLDS ichaelle Jean was born in Port-au-Prince, Haiti, a country that was discovered in 1492 by the explorer
Christopher Columbus. Hence, it is important to keep in mind that the studies discussed in this book in which different cultures are contrasted represent a snapshot in time, and the findings very well might not hold for later generations. Those who grew up speaking languages that are highly similar to English (e.g., Germanic languages such as Dutch
or German) perform better than those who grew up speaking other European languages, such as French and Spanish). G., 542 Wallbott, H., 421, 576 Waller, N. People in many cultures today learn to do calculations on an abacus, and those who do tend to conceive of numbers in a different way
from those who do not, as is evident in the kinds of errors they make. What do you think are some societal consequences from this increase in self-esteem? S., 188, 588 Leclerc, A., 541 Lederer, A., 185 Lederer, R., 128 LeDoux, J. 467 468 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS It would seem that anything as
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powerful as love must serve an important function. In collectivistic contexts, an important function. In collectivists this advice is frequently offered regardless of whether one's friend wants to receive it. This review
suggests that Kohlberg's model might be universally applicable in explaining preconventional and conventional moral reasoning around the world. However, many other studies have built on this intriguing finding and have extended it in important ways. Processing of visually presented sequences in Mandarin and English studies with fMRI. Brosschot,
J. Intriguingly, those Protestants with sexual anxieties were more than twice as productive in their careers, particularly in creative pursuits, than Protestants without such anxieties. Holden, C., & Mace, R. This chapter explores the received
the Distinguished Scientist Early Career Award for Social Psychology from the American Psychology in 2011. Nature Reviews Genetics, 11, 137-148. The duality of human existence. Kohlberg, L. In contrast, a motivation to be different should
not be so pronounced among those who value interdependence, where concerns with fitting in are more important. There are many ways that you can arrange the families in the different room combinations. J., Wu, D. Alternative explanations exist for virtually any given study. Sex and psyche: Gender and self viewed cross-culturally. As a result,
English speakers need more conceptual support for the base-ten concept than do speakers of East Asian languages (Fuson, Stigler, & Bartsch, 1988; Miura, 1987). People generally realize that they are more likely to develop relationships with people they see more frequently, although they probably don't realize just how much this affects their choice
of friendships. People from different cultures won't agree on the yardstick for measuring cultures because they do not agree on what each culture values most (e.g., Schwartz & Sagiv, 1995). 0 7 years 9 years Age 11 years How Do Early Childhood Experiences Differ Across Cultures? In particular, there appears to be more conflict between children
and their parents in individualistic societies, where children seem to view parental control as a constraint they must resist. In F. This is not just true of humans. Attending holistically vs. R-61 R-62 REFERENCES Zillmann, D. These are the symptoms of culture shock. This kind of statement refers to an inner attribute about the self—creativity—that
has a number of telling features: It is relatively abstract (it encapsulates different kinds of thoughts and behaviors across different kinds of thoughts across different kinds 
Constructing good selves in Japan and North America. These findings are consistent with the existence of a sensitive window for culture acquisition that begins to close at around age 15, and some other studies have similarly found that when people attempt to learn a second culture later on in life they preserve an echo of the emotional repertoire of
their host culture (also see McCauley & Henrich, 2006; Minoura, 1992; Tsai, Ying, & Lee, 2000). Jihad vs. Or imagine I had asked you the same problem orally. Japanese drugstore We make up prescriptions. Moreover, even though they were sleeping more than the Japanese drugstore We make up prescriptions. Moreover, even though they were sleeping more than the Japanese drugstore We make up prescriptions.
the day. Yamagishi, T., & Yamagishi, M. B., 412 Gastil, R. Matsumoto, D., Kudoh, T., Scherer, K., & Wallbott, H. Ferris (Eds.), Encyclopedia of Southern culture. In cultures where this ethic is more strongly embraced, such as in India, the decision of whether to act in ways consistent with one's role obligations is not perceived as a matter of personal
choice—it is a moral imperative. Acquiring a culture is thus a developmental process, and people are socialized into their respective cultural worlds by participating in specific cultural practices and institutions. Instead, unique names came to represent a much larger share of names (Twenge, Abebe, & Campbell, 2010). However, much research with
Westerners has revealed that people with hostile tendencies are at increased risk for cardiovascular disease (e.g., Diamond, 1982; Mann, 1977). Schizophrenia: Living with madness here and in Zanzibar. We do not know for sure how healthy people are by looking at them; however, blemishes and sores on their skin could be useful (although far from
perfect) indicators regarding the presence of parasites or diseases. There are also other cultural differences in "Big deal, an an A A in in math. Facial averageness and attractiveness in an isolate population of hunter-gatherers. Likewise, the ethic of autonomy has many similarities with progressivists' conceptions of morality. Such a situation would
require a tremendous amount of learning, and most people would find it very difficult. However, even though the following syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes also can vary quite dramatically across cultures. When asked why his brother still spoke with an accent, Walter replied, "Because Henry across cultures are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed, you'll see that the manifestation of these syndromes are universally observed.
doesn't listen!" However little Henry may have listened, a more likely explanation for his German accent is that he started learning English after his sensitive period for acquiring languages was for the most part closed. The study of rumors is informative because it can indicate what kinds of ideas come to be spread and become common within a
culture. 2, 5th ed.) New York, NY: Allerton. This example underscores a critical point about biological evolution: Adaptations are constrained by previously existing structures. In another condition, students sat next to a fellow student when they answered the items. N., & Lotz-Schmitt, K. Here's a Baka family in Cameroon preparing a meal. Note
importantly, that "selection" for cultural evolution is not tied to genes. A second reason people prefer average features is that humans can quickly process something that resembles a prototype, and quick processing is associated with good feelings of attraction (Winkielman & Cacioppo, 2001). Journal of Cross-Cultural Psychology, 31
626-635. Martin, C. 10 385 386 CHAPTER 9 COGNITION AND PERCEPTION Although there is much overlap between the color boundaries and exemplars for the three languages, there are some clear differences. They then calculated the ratio of positive to negative statements that students made about themselves. Although an analysis of
contemporary cultures around the world reveals how much cultures vary in the degree to which they can be considered individualistic or collectivistic (see Chapter 6 for more on this), it is important to remember that cross-cultural comparisons make contrasts at a single point in time. Bugental, D. Later, when the children had the 39 40 CHAPTER 2
 CULTURE AND HUMAN NATURE chance to make their own choices, they were more likely to imitate the choices that had been made by the prestigious model than the model who had been ignored by others. Acta Psychiatrica Scandinavia, 90, 259-265. In other words, 523 524 CHAPTER 13 PHYSICAL HEALTH there are innate biological
differences across cultures. Norton & Company, Inc., 500 Fifth Avenue, New York, NY 10110-0017 wwnorton.com W. As the anthropologist Clyde Kluckhohn remarked, "It would hardly be fish who discovered the existence of water" (1949, p. Insights from a naturalistic observation study. The association between financial hardship and amygdala and
hippocampal volumes: Results from the PATH through life project. Frankly, it's rather embarrassing. If people's behaviors are perceived as less reflective of their dispositions, as they seem to be in collectivistic cultures (see Chapter 9), there should be less motivation to ensure that one's partner's personality is viewed in such rosy terms. This is a
puzzling response, although it is consistent with Some past research with Westerners (Lord, Ross, & Lepper, 1979). L., Fones, C. Y., 583 Lin, T.-Y., 575 Linden, W., 422 Lindenberger, U., 334 Lindquist, K. L., 424 Masson, K., 218 Master, A., 277 Mastro, D. This contrasts with other important kinds of knowledge and skills that we see in other species.
However, the conformity of people with interdependent selves appears to be more contingent on the nature of the majority group than it is for people with independent views of self. Inkeles, A. E., Moon, R. Cultures emerge from the interaction of the various minds of the people that live within them, and cultures then, in turn, shape the ways that
those minds operate. CULTURAL DISTANCE. In acculturation, people have to learn the lifestyles of a new culture. —Prudie, promptly (June 2, 2005, Slate) As you can see, issues of children co-sleeping with parents are not seen as a matter of personal choice; rather, they are seen as behaviors that reflect the moral value of the parents. Some people
surely are. Gislen, A., Warrant, E. The value of the individual: Self and circumstance in autobiography. Do people in collectivistic cultures see groups as agents? We thought it would give the class a graduation speech in English and the Japanese teacher
would translate any of the words the class didn't understand. For example, if analytic thinkers tend to view the world as operating according to a set of universal abstract rules and laws, they will apply such rules and laws when they try to make sense of a situation. Perhaps the more remarkable fact, then, is that even with this fluidity, cultures also
have an enduring tendency to persist over time. For example, the experiences of adolescents in Germany, Scotland, Japan, Bali, and Batak were compared, and the results indicated that both individualism and modernity seem to increase the difficulties in adolescence (Trommsdorff, 1995). Consider the following example described by Richard
Shweder (1997), regarding what can happen if researchers study a culture with which they are unfamiliar: A team of psychologists from Scandinavia was doing comparative research [on] variations in the "universal" family meal. The goal of Morita therapy is not to change the client's symptoms but to change the person's perspective on the symptoms
and to come to see them as a natural part of who they are. Language can affect color perception (also see Winawer et al., 2007). When the Chinese participants encountered Argument B by itself, they did not find it to be very plausible. Instances of genetic variation across human populations have health consequences. S., 536 Wilkinson, R., 547
Wilkinson, R. Cosmides, & J. M., 482 Green, S. The Fore were from a culture that was one of the least exposed to Western ways on the planet. Belief and feeling: Evidence for an accessibility model of emotional self-report. For example, Japanese infants spend much more time in contact with their mothers and thus learn to adjust themselves to what
their mothers are doing. Diez-Roux, A. The larger X's reflect the especially important self-defining aspects of identity. In some cultural contexts, particularly those with totalitarian governments, there can be significant risks for openly discussing some topics. R., 246, 248, 250, 252, 281, 577 McCusker, C., 149, 209 McDevitt, T. For example, in the
above study, Japanese participants indicated that their self-esteem would increase less than that of Americans in the self-esteem would decrease more than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than that of Americans in the self-esteem would increase less than the self-esteem would increase less 
influenced you. My own view on this controversial topic is that although it is theoretically possible that some psychological differences across cultures might be related to population-level genetic differences across cultures might be related to population-level genetic differences, the available evidence thus far is not nearly consistent enough to support such a conjecture. How can we understand the cultural variability in
people's offers in the dictator game? Kaplan, R. WEIRD walking: Cross-cultural research on motor development. Motivations to fit in are more powerful in cultural contexts that encourage people to maintain strong relationships with others. W., Burrus, J., Krishnan, L., & Regmi, M. Journal of Social, Evolutionary, and Cultural Psychology, 4(2), 68-78.
 Social Science and Medicine, 32, 385-393. In this case, your instructor could assign everyone in the class the exact same grade, regardless of what each one did in the course. Social Science Information, 13, 65-93. Personality and reproductive success in a high-fertility human population. They see larger amounts of space between small numbers than
they do between large numbers. A person with many friends, then, is a person who also has many obligations, and this fact would seem to underlie the relatively smaller friendship networks among Ghanaians. One question was what they thought of Mr. B. Anthropological and physiological observations on Tarahumara endurance runners. The
transition to adulthood has been indicated by five milestones: completing school, leaving home, becoming financially independent, getting married, and having at least one child. Furthermore, the relatively pale skin has evolved
independently for these two populations (Voight, Kudaravalli, Wen, & Pritchard, 2006; Williamson et al., 2007). Perhaps it is not too surprising that traditional Chinese medicine differs as much as it does from modern Western medicine, given all of the discussion in this book about the ways that psychological experiences (such as holistic thinking
styles) differ between people from Eastern and Western cultures. Cultural variation in the similarity-attraction effect. H umans are an interesting bunch. Lin, T.-Y., & Lin, M. But soon this public goods game was played in many other societies around 511 512 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE the world, and the results yielded a
curious pattern. However, unlike the six basic emotions, the pride expression involves the whole body; it incorporates an erect posture, with the head tilted back, a slight smile on the face, and arms extending away from the body or held akimbo (Figure 10.6). Unpackaging does not mean that you have 147 148 CHAPTER 4 METHODS FOR
STUDYING CULTURE AND PSYCHOLOGY necessarily identified all the variables behind a cultural difference, or even the most powerful variable. (1987, April). Alas, with such little use for us at that time. Kim, Y.-H., & Cohen, D. The task for the participants
was to identify the emotion the target person was experiencing. A number of telling findings emerged. Indeed, these results suggest that courts in different ways (for a striking contrast of how criminal responsibility is viewed in the Japanese and American legal systems, see Hamilton &
Sanders, 1992). The cultural grounding of personal relationship: Enemyship in West African worlds. Moreover, some of the members of the membe
support to the culture of honor explanation for Southern violence over the other competing hypotheses. African descent. However, one thing that helps sustain these domains. Rozin and colleagues (1999) showed that Americans make more effort to
consume products that appear to have been altered to make them healthier—for example, being made with less salt, fat, or sugar—compared with the French. I hope you're getting this down." Woody Allen here is having fun with the stereotype that Russians live to suffer—that they dwell on all that is miserable in their lives and wallow in their
despair. G., Buffardi, L. An analysis of indigenous Chinese personality trait terms (Cheung et al., 1996) found a set of factors that were captured by the following labels: dependability, optimism, and trustworthiness), Personality interpersonal relatedness
(reflecting harmony, thrift, relational orientation, and tradition), social potency (reflecting leadership, adventurousness, and extraversion), and individualism (reflecting logical orientation, defensiveness, and extraversion), and individualism (reflecting logical orientation).
that has made her feel upset (Grossmann & Kross, 2010). Market pricing is the last kind of relational structure. In East Asian contexts, however, many of the symptoms of social anxiety could be thought of there as a somewhat normal rather than an abnormal
condition. R-1 R-2 REFERENCES Aiello, L. Gesellschaft A type of group that emphasizes individual members' autonomy and views relationships as instrumental and as means to other ends. Why couldn't we evolve all of our uniquely human characteristics and still keep the powerful muscles that our ancestors had? People of course have a wide
variety of emotions, which suggests that people must also have an accordingly wide variety of bodily responses. C., 514 Smeekes, A., 270 Smeraldi, E., 530 Smiley, P., 184 Smit, E., 543 Smith, A. In Indian contexts, in particular, there is relatively little emphasis on making choices in life, and this can be seen in a number of ways. It's possible, then, that
we might appear highly similar across experiences in these two diverse cultural worlds and vary only in terms of the content of things that we would be thinking about. However, Japanese who emigrate to the United States are more likely to get coronary heart disease than those who stay in Japan, although this increased risk for heart disease is
evident only among those Japanese immigrants who have acculturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American lifestyle (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American life (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American life (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we read ethnographies or cross-culturated to an American life (Marmot & Syme, 1976). You Are a Product of Your Own Culture When we are a Product of Your Own Culture When we are a Product of Your Own Culture When we are a Product of Your Own Culture When we are a Product of Your Own Culture When we are a Product of Your Own Culture When we are a Product of Your Own Culture When we are a Product of Your Own Culture When When When Whe
are doing, we gossip about others all the time, our behaviors are guided a great deal by what others around us are doing, and we learn by imitating others. It would seem that North American children live in an environment where they are by themselves from a very early age and must cry out to their parents when they have needs to be taken care of
Crandall (Eds.), Psychological foundations of culture (pp. B., 423 Custance, D., 43 Cyphers, L., 186, 349 D Dahlin, B., 209 Dalal, R., 367 Dalgleish, T., 589 Damian, R. As noted earlier, in some respects "people are the same wherever you go." Taking this perspective is called a "color-blind" (or "culture-blind") approach, and many people adopt this
mind-set with the best of intentions. What are some key ways that self-esteem differs from face? Perhaps there are some key pictures? Racial color blindness: Emergence, practice, and implications. Of concern to psychologists are the reasons
these legends spread (Heath, Bell, & Sternberg, 2001). In this book, I use the term "culture" to mean two different things. In general, a minimal step to take for providing a strong test of whether cultural differences exist is to translate the materials (e.g., Berry & Annis, 1974; Cole & Scribner, 1974). E., & Su, Y. New York, NY: McGraw-Hill. Animal
Behaviour, 47, 331-337. In what ways are other psychology courses that you may have taken similar to or different from Shweder's description of "general psychology"? If humans would have had both a larger gut and a larger brain, they would have had to spend a much larger portion of their day eating to get the sufficient energy to operate both of
these. J., & Ahrens, A. D., 182 Moser, J. How would we then expect Kumar's and Mina's bodies to act? I., 503 Siegel, J. You see, in Canada, I'm never the tallest person around. Among the Mursi in Ethiopia, women stretch their lower lips by inserting progressively larger ceramic disks in a hole that has been cut through the lip. American Psychologist,
47, 723-729. They would prefer to continue to exist in the cultural world of their heritage culture. Every individual surely has both interdependent and independent or the interdependent exemplars described earlier. E., Welch, W. The
events that happened centuries ago still reverberate in African cultures today. Prevalence of mental illness in immigrant U.S. Latino groups. The order of things: What college rankings really tell us. Those who had expressed their choice verbally for the pen that was taken from them were less satisfied with the inferior pen than
those who did not express their choice. . KEY TERMS Propinquity Effect, 451 Mere Exposure Effect, 452 Similarity-Attraction Effect, 452 Similarity-Attraction Effect, 453 Communal Sharing, 456 High Relational Mobility, 460 Low Relational Mobility, 461 Simpático, 467 477 The Jewish religion places emphasis on
following religious practices, whereas the Christian religion places emphasis on private beliefs. Philadelphia, PA: Temple University Press. People with the offensive type of severe TKS avoid social situations primarily for fear of disturbing others (Miyamoto & Onizawa, 1985). Because the Hadza suffer from higher rates of infant mortality than cultures
in industrialized societies, they should be especially attracted to any indicator of the health of their mates as a means of increasing their odds of having surviving offspring. 75-81). J., 23 Herulano-Houzel, S., 54 Herzog, T., 363 Hess, R. The Twenty-Statements Test is one of the most widely used cross-cultural psychological measures. One study sought
to test a Whorfian question of whether Guugu Ymithirr speakers and Dutch speakers (Dutch is like English in having relative direction terms) would remember scenes differently (Levinson, 1997). (2008) Ecocultural basis of cognition: Farmers and fishermen are more holistic than herders. Nelson, C. H., & Sagiv, L. W., Cote, S., & Keltner, D. A., 405,
408 Lipsedge, M., 571 Lisansky, J., 467 Little, A. Cultural psychopathology: Uncovering the social world of mental illness. The challenge of facework: Cross-cultural and interpersonal issues. Before we make sense of this puzzle, consider another question: Do you have any enemies? The manifestation of clinically problematic concerns about one's
social functioning does appear to vary across cultures, with Western social anxiety disorder having a very different set of symptoms than Japanese TKS. Mediating influences of social support on stress at Three Mile Island. How can we resolve this paradox? Likewise, Americans (and Britons) prefer to have more choices on menus from upscale
cultures. However, this explanation only goes so far in explaining the findings. The first is whether people attempt to participate in the larger society of their host culture. It seems that for the European-Americans, stating their choice was an act of self-expression and resulted in a greater feeling of commitment toward the soon-to-be usurped pen
Bargh, J. 119 120 CHAPTER 4 METHODS FOR STUDYING CULTURES UNDER STUDY. For the most part, psychologists in many other fields have one key advantage over cultural psychologists in that they are studying people who are usually from
their own culture and thus are likely to think in ways similar to themselves. Independent self-bias. To reduce these unpleasant feelings, people will often rationalize their decisions, and they do so by starting to view the elements that are consistent with them making a good decision (i.e., the positive features of their chosen alternative, and the
negative 231 232 CHAPTER 6 SELF AND PERSONALITY features of their rejected alternatives) as more important. R., 567 Bendix, R., 320 Benedict, R., 540 Benedi
Martinez, V., 144, 249, 270, 282, 286, 287, 292, 529 Bennett, W. Holistic thinkers, in contrast, tend to show field dependence, in that they tend to view objects as bound to their backgrounds. Think about what you would do if you were in Ben's shoes. Perhaps it was the great cognitive demands inherent in social living that led to the evolution of large
primate brains (Humphrey, 1976). As David Funder (2007) emphasizes, psychological data are only clues, and clues are always ambiguous. Do you think about intelligence more from an incremental or from an entity-based perspective? On average, African economic performance over the past half century has been poor. Barber, B. And even now, as I
send the Third Edition to the presses, there is much new and fascinating work that I unfortunately wasn't able to include in time for the deadline. First is the belief that you will only love someone you have chosen for yourself. Immoral behavior in this ethic is framed in terms of sinning against the sacredness of God. Zimmermann, J., & Neyer, F. All
Rights Reserved.; p.227: AFP/Getty Images; p.228: © Louise Batalla Duran / Alamy; p.236: © BRIAN SNYDER/Reuters/Corbis; p.241: P. First, the family was found to play the most important role in resolving mental health problems. The American book reviews contained more promotion information than the Japanese ones, and likewise, the Japanese
reviews contained more prevention information than the American ones. I've always been rather envious of linguists because languages around the world are different in such concrete ways that they are easy to measure. K., 175, 538 Mendoza-Denton, R., 219, 364 Menon, T., 326 Merighi, J. This stage, labeled the "adjustment" phase, tends to extend
over a number of years, and with time, people become more and more proficient at functioning in their new culture. It is still not clear what caused this cultural change, but a variety of theories have been offered, including a change in the culture's dominant family structure from a lineage to a nuclear household (Hezel, 1987), a loss of employment
opportunities (Macpherson & Macpherson, 1987), a loss of traditional roles for young men as the society was Westernized (Rubinstein, 1983), and being a part of a tragic series of copycat suicides (Gladwell, 2000). Who do you think would be worst at accurately identifying your feelings? Many studies show that one of the best predictors of
in the new culture, such as the television programming and the food, so that these no longer felt so strange. Social anxiety is also universally present; however, it is more common in East Asia—so common, in fact, that it appears to be viewed as more normative there than in the West. Why would we expect to see people with independent and
interdependent selves having different views toward ingroups and outgroups? When looking at the identical scenes, Americans and Japanese appear to be perceiving them differently. Tadmor, C. X., 309 Zhang, F. 155) The moral of this story is to make sure you know something about what you are studying! In this example, it is difficult to draw any
meaningful conclusions about rural Indian family meals because they don't really exist in the context where they were studied. That is, participants are asked for their responses to a series of questions, usually presented in the format of an anonymous questionnaire. There thus appears to be some wisdom to the advice to put on a happy face! The
facial feedback hypothesis suggests that culturally divergent display rules might affect more than just people's expressions of their emotions. For example, the study of cultural psychologist Shinobu Kitayama and
important question to consider when looking at 425 426 CHAPTER 10 EMOTIONS the dizzying array of emotion words around the world is: How much do the emotion words matter? 531 532 CHAPTER 13 PHYSICAL HEALTH an influx into of people carrying overweight genes. They usually get married after the age of 17 or so, and after a few
years of marriage, men typically become fathers, and at that point their sexual practices become exclusively heterosexual (at least officially; apparently impromptu and private homosexual encounters may, for some, continue throughout their lives). F., Pomerantz, E. A review of the cross-cultural studies. Personality and Social Psychology Bulletin, 35
2004). However, are emotional experiences and expressions completely unrelated? In another study we investigated this question by comparing the self-esteem of several thousand students in Japan and Canada (Heine & Lehman, 2004). They reduced their set of photos to those that were most easily recognized by Americans and then showed this set
to individuals in Argentina, Brazil, Chile, Japan, and the United States. At the same time, the Trukese greatly value masculinity, which is manifested by young men engaging in frequent violent drunken melees with knives and clubs. The changing psychopathology of amok. There was little evidence that children were endangered by taking candy from
strangers; the problems seemed to stem largely from a few kids taking candy from their dysfunctional parents. Honolulu: University of Hawaii Press. The expensivetissue hypothesis: The brain and the digestive system in human and primate evolution. O., 269 Uhlmann, E. As such, to gain a good understanding of hikikomori or dhat, it is important to
consider the cultural values and understandings that go along with them. W., 37 Dean, K. agonias An anxiety disorders, and eating disorders, and eating disorders. The world recoiled in shock at the violence and chaos of the aftermath of Katrina
Cultural elements emerge from dynamic social impact. Manuscript submitted for publication. Fiske, A. Here he is on the set of Brokeback Mountain. Clements, F. G., Silverman, J. Running has been central enough to human history that some researchers have proposed that humans evolved to be endurance runners (Bramble & Lieberman, 2004),
which enabled them to outrun prey over long distances (Carrier, 1984). In contrast, less than 25% of American high school students felt this way (Stevenson & Stigler, 1992). W., 440 Verkuyten, M., 27, 218, 270 Verma, J., 470 Verma, J., 470 Vergignani, A., 58 Vie, M. They
proposed, then, that a key factor that allowed human cooperation to evolve was people's willingness to engage in this kind of altruistic punishment. The inclusion of a chapter on physical health in a psychology textbook may strike you as somewhat odd. Oxford, England: Oxford University Press. distal causes Initial differences that lead to effects overlapped in this kind of altruistic punishment.
long periods of time and often through indirect relations. From the 18th century on, the South has had a greater number of lynchings, sniper attacks, feuds, homicides, and duels than the North (Fischer, 1989; Gastil, 1989; Nisbett & Cohen, 1996). Retrieved from www.who. Deference in Indians' decision making: Introjected goals or injunctive norms?
Although such an approach might reveal some unexpected cultural differences, interpreting the results can be very difficult if there is no theory guiding the selection of the cultures. Cultural differences in the visual processing of meaning: Detecting incongruities between background and foreground objects using the N400. The minimally
counterintuitive ideas were recalled better than intuitive ideas. In France, the metaphor of the body that guides doctors is the terrain, which is a word that doesn't translate well into English but is perhaps best captured by words such as "constitution" or "resistance." Somewhat similar to Chinese medicine, this view emphasizes how a sense of
balance is key to health, in that balance stimulates the immune system. J., Knowles, E. Our understanding of what people are like has been biased by studying participants who are rather WEIRD in terms of their individualism. American culture is one in which
people are encouraged to exert considerable control over their emotional expressions. When ideology hurts: Effects of belief in the Protestant ethic and feeling overweight on the psychological wellbeing of women. Interestingly, they found a pattern of results that paralleled the cultural differences. Burish, M. C., 449 Robins, L. Colour categories in
Himba: Evidence for the cultural relativity hypothesis. They do not perform any rites, use any potions, or cast any spells—rather, witches conduct their witchcraft entirely through their minds. A North American mother might say, "I know you want to put paint on the cat. This event is believed to have harmful consequences, including death, and causes
tremendous anxiety and terror among those afflicted. Smart, J. We can see much evidence for the significance of early settlements by contrasting different populations (for some excellent discussions of this see Fischer, 1989; Woodard, 2011). For example, when shown pictures of posed
facial expressions from one culture (for example, Americans of European descent), some cultures perform a little better than others. Postconventional moral decisions are reached based on the logical extensions of those 485 486 CHAPTER 12
MORALITY, RELIGION, AND JUSTICE principles. U., & Fu, J. The conflict reflects what Samuel Huntington had in mind when he argued in his 1996 book The Clash of Civilizations that the fundamental source of conflict in the new world would not be primarily ideological or economic but rather cultural and religious. Traitnames: A psycho-lexical
study. The cultural messages that we encounter are highly relevant to cultural psychologists because they reflect the ideas that are communicated to individuals by participating in their cultures. The Japanese were about three times as likely as Americans to report that they had not been feeling any emotions (see Kitayama, Markus, & Kurokawa,
2000 and Wang, 2004 for similar findings). And it is quite obvious that these different environments affected the ways that people went about living their daily lives. J., 251 Rettek, S. Although only about 1% of the population develops schizophrenia, for those with a cousin with the disorder (with whom they share approximately 12.5% of their genes)
the likelihood increases to 2%. The existence of this hierarchy of levels of universality underscores the complexity of discussions of whether a psychological process can be said to be universal. In this chapter we will explore where cultural variation comes from and how cultures are able to both change and persist over time. Journal of Applied
Psychology, 86, 1059-1074. For example, in one study researchers placed speakers around the jungle where vervet monkeys 57 100 5 80 4 Neocortex Ratio Percent of Fruit in Diet Why Are Humans were added to the data in Figure
2.7c based on their large neocortex ratio (see the little star in the top right of the graph), we could estimate the average group size within which humans evolved. Are implicit selfesteem measures valid for assessing individual and cultural differences? American medicine is known as the most aggressive in the world—surgical procedures are used far
more in the United States than in other countries (e.g., cesarean sections, coronary bypass surgery, mastectomies, hysterecomies), and malfunctioning parts are removed, replaced, or physically altered (see Vayda, Mindell, & Rutkow, 1982). American Journal of Sociology, 94, 774-780. ACCULTURATION STRATEGIES. Much psychological research
has focused on people's acculturation strategies. They returned home, coded the materials, and made some sort of inference about what was going on, without really ever understanding what was really going on. Emotion control values and responding to an anger provocation in Asian-American and European-American individuals. These perspectives
have focused on the aspects of creativity that appear more encouraged in the West. Rotimi, C., Puras, A., Cooper, R., McFarlaneAnderson, N., Forrester, T., Ogunbiyi, O., & Ward, L. R., Agrawal, A. This influence isn't seen so much in the content of the statements as in their structure. L., & Szapocznik, J. As another example, from 1980 to 2007, song
lyrics from popular music contained progressively fewer collective pronouns such as "we" or "us" and came to use more individual pronouns such as "I," "me," and "mine" (DeWall, Pond, Campbell, & Gentile, 2013). How
much does the language we speak affect how we think? The individual primate species are pretty much scattered randomly across the graph, indicating that these two variables are uncorrelated. Kitayama, S., & Ishii, K. Journal of Experimental Psychology: General, 141, 518-526. Asch, S. Schacter, S. We have much to learn as cultures from around
the world continue to evolve in front of us. It really was quite a spectacle. In contrast, the degree of conformity for Westerners did not appear to be contingent on the relationships between the subjects and those of the majority group. The geography of thought. People in industrialized societies also tend to be quite field independent, except for people
living in highly industrialized East Asia, where clear evidence for field dependence is found. Also, you could make your questions more concrete by altering the response format. For example, if I tell you I don't like olives, it would be quite reasonable for you to assume that my private feelings toward olives are similarly negative. What is your
roommate thinking about right now? That is, despite looking fun and harmless, these stereotype threat among them. Research by Wang, Masuda, Ito, and Rashid (2012) explored how people from different cultures presented information to others. Those with a schizophrenic sibling (who
shares 50% of their genes) have a 9% chance of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it, and those with a schizophrenic identical twin (who shares 100% of their genes) have a 48% probability of developing it.
included only singular pronouns, such as I, me, and mine, whereas the interdependent prime version of the paragraph was identical except that it included plural pronouns, such as we, us, and our. In addition, however, you need reliable and faithful social transmission. S., 249 Reykowski, J., 233 Reynolds, D. Pessimism and behavioral signs of
depression in East versus West Berlin. A side effect of prestige biases is that humans tend to be fascinated with famous people and want to know everything about them, such as how much weight they have gained or who they are sleeping with (Figure 2.3). E., Sasaki, J. L., 150 NAME INDEX Ostir, G. Multicultural People (that is, their grandparents
had immigrated to Canada) that their self-esteem scores reached the level of European-Canadians' scores. For example, the Chinese had knowledge of magnetism, acoustic resonance, and the moon's role in the tides long before Westerners did, even though they lacked a scientific tradition at the time (Nisbett, 2003). Although everyone experiences
primary and secondary control on occasion, cultures do differ in the extent to which people engage in these two strategies. Oishi, S., Rothman, A. Perhaps in no other domain of psychological research are the challenges of conceptualizing cultural differences more daunting. We are socialized to understand different languages. If you look in a North
American bookstore for advice on parenting, you'll typically find whole sections devoted to the topic. High-socioeconomic Westerners who belong to progressive sects are likely to base their moral judgments on the ethic of autonomy. What kind of evidence would show that a difference between two groups is due to difference in cultural experiences?
Compliance without pressure: The foot-in-the-door technique. The geographic distribution of Big Five personality traits: Patterns and profiles of human self-description across 56 nations. W., & Collado, R. Each scene built on the subsequent one, and the viewer had to follow only one story. For example, recent findings show that American Protestants
are more likely than American Catholics to make dispositional attributions. C., 183 Holzberg, A. The heart of who we think we are, our self-concept, varies in important ways across cultures. New York, NY: JAI Press. How universal is the similarity-attraction effect? During that time Prohibition was in effect, a legal ban on the public sale and
consumption of alcohol (Figure 3.15). Hence, idealization of Comparison of Quality of One's Own Relationship 472 5.4 5.2 Own Relationship 5.6 Quality of Relationship 5.6 Quality of Relationship 472 5.4 5.2 Own Relationship 472 5.4 5.2 Own Relationship 5.6 Quality of Relationship 5.6 Quality of Relationship 5.6 Quality of Relationship 472 5.4 5.2 Own Relationship 5.6 Quality of Relationship 5
quality of their own romantic relationships to be far superior to that of other people. If people are more free to choose their relationships, then any kinds of attributes that can attract potential new relationships, then any kinds of attributes that can attract potential new relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people. If people are more free to choose their relationships, then any kinds of attributes that can attract potential new relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people. If people are more free to choose their relationships to be far superior to that of other people are more free to choose their relationships.
three bulimia syndromes in the general population. Butterworth, P., Cherbuin, N., Sachdev, P., & Anstey, K. Journal of Personality and Social Psychology, 77, 588-599. Journal of the American Medical Association, 292, 2860-2867. If we find that a particular cognitive tool can be said to not exist in all cultures, this reflects an absence of universality
and is termed, appropriately enough, a nonuniversal. Love match and arranged marriage. As they get older, they come to have a more and more linear understanding of numbers. An extension of the U-curve hypothesis. However, in the "race prime" condition, African-Americans performed significantly worse than they had in the "no race prime"
condition. The participants were asked to select which of a set of six emotion terms best matched the feeling that a person was showing in a photo. Close (Eds.), Advances in world archaeology, Vol. The lowest possible score is 10 and the highest is 40, with the midpoint being 25. Homo homini lupus? We also need to consider why humans talk and the
consequences of talking. GENDER AND ESSENTIALISM. Another way to consider how culture influences people's perceptions of gender is to determine which gender is to determine the gender is
country's settlement, a number of observers noted that the South seemed to have a penchant for violent activities and outbursts (de Tocqueville, 1835/1969; Gastil, 1989). At the same time, when people's social anxieties do become problematic, there is evidence that the symptoms are presented differently across cultures. Tokyo, Japan: PHP-
Kenkyujo. In many ways, the minds of people from different cultures do appear to operate in some distinct ways. 99: Sample item similar to those in the Raven's Progressive Matrices (Standard Parallel, Sets A-E). They were asked to complete a number of tasks, including one in which they were asked to imagine that they had been rewarded for their
efforts by receiving 10 pieces of candy. categorical perception Perceiving stimuli as belonging to separate and discrete categories, even though the stimuli may gradually differ from each other along a continuum. 173-191). B., 217, 326, 340 Smith, R. Collectivism and individualism as dimensions of social change. Markus (Eds.), Emotion and Cultures
Empirical studies of mutual influence. NAME INDEX A Aaker, J. J., & Steptoe, A. J., & Hofer, T. People inherit distinct temperaments (they are born with predispositions toward having certain kinds of personality traits, abilities, and attitudes), they each belong to a unique collection of various social groups with their own distinctive cultures (for
example, Psychological Processes Can Vary Across Cultures Jason grew up on Oak Street, attended King George Elementary School, often met with his extended family of several cousins, played on the Maple Grove junior soccer team, was in the band at Carnegie High School, and was a founding member of the Perspectives school newspaper that he
worked on for three years), and they each have had a unique history of individual experiences that has shaped by 161 162 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION FIGURE 5.1 One example of the many ways that children grow up to learn cultural ideas. For example, if you live
in a large city but never venture out of your house to talk to anyone, it doesn't matter how many great ideas there are around you—you wouldn't encounter them yourself. The research underscores how human thoughts occur within cultural contexts, and shows that different cultural contexts can lead to fundamentally different ways of thinking
Zborowski, M. 6 min. Spontaneous trait inference is culture-specific: Behavioral and neural evidence. R., 577 Worchel, P., 30 World Health Organization, 531, 580, 583, 584 Worthman, C. Psychological Review, 69, 379–399. Dairy farming has been shown to predate the selection of lactase persistence (Holden & Mace, 1997), and thus this genetic
change has occurred sometime in the last 10,000 years, since people began to domesticate cattle, J., 39 Giorgi, L., 319 Giraldeau, L. Poma, P. L., 50, 396 NAME INDEX F Falbo, T., 171 Falk, C. Argyle, M., Shimoda, K., & Little, B. Steckel & R. Davis (Eds.), The social construction of the person (pp. Why would rates of well-being differ across cultures?
L., & Zhao, R. Similarly, minority employees have more trust in, and comfort with, a company that offers multicultural messages than with one that offers multicultural messages than with one that offers multicultural messages than with one that offers color-blind messages, especially when the company has only a few minority members (Purdie-Vaughns, Steele, Davies, Ditlmann, & Crosby, 2008). was able to show self-recognition skills (Keller,
Kartner, Borke, Yovsi, & Kleis, 2005). There thus seem to be some profound cultural differences in the ways people think, verbally or nonverbally, at least for the kinds of items in the Raven's test. For example, chimpanzees in the ways people think, verbally or nonverbally, at least for the kinds of items in the Raven's test. For example, chimpanzees in the ways people think, verbally or nonverbally, at least for the kinds of items in the Raven's test.
they can observe things there, do not actively offer objects to other individuals by holding them out, and do not intentionally teach other individuals new behaviors (Tomasello, 1999). Likewise, many English psychological terms have no equivalent in other languages—for example, there 125 126 CHAPTER 4 METHODS FOR STUDYING CULTURE
AND PSYCHOLOGY is no direct translation of the term "self-esteem" into Chinese (Miller, Wang, Sandel, & Cho, 2002). Context in emotion perception. Proceedings of the 25th Annual Meeting of the Cognitive Science Society, 928-933. A second nonobvious fact of the propinquity effect is in how it operates. People with interdependent selves are more
likely to interpret situations with regard to relational concerns than are people with independent selves. Personality and Social Psychology Bulletin, 31, 232-242. Examining language effects on the expression of personality and Social Psychology Bulletin, 31, 232-242. Examining language effects on the expression of personality in a bilingual context.
is likely because they have more distinct and clear-cut knowledge networks consistent with their two cultural selves. Semiotica, 1, 49-98. Parenting Styles A popular dinnertime conversation among North American parents in early 2011 was the widespread news coverage of Amy Chua's book, Battle Hymn of the Tiger Mom. Journal of Cross-Cultural
Psychology, 43, 742-757. Journal of Chronic Diseases, 33, 95-106. Akinkugbe, O. Immigrants who move to the United States are not immune to the consequences of American eating habits. F., Nichols, P. Respondents were asked whether they felt that Fred would be "extremely justified" to go out and shoot the assailant; 23% of Northern respondents
agreed, compared with 47% of Southerners. At first glance this statement is not obviously culturally influenced, as there are younger brothers in all cultures of the world. The tragic stories of the
into the world with similar language-learning capabilities, yet some of us have those capabilities directed toward learning English, and others toward learning English Englis
her own life, what is Michaelle Jean's culture? deprivation effect A tendency for people to value something more when it is lacking in their cultures. Learning about the minds of people from other cultures helps us to understand our own minds better as well. Yamagishi and colleagues (e.g., Yamagishi, Cook, & Watabe, 1998; Yamagishi & Yamagishi, Cook, and the minds of people from other cultures.
them master the material. B., Heine, S. Sexual orientation tends to be viewed as a lifestyle among Westerners—a lifestyle that affects how people view themselves, shapes the activities that people pursue, and determines the others with whom they associate. V., Ottenbacher, K. Kagan, J., Kearsley, R. One kind is a between-groups manipulation, in
which different groups of participants receive different levels of the independent variable. G., 471 Holmes, T. Some statements were designed to be intuitive (e.g., a melting grandfather), and some were designed to be maximally counterintuitive (e.g., a squinting wilting
brick). 301-346). 79-104). Journal of Counseling Psychology, 52, 45-56. Lubman, S. Whiting, R. Guo, T., Ji, L.-J., Spina, R., & Zhang, Z. How similar or different are people's daily emotional lives across cultures? However, in stark contrast with the European-Americans, Asian-American students seemed especially motivated when a trusted other made
choices for them (a similar pattern was found in another study when the children were told that their mothers had better genetic resistance to smallpox than did the Incans (because they had lived alongside smallpox-carrying livestock for thousands of
years), which is a big factor in explaining why the Spaniards had such a relatively easy time conquering the Incans. Silventoinen, K., Hammar, N., Hedlund, E., Koskenvuo, M., Ronnemaa, T., & Kaprio, J. Moreover, two informants (one friend and one family member) of each participant were asked to evaluate the participant in two ways: First, they
were asked how socially skilled they thought the participant was. The tremendous research efforts of these people, along with those of many other cross-cultural psychology to be reintroduced to mainstream psychology as a new and revolutionary way of thinking about the mind.
Defendant's attractiveness as a factor in the outcome of criminal trials: An observational study. Atran, S., & Norenzayan, A. C., Hockings, K. Journal of Health and Social Behavior, 25, 189-197. And it is not just that different languages have di
As new immigrants stepped off the boats at Ellis Island, they were asked various questions to assess their intelligence. If people are not developing as large a vocabulary, then their verbal SAT scores would go down (Greenfield, 1998). Acts of meaning. East Asians show some
interference between thinking and speaking, at least for some kinds of problems. N., 23, 170 McClelland, D., 145, 319 McCormick, K., 394 McCormick, N. Let's return to our example of exploring persuasion by fast- and slow-talking salespeople. However, when you utilize a diverse range of methods and continually find 155 156 CHAPTER 4
METHODS FOR STUDYING CULTURE AND PSYCHOLOGY convergent evidence for your hypotheses, these alternative explanations fall by the wayside. The local psychologist convinced some family to sit down at a table together and food was served and they were filmed. If your income is not large enough, you can't consider some of the choices that
wealthier people routinely make (e.g., whether to send their children to private schools, whether to pay for the best medical care, whether to move to a safe neighborhood, or whether to pay for the best medical care, whether to move to a safe neighborhood, or whether to pay for the best medical care.
Whereas 93% of European-Canadians Motivations for Self-Enhancement and Self-Esteem have high self-esteem, only about 55% of Japanese do (Heine et al., 1999). Language allows ideas to be communicated without having to be visually demonstrated. One reason for the overlap is that many trait terms are synonyms (e.g., shy, introverted, quiet) and
likely do not reflect independent traits. Journal of Abnormal Psychology, 117, 300-313. M., Gard, T., & Lazar, S. Protestants appear to view thoughts are relatively controllable and lead to future behaviors. The 20-item test was separated into two halves of 10 items each. Moreover, there's more
genetic variability among Africans (who have had up to 200,000 years to accumulate genetic changes) than between Africans and people of other cultural backgrounds (who have had only up to 60,000 years to accumulate genetic changes) than between Africans and people of other cultural backgrounds (who have had only up to 60,000 years to accumulate changes; for a review, see Boyd & Silk, 2006). M., 94, 220, 312 U Uchida, Y., 145, 204, 205, 309, 327, 427, 428, 435, 438, 578
Udasco, J. Different Motivations for Consistency Likelihood of Complying with Marketer's Request Previously FIGURE 6.13 Whereas Poles are more likely to comply with a marketer's request if their peers had done so earlier,
Americans are more likely to comply if they themselves, whereas East Asians are concerned with the marketer's previous request. North Americans appear to aspire for consistency within themselves, whereas East Asians are concerned with being consistent with others. For example, 75% of schizophrenics in the United Kingdom received a diagnosis of paranoid
schizophrenia compared with only 15% of those in India (World Health Organization, 1973). Abacus users tend to favor differently from those who have not been trained. In sum, few commonalities occur for all acculturating individuals, which makes it challenging to FIGURE 7.3 The environments that immigrants move to can vary tremendously
Kaiser Family Foundation. By an early age, then, children in different cultures are socialized to differentially attend to either individualistic or collectivistic aspects of themselves. In one study, participants entered a completely dark room in groups of four people (Jacobs & Campbell, 1961). Perhaps it's because positive feelings do not have the same
beneficial consequences in East Asia that research finds that happiness-boosting activities do not seem to be as effective among East Asians as they are among Westerners (Layous, Lee, Choi, & Lyubomirsky, 2013). Barrett, L. Universally experienced, although it is not universal in that it serves as a foundation for starting a marriage. Is this result
consistent with what researchers would expect, given your cultural background? It's a bit too interpersonal distance between acquaintances than do Latin Americans. M., Campbell, W. Orthodox individuals seek to follow sacred guidelines granted by a transcendent authority as they attempt to come closer to moral and spiritual purity. Can you guess
what percentage thought that they were better than the average American college professor? The learner is copying precisely what it thinks the model is trying to do. If you were to look at the covers of women's magazines in the West today, you likely would conclude that the kind of female body viewed as attractive is remarkably thin. On the other
hand, thoughts that it is fun to drink to excess appear to be more socially desirable and are more regularly stated, which yields a false impression of a consensus that students like to drink to excess appear to be more socially desirable and are more regularly stated, which yields a false impression of a consensus that students like to drink to excess appear to be more socially desirable and are more regularly stated, which yields a false impression of a consensus that students like to drink to excess appear to be more socially desirable and are more regularly stated.
with other psychologists about various cultural differences in ways of thinking. These changes raise the question of whether these trends will continue in the future. A., Williams, D. Interpersonal Attractiveness around
the world? Explaining real life events: How culture and domain shape attributions. M., 94, 95, 97, 98, 99, 116, 220 Greenholtz, J., 133 Greulich, W. Newport, E. Although the two cultures did not differ in their performance on the
cognitive task fell significantly below that of the Americans (Miyamoto & Schwarz, 2006). Whether the greater cries of pain is an interesting but difficult question to address. Hewlett, B. Many studies of moral reasoning provide people with dilemmas in which neither option
seems ideal, but people's moral principles can be discerned by examining the trade-offs that they are willing to make. The way that people in industrialized societies learn about numbers is linear—the distance between 1 and 2. Social class rank, threat vigilance, and hostile reactivity.
Unpackaging cultural differences is a powerful analytical tool. In a third condition, the students completed the questionnaire in a large group that consisted of about 20-50 people. Creative Thinking Westerners prefer novel objects more than East Asians do (e.g., Kim & Markus, 1999), they generate a larger number of ideas when they are primed with
individualistic thoughts than collectivistic ones (Goncalo & Staw, 2006), and Asian-Americans show more divergent thinking when primed with American culture (Mok & Morris, 2010), at least when they have an integrated bicultural identity (see Chapter 7). I., 278 Simon, L., 305 Simonton, D. We might consider many
other variables to reflect quality of life (spiritual satisfaction, education, lowest crime rates, cleanliness of environment, stability of family relations, number of Nobel Prizes), and for each one we would get a different ranking of the world's cultures and thus a different developmental progression. Not all human behaviors are rational or necessarily
functional within their cultures; however, when researched by psychologists, which they labeled secondary control. Rothbaum and colleagues proposed another kind of control that has been less researched by psychologists, which they labeled secondary control.
In addition, various activities encourage high- or low-arousal states, and cultures differ in the frequency with which they practice those activities. Relative to East Asians, Westerners appear to view change as occurring in more linear ways. S., 570 Milfont, T. Cohen and Rozin (2001) showed that whereas Protestants were more likely to view the
commandment to honor one's parents in terms of having respectful thoughts toward them, Jews were more likely to view it in terms of behaviors (e.g., honoring model or the frame-switching model, best captures the ways multicultural people deal
with their experiences in multiple worlds? Science, 221, 1208-1210. Journal of CrossCultural Psychology, 26, 523-536. In a way, then, the similarity of the symptoms of those diagnoses with schizophrenia around the world is in part an artifact of the method that was applied: Anyone who experienced different symptoms was simply not included in the
study (Kleinman, 1988). 158-176). V., 30, 194 Westermarck, E., 178 Westra, T., 175 Wheeler, P., 52, 53 Wheelwright, S., 416 Whitehead, H., 38 Whiten, A., 38, 42, 43, 44, 82 Whiting, B. There was a curvilinear relation between the number of countries a creative director had lived in and the ratings of his or her creative innovations: The most creative
directors had lived in two to three different cultures. Journal of Personality and Social Psychology, 69, 925-937. This is largely because the database for psychology classes. Kurman, J., & Sriram, N. The social order of the group is actively maintained, supported,
and justified by individuals' efforts to live up to the group's standards. H., 81 Knoepfler, C. A medium order in France. Deregowski, S. S., & Halloran, M. Van Hoom, A., & Maseland, R. Current Direction in Psychological Science, 8, 69-75. As the children
age, however, Canadian children come to expect that trends will change direction less often than Chinese children. F., 356 Chua, W. For example, in 1995 the British stock trader Nick Leeson was convicted of fraud for his part in a scandal Agency and Control that resulted in the loss of more than a billion dollars and the ultimate collapse of his
employer, Baring's Bank. Scholarly debates are very important to a field, as they force researchers to shed light on the disagreements. It shows us which items the individual agreed with most and which items the individual disagreed with most. Retrieved from
Steckel, R. This does not seem unreasonable 473 474 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS given that so many Western marriages do go through times of misery and often end up in divorce and that those times of misery seem to coincide with declines in feelings of love. Social anxiety in Chinese- and
European-heritage students: The effect of assessment format and judgments of impairment. When this scenario was posed to students at the University of Pennsylvania (who, on average, can be considered to be of high socioeconomic status), only 23% said that the man's behavior would be wrong even if this practice was part of a custom in another
culture, and only 27% said that the man should be punished or prevented from doing this again (Haidt et al., 1993). Wong, R. Z., 550 Li, L. In addition, the kinds of explicit support (such as offering encouraging or comforting words)
than problem-focused support (providing specific advice). Throwing like a Brazilian: On ineptness and a skill-shaped body. 1 2 3 4 *I feel I do not have much to be proud of. Consider this dramatic demonstration of priming. Among lower-socioeconomic Westerners and adherents of orthodox religions, people are more likely to subscribe to the ethic of
divinity. Journal of Personality and Social Psychology, 86, 460-472. Puerto Ricans, for example, do not appear to be clear explanations for this. The answer here is also arguably yes, and again we would expect better performance
among those who have participated in contexts with much algebraic learning. L., 119 Harris, V. W., Shweder, R. When given the opportunity to exclude any information than Koreans did. Lieberman, D. Jensen (1997b) tested this hypothesis by contrasting American Baptists
who belonged to either fundamentalist (orthodox) sects or mainline (progressivist) sects. In sum, interdependent selves consist largely of nodes within networks of individuals tied together by specific relationships whose identities are grounded in those relationships, and who are contrasted against other networks of individuals. The puzzle was
designed to capture the sequential processes involved in cultural accumulation—the third step could not be completed without completed without completing the first two steps in order. Among the Zinacantecans in Mexico, infants do not go through this transition of obstinacy. Journal of Consulting and Clinical Psychology, 59, 533-540. R-59 R-60 REFERENCES Wong
N. You could then follow up with some other strategies that are discussed later in this chapter. However, despite being more genetically vulnerable to developing malaria, the Fulani are far less likely than the Mossi and Rimaibe to actually develop malaria (Modiano et al., 1996). The stereotype states that African-Americans have difficulty with
challenging intellectual tasks and there you are, an African-American having difficulty with a challenging intellectual task. Everything bad is good for you. Robins, L. high-context cultures in which there is much consensual information shared among individuals, so that much can be understood without it needing to be explicitly stated. Costly
punishment across human societies. This difference underscores something important: There are pronounced differences of opinion on moral issues even within a country, something that has been described as an ongoing "culture war" within the United States (Hunter, 1991). For example, how do we make sense of a person's behavior when it is
illegal or causes great harm to others? Interestingly, this very basic task of talking has some dramatically different implications for the ways people think across cultures. If an organism misses that chance to acquire those skills, it would have a difficult time doing so later, after the sensitive period has expired. Ethnicity and recreation use in Chicago's
Lincoln Park: In-park user survey findings. What remains somewhat of a puzzle, however, is that, on average, Americans have largely stopped growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller, whereas people in much of the rest of the world have continued growing as their incomes have largely stopped growing taller.
Participants' ratings of the CDs that they made after they had chosen their CD. (pp. M., & Hsu, F. Consider the question, "How much do you value personal safety?" Clearly, personal safety is of importance to everywhere. After spending German 97 almost 3 years, on
average, in the two countries, the Malaysian students who were studying in French 86 Singapore reported having fewer difficulties than Spanish 85 those who were studying in New Zealand. Alphabet and attraction: An unobtrusive measure of the effect of propinguity in a field setting. In stark contrast, Taiwanese parents were more likely to tell
stories about past transgressions of the child (Miller et al., 1997; also see similar findings by Ng et al., 2007; Wang, 2004). The enterprise of stone-wall building will vary a great deal depending on whether you view the individual stones or the resultant wall as flexible and capable of being changed. D., 550 Sousa, C., 449 Spelke, E., 397 Spencer, S.,
306 Spencer, S. especially prevalent among biculturals who were born in North America compared with those who immigrated (Cameron & Lalonde, 1994; Tsai, Ying, & Lee, 2000). Journal of Personality and Social Psychology, 102, 685-699. Cultures are always evolving, and they continue to change today. A., & Spina, R. Middletown, CT: Wesleyan
University Press (1989). These essential ideas were only available through cultural transmission, and unfortunately for the members of the Franklin expedition, they were not transmission, and unfortunately for the members of the Franklin expedition. Given what you have read about relational
mobility, in what contexts do you think people would invest larger portions of their income on cosmetics and clothes to make them look more attractive? Journal of CrossCultural Psychology, 26, 606-621. New York, NY: Guilford. Conroy, M., Hess, R. With this, it was argued, motivations for self-enhancement grew (also see Weintraub, 1978). So why
not Muhammad? Journal of Personality, 65, 567-598. Another curious consequence associated with the perspective that one is taking about oneself is the accuracy of one's self-views. Likewise, particular prejudices can persist in certain regions across centuries. The pattern of results was identical regardless of whether participants found out about
the stranger's personality or social background. Journal of Personality and Social Psychology, 83, 160-184. One of the more enduring developments occurred in the former Soviet Union, where developmental psychologists Lev Vygotsky, Alexander Luria, and Aleksei Leontiev development background.
Second, despite the fact that the range of well-being scores among the American samples was much narrower than that of the international samples, there was still a clear pattern among the American samples was much narrower than that of the international samples. 515 516 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE What people view as fair also varies across cultures. fundamental attribution
error A tendency to ignore situational information while focusing on dispositional information when making judgments about people's behaviors. Parenting: Science and Practice, 2, 209-239. In stark contrast, Indians prefer to keep their young children and postpubescent 179 180 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION daughters from
being alone and try to offer older boys the deference of not having to sleep with their parents or younger siblings. Luria's participants were stuck on how the objects all shared in common. Currently, there is a highly polarized public debate
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regarding a number of hot-button political issues in the United States (see Figure 12.4). In contrast, Americans who considered a team's tennis game adopted a prevention orientation in that they viewed efforts to avoid a loss more important than efforts to secure a win. Confucian styles of, 372 learning strategies, 191-94 Lee, Ang, 290-91 Leeson
Nick, 326-27 legends, contemporary, 87-88 Le Monde, 553 Leontiev, Aleksei, 30 Lewis, Jerry, 7-8 Liberia, 105 Life of Pi (movie), 290 life satisfaction, 433-35 lifestyle(s) acculturation and, 271 culture and, 4 of older and younger generations, 96 SUBJECT INDEX liget, 402-3 Linden, W., 422-23 Lindenberger, U., 334 linguistic relativity, 382-97 color
perception and, 383-88 emotion words and, 426 numerical cognition and, 394-97 odor perception and, 388-89 perception and, 389-90 spatial perception and, 389-91 time perception and, 393-94 linguistic relativity hypothesis, 382 Lipset, Seymour Martin, 29 Lithuania, 579 Little, T. Participant: How's that? Chiang, J. Hence, assessments
made by others might be more accurate because they would be less distorted by the ways that people want to view themselves. Evolution and Human Behavior, 22, 165-196. Martin Luther, the founder of Protestantism, proposed that each individual had a calling—that is, a unique God-given purpose to fulfill during his or her mortal existence. A
guiding tenet of the field, as espoused by one of the most influential social psychology "stood for the belief that no psychology can be complete that fails to look directly at man as a social being" (Asch, 1959, p. For example, perhaps he has a short temper, and his arguing is evidence of his sometimes
disagreeable personality. There is growing evidence of culture-gene co-evolution and on the strong selective role that culture is playing on the human genome (for reviews, see Hawks et al., 2007; Laland, Odling-Smee, & Myles, 2010). S., 565 Rosenfeld, H. Many of her goals would be personal, and there would be few interpersonal constraints on her
daily choices. ethic of autonomy A system of values that views morality in terms of individual liberty. Journal of Personality, 65, 477-528. Another strategy you might try is compensatory self-enhancement (e.g., Baumeister & Jones, and individual liberty).
1978), in which you acknowledge the poor grade you got in class but instead start to think about your excellent clarinet-playing skills. Nisbett and Cohen reasoned that if the culture of honor theory was correct, you should see evidence of testosterone rising in Southerners but not in Northerners following an insult. As evidence of this reasoning, West
Africans view friendships as entailing costs because obligations are an important part of friendships; as a result, they are more cautious toward friends in general than are people from Western cultures. In low-relational-mobility contexts, people view relationships as existing naturally, often without any effort by the individuals to pursue that
relationship, and even when the basis of the relationship is not positive. The independent view of self is experienced as self-contained and exists as a relatively coherent and inviolate entity. 457 458 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS Friends and Enemies Let's now consider some different kinds of
relationships. Age and birth cohort differences in self-esteem: A cross-temporal meta-analysis. For example, in Lithuania the suicide rate in 1994 was 81.9 men and 13.4 women per 100,000 people. Much research shows that people from different cultures view themselves in these different ways. The costly punishment of others is thus not accessible.
to the same degree across cultures. So why does this cultural difference exist? They manipulated the kinds of thoughts the Hong Kong anorexics are more likely to report that they have stopped eating because of a lack appetite or because they
feel bloated (Lee, Ho, & Hsu, 1993). If you say "No," then you are making the case that this behavior can be understood as a social convention and thus not in full moral terms. Rabbits and carrots go together because rabbits eat carrots.
dimension in which higher ranking people have prestige and privileges while those ranking lower do not. Getting the most out of living abroad: Biculturalism and integrative complexity as key drivers of creative and professional success. Oishi, S., Graham, J., Kesebir, S., & Galinha, I. Which gender do you think is more essentialized? Cultural evolution
involves changes to preexisting conditions, so early conditions of a culture can have a large influence on how cultures evolve over time. (1965). B., Yu, H., Caldara, R., & Schyns, P. Furthermore, this pattern does not seem to be limited to scenes in which the background is composed of other people, which arguably might be more interesting for those
with more interdependent selves. In sum, if we took a head count around the world, we would surely find that most people participate in collectivistic cultures where interdependent selves are more common; these cultures that appear to be culture-
bound, and then we'll consider some conditions that appear to be more universal. (Original work published 1848) Ostir, G. L., & Nyhof, M. C., & Linden, W. What we can say confidently, however, is that human abilities and motivations to imagine the perspectives and intentions of others and to share their own perspectives and intentions with others
are far superior to those of chimps and other animals. Some often-discussed key candidates for the obesity epidemic are a greater reliance on high-calorie foods such as fast food and soda, larger portion sizes, a less-active lifestyle as people engage in more sedentary activities such as surfing the Web and playing computer games, and a more
suburban lifestyle that involves more driving and less exercise. Creativity. Typically, what is conveyed in some East Asian languages is considerably less explicit than what is communicated in English. For example, research with various primate populations has revealed that those individuals who are subordinate in a hierarchy experience greaterness.
stress hormone levels when they belong to a social system in which the hierarchy is maintained through intimidation rather than through direct physical attacks, when the hierarchy is stable, when subordinate individuals are unable to easily avoid dominant individuals, and when they have low availability of social support (for a review, see Sapolsky
2005). As a result, Protestants emphasized literacy training more than Catholics, so that people would be able to read the Bible for themselves. SMALL DIFFERENCES CAN HAVE LARGE EFFECTS. Sometimes what might seem to be small variations in ecologies can lead to dramatically different cultures, especially as they unfold over time. For
example, in medieval Italy the northern regions had a number of egalitarian institutions (e.g., guilds, neighborhood associations) whereas the southern regions did not. A variety of statistical techniques are applied to cross-cultural studies of survey data to increase such equivalence. blending The tendency for bicultural people to manifest
psychological tendencies in between those of their two cultures. Science, 313, 1307-1310. Jablensky, A., Sartorius, N., Ernberg, G., Anker, M., Korten, A., Cooper, J. Behavioral and Brain Sciences, 33, 111-135. That would seem to characterize virtually any large city today. Cultural Diversity and Ethnic Minority Psychology, 16, 284-295. And when the
machine has started to malfunction and a cause is sought, American doctors are more likely than those from European countries to search for an external cause, such as bacteria or a virus. With time, people adjust to their new host culture and often develop positive feelings toward it. The researchers reasoned that participants in this condition should
interpret any arousal they were feeling giddy—or, in the experimenter's terminology, euphoric. Kluckhohn, H. Journal of Human Evolution, 6, 623-641. R., 91, 92 Bargh, J. KEY TERMS Various cultural practices differ across cultures, and these differences emerge at young ages. Gemeinschaft A type of group that emphasizes
interpersonal relationships as core parts of individuals' identities and views such relationships as ends in themselves. Cambridge, MA: Zone Books. Child Development, 59, 686-693. Although the question becomes even more difficult when behaviors are considered
problematic in one culture but not in another. Zarate, M. The more an individual produces, the more resources he or she receives. However, your underlying reasons speak to your motivations, and these reflect a great deal about how you understand yourself and the world around you. These differences in style are commonly found between Western
and Eastern artists. M., & Rosenfeld, H. Journal of the Psychiatric Association of Thailand, 33, 129-133. The relation between income and health, above this cutoff of around $30,000, is thus largely a relation between income and health, above this cutoff of around $30,000, is thus largely a relation between income and health, above this cutoff of around $30,000, is thus largely a relation between health and one's income relative to those around them. That is, sets of ideas that were largely intuitive, with the occasional
counterintuitive idea interspersed, were the most memorable after a long period. The Atlantic Monthly, 68-80. C., 17 Keltikangas-Järvinen, L., 266 Keltner, D., 219, 364, 413, 416, 418, 494, 545 Kemmelmeier, M., 306, 319 Kendal, R. Ingram, R. L., & Miller, P. R-37 R-38 REFERENCES McCrae, R. The one striking exception to the general
pattern of increasing IQ scores has been the findings that scores on the Scholastic Aptitude Test (SAT) have been decreasing in the United States over past decades. Well, you would have no reason to doubt the writer's motives, so you would surely assume that he or she had favorable attitudes toward Castro. Japan is an example of a culture in which
suicide plays an unusually significant role. (2006) compared pictures of landscapes in Japan and the United States—specifically, according to a fixed set of rules they took photographs from post offices and schools in cities of comparable size in the two countries and then analyzed the number of boundaries in the scenes. Schwekendiek, D. If we again
use language as a proxy for culture, it becomes clear that the Whorfian hypothesis makes more sense than a blending hypothesis is taken seriously in the movement for people to speak in terms that are "politically correct," or to use words that are deemed to be consistent with
desired outcomes. Because these three ethics are not equally elaborated across all cultural contexts (as we'll see later), they lie at the root of some important cross-cultural grievances. Our survival and fitness depend both on the things that we accomplish as individuals and on our abilities to interact successfully with others. Searle, W., & Ward, C.
Henrich, J., Ensminger, J., McElreath, R., Barr, A., Barrett, C., Bolyanatz, A., et al., (2010). Heights and health in the United States, 1710-1950. For smaller guts to have more efficient digestion per unit of their digestion tract compared with chimpanzees
In Anthology of theses commemorating the 25th anniversary of Professor Kure's appointment to his chair. At the end of the experiment, and Americans indicated that they had made almost twice as many choices as Indians. Some correlates of romantic love. Collard, M.,
Shennan, S., & Tehrani, J. S., 249 Katz, D., 111 Katz, S. (2013). The researchers made several unannounced visits to videotape mothers and their infants, resulting in about 100 minutes of observation per family. cultural worlds that contain cultural ideas that have accumulated over time. S., 166 N-7 N-8 NAME INDEX Gallistel, C. It can be
aroused by all-night songfests, pride of accomplishments, or the death of a loved one. Developmental Psychology, 32, 492-504. Behavioral and Brain Sciences, 24, 309-382. In one study, people from all 50 states were surveyed to calculate a collectivism score for each state (Vandello & Cohen, 1999). As James reasoned, what would be left of our
feelings of joy, rage, love, or any emotion if we removed the heart palpitations, queasiness in FIGURE 10.2 William James, the key founder the stomach, or muscle tension? S., 209, 263, 361 Umberson, D., 458 Unger, J. This problem is inherent in all efforts to evaluate phenomena across cultures; however, given the tight overlap between values and
morality, it is most salient when we consider how cultures differ in their ideas of what is right or wrong. When we consider culture and psychologists tend to explain cultural differences in psychological processes as follows: To the extent that people in one
culture are faced with a particular cultural idea (e.g., the belief that it is good for children to become independent from their parents at a young age), they will think a great deal about that it is good for children to become independent from their parents at a young age), they will think a great deal about that idea, creating a rich network of thoughts, behaviors, and feelings that surround it. Imagine that you had learned that a bridge was closed because of an accident
that the room for an upcoming examination had been changed, that the newest iPhone was in stock at your university's bookstore, or that there was a 2-for-1 Factors That Cause Ideas to Spread sale at your neighborhood coffee shop. The figure shows a number of quite remarkable trends. 395-424). The reason is that the only characteristic that
consistently distinguishes the flowers in Groups 1 and 2 is the shape of the stems. Manners differ across cultures because people are socialized to different sets of norms and customs. S., 209 Leung, A. Social status in the expression of social anxiety: A cross-national comparison. Malaria then spread in these regions and led to the evolution of a
particular genetic variant for hemoglobin that is associated with sickle-cell anemia, which has the benefit of making one more resistant to developing malaria (Durham, 1991; Livingstone, 1958). G., 44 Young, L. Other research has also found evidence of collectivism in countries in Asia, Africa, southern Europe, eastern Europe, and the South Pacific
(e.g., Hofstede, 1983; Schwartz, 1994; Verkuyten & Masson, 1996). in 29 different cultures, as well as the importance that people in those cultures placed on physical attractiveness in choosing mates, were assessed in one study (Gangestad, Haselton, & Buss, 2006). R., Plaut, V. L., 276 Pizarro, D. Because cross-cultural comparisons are meaningful
only if participants understand the materials in the same way, it's always important to get the best translation might be time-consuming and costly. This shows that interdependent individuals' identities are closely connected with others and are not experienced as distinct, unique entities. Some other
cases of novel emotion terms seem to express feelings that are not especially familiar to most English speakers, such as liget. Gene-culture coevolution between cattle milk protein genes and human lactase genes. 128–147). Psychological meanings are complex, and many of the nuances can easily be lost in translation unless a translator has a rich
understanding of what the guestions are asking. As Figure 10.10 shows, when you do this the muscles around your mouth are in similar positions as when you are smiling and frowning, respectively. Scientific Reports, 4, 5182. Salient intergroup interaction. Apparently, European-Americans desire to express their uniqueness
by making what they think are unique choices, whereas East Asians desire to express their belongingness by making what they think are common choices. Suicide rates in the world (update). K., Mojaverian, T., Sasaki, J. Figure 12.7 shows the results. The Roberson studies were based on the idea that different color categories should affect people's
categorical perception of colors. This is an intriguing hypothesis, and as these international genetic evidence that the human genome plays a role in many of the cultural differences described in this text. The experiment is a powerful methodological tool
that can reveal much that straightforward questionnaires are not always able to do. Personality and Social Psychology, Melbourne, Australia. M., 467
Walker, L. For example, people in less-developed societies tend to have a more fatalistic attitude and less of a primary sense of control, which may lead them to be less blameworthy toward people with schizophrenia (Barrowclough & Hooley, 2003). (Eds). Changes in pronoun use in American books and the rise of individualism, 1960-2008. Half of
them were of European descent, and half of them were of East Asian descent (their parents were all born in an East Asian country). Kim reasoned that if Asian-Americans were indeed thinking holistically as they tried to solve the items in the Raven's test, they should be relatively unaffected by a verbal task that was unrelated to the test. The results
indicated that the most successful folk tales (the ones with the most Google hits) tended to have two to three counterintuitive elements in the story. Fitting in but getting fat: Identity threat and dietary choices among U.S. immigrant groups. Nunn argues that this mistrust continues to this day and is responsible for the lower economic development of
many parts of Africa (Figure 3.14). 151-284). The American responses reflect their more-individualistic orientation, with their concern primarily for the rights of the individual. This contrasts sharply with the! Kung of the Kalahari who live in an environment surrounded by large animals and who derive much of their caloric intake by hunting them. The
preliminary analyses suggest that when they were asked to arrange the pictures in Figure 9.20 in temporal sequence, they tended to arrange the pictures from east to west. Science, 320, 1217-1220. The working-class participants were almost as satisfied with the pen they received in the usurped choice condition as they were in the free-choice
condition. And there was a curvilinear relation between the different cultures that were moderately different from each other were rated as the most creative. However, cultural experiences that differ between these two groups may also be
relevant. S., & Bornstein, M. When the person cannot see your smile and wink, or hear the jovial tone of your voice, it is not always clear from what you have written whether you are making a joke or are saying something rude. NBER Working Paper No. W0880. Interpreting a helping hand: Cultural variation in the effectiveness of solicited and
unsolicited social support. Born to run: A hidden tribe, superathletes, and the greatest race the world has never seen. When people view individuals to be the center of experience and action, they accordingly look to individuals to be the center of experience and action, they accordingly look to individuals as a source of control. Among the Kalahari Bushmen, adults do not provide much guided instruction, but their children show
as much overimitation as in WEIRD settings (Nielsen & Tomaselli, 2010). As we'll see in more in Chapter 8, people are motivated to view themselves in certain ways, which can often distort the accuracy of their self-assessments. our experiences, such that we are able to thrive in an extremely broad array of cultural environments. antisocial
punishment, 513 height, 536 marriages, 470 mortality of civil servants, 540-43 self-descriptions, 209 SRI scores, 225 English language color terms in, 383-88 emotion words in, 424-25 nouns and verbs in, 185-86 odor perception and, 388 perceptions of agency and, 389-90 personality trait words in, 246 as a second language, 264, 265 spatial
perception terms in, 390, 391 time perception and, 393 vocal tones and, 381-82 entertainment complexity of, 100-101 electronic, 95-96 entity theory of self, 243, 322 epidemiological paradox, 550 EQ (encephalization quotient), 52, 53 equality, principle of, 505, 506 equality matching relationships, 456, 457 equity, principle of, 505, 507 Erez, M., 373
essentialism, of gender, 228-29 ethic of autonomy, 487-89, 497-89, 497-99 ethic of community, 489-93, 497, 498 ethic of divinity, 488-89, 493-99 ethnic enclaves, 170 ethnic groups acculturation strategies of, 269-70 stereotypes of, 84-85 stereotype threat for, 275-77 well-being of, 102-3 ethnic identity, maintaining, 267 ethnicity, physical health and, 547-89 ethnic identity, 102-3 e
50 ethnocentrism, 29, 483-84 ethnographies, 120-21 Human Relations Area files, 189 romantic love in, 468 European-Americans activities chosen by, 438 adolescents' disrespect for authority, 271-72 S-11 S-12 SUBJECT INDEX European-Americans
(continued) athletic task performance, 275-76 attention to stimuli, 351-52 attitudes toward child rearing, 310 bipolar disorder, 573 choice making, 331-33, 340-41 emotional suppression, 530 emotional suppressio
vs., 547-49 health of Latino-Americans vs., 549-50 hypertension rates, 548, 549 individual vs. The first solution would require Ben to commit a justice violation, as he would be causing harm to the other innocent passenger. Journal of Personality and Social Psychology, 105, 832-851. Second, he noted that figures in portraits were much larger in
Western pictures than in East Asian ones (on average, the Western faces were three times as large). On the malleability of ideology: Motivated construals of color blindness. Do the Big Five personality traits that are discussed in English?
However, there were two different versions of these letters. Measuring the acquisition of culture, unfortunately, is much less straightforward than measuring the acquisition of language. Why or why not? No one ever explained to the visitors that family meals should not be presumed to be part of some universal grid. Bowling alone: The collapse and
revival of American community. Asian-Americans' pen evaluations were unaffected by whether they had expressed their preferences. (1954). In stark contrast, however, the Asahi Shinbun focused its reporting on the problems inherent in the organizations that could allow this scandal to occur. One alternative explanation to account for these results is
that there is something about the Japanese language that requires people to attend to tone more than for English. The next most collectivistic states were Utah and the states of the Confederate South. Zatzick, D. M., & Beach, S. How can we resolve the paradox that Asian-Americans report more evidence of social anxiety symptoms than European-
Americans but that East Asians are less likely to be diagnosed with full-blown social anxiety disorder than Americans? In one condition, the chimpanzees and children observed the model use the most effective way. E. Hence, even monocultural people can probably be primed to think in ways that are more similar to other cultures to the
extent that those ways of thinking are sometimes present in their own minds. The degree of cultural variation in emotional description is not just in terms of the number of emotion words that different groups have. Humans evolved to be a cultural species. The CASE STUDY: THE CULTURE OF HONOR IN THE SOUTHERN UNITED STATES
confederate looked rather frustrated that he had to close the file drawer to let the participant by, and the participant by an appear by an appear by an appear by an appear by a participant by a participant by a participant by a participant by a 
well-used measure of the self-concept known, appropriately enough, as the Twenty-Statements Test (Kuhn & McPartland, 1954). Sinha, M. Global bathing habits. Carr, J. Although it is difficult to offer a complete explanation for such an unusually rare and appalling event, one account is clearly relevant. identity denial How a minority group
individual's cultural identity may be called into question because he or she does not seem to match the prototype of the culture. Katz, S. The changes in the standards of what constitutes an especially beautiful female body as it was seen in the United States in 1951 and today are quite dramatic. Do people who speak languages with different color
terms see colors differently? It was also around this time that literature began to use devices based on the idea that different characters had different perspectives of events (Hanning, 1977). Focusing on African-Americans, Steele highlighted a disturbing finding: African-Americans tend to drop out of school at far greater rates than do European-
Americans, and this trend is apparent even among those students who are the most qualified (Steele, 1992). L., Holmes, J. S., Wolf-Maier, K., Luke, A., Adeyemo, A., Banegas, J. Multicultural People May Be More Creative Breadth 6 Creative Innovations 4 2 0 - 2 0 0.41 0.82 1.21 1.6 1.99 2.38 2.77 26.4 30.8 3.16 3.55 4 -4 -6 -8 Depth Creative
Innovations 4 3 2 1 0 0 4.4 8.8 13.2 17.6 22 35.2 39.6 44 -1 -2 Cultural Distance Creative Innovations of the creative directors of fashion houses is predicted as a function of the number of countries they've lived in (breadth)
the amount of time they've lived there (depth), and how culturally distant those countries are from each other (cultural distance). Journal of Cross-Cultural Psychology, 1, 185-216. How would you think this motivation might be related to independent and interdependent views of self? In L. methodological equivalence In crosscultural research, the
concern with making sure participants from different cultures understand the research questions or situations in equivalent ways. On the other hand, other people might have a more objective view about a target person. In the "race prime" condition, the performance of the European-Americans was unaffected—there is no widely shared stereotype
regarding the performance of European-Americans on verbal tests, so there was no impact on performance. Holistic thinking involves an attention to the whole and the perception of how various parts are interrelated. Who we are is greatly influenced by the cultural worlds into which we are socialized. Journal of Experimental Social Psychology, 43,
303-311. Community mental health services for ethnic minority groups: A test of the cultural responsiveness hypothesis. And, with time, they usually do. When abstract rules conflict with information about similarity, East Asians tend to prefer the similarity information whereas Westerners prefer the abstract rules. The meaning of "being Chinese
Hong Kong and American university students completed a bogus projective creativity test that was to be graded by a computer. Trying to adjust as a migrant to a homogenous society would seem to be inherently more challenging. New York, NY: Springer Science. Culture and attachment: Perceptions of the child in context. That is, Americans who
considered an individual's tennis game adopted a promotion orientation in that they viewed efforts to secure a win more important than efforts to avoid a loss. 1 2 3 4 *I wish I could have more respect for myself. Spontaneous self-descriptions and ethnic identities in individualistic and collectivistic cultures. Selfconstrual and emotion in bicultural
bilinguals. Proceedings of the Royal Society B, 281 (1774). For example, they come to view themselves more self-critically as they become aware of how they might be falling short of their standards (e.g., Ickes, Wicklund, & Ferris, 1973). Am I correct? The implicit legacy of American Protestantism. More recent work has identified some different kinds
of motivations for consistency among East Asians. The Japanese bar exam for becoming a lawyer is notoriously difficult. Compared with the early 21st century, people in the 1960s were far more likely to entertain at home, vote, obey traffic laws, be members of the Parent-Teacher Association, belong to a union, have dinner together as a family, hang
later prove to be enormously virulent when they were introduced to people in the Americas, where the population had not developed resistances to them. Look at Figure 9.9. There are two groups of flowers and there are two distress, among the Gusii of Kenya, participants spent more than 90% of their earnings. Culture, distress,
and oxytocin receptor polymorphism (OXTR) interact to influence emotional support seeking. Overall, East Asians were more likely than Americans to situate their objects in context. Rethinking the value of choice: A cultural perspective on intrinsic motivation. Situational attributions Explaining people's behavior in terms of contextual variables. Shen
and Americans on average have more purchasing power than people in any Asian country, Asian parents are more likely to provide their children with a desk. E., 13 Modiano, D., 542 Mojaverian, T., 586 Mok, A., 373 Moll, H., 41 Monin, B., 273, 274 Montagu, A., 446 Moon, R. It is possible that East Asians take longer to acculturate to North America
than immigrants from Europe because East Asians have a greater cultural distance to traverse. Historically, it was believed that many of the differences of opinion on political issues within the United States were drawn along the lines separating religious denominations, such as Catholics, Jews, and Protestants. Lysgaard, S. Journal of Cross-Cultural
Psychology, 42, 630-638. This explanation may prove to be correct, although it still begs the question of why East Asian languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops, whereas the English languages allow for noun or pronoun drops are pronound drops.
& Chow, R. Y., & Loya, G. However, demonstrating that a psychological process is universal is not such a straightforward task. A., Jensen, L. In a second study, participants were examined to see how they physiologically responded to an anger-provoking incident (Anderson & Linden, 2006). New York, NY: Appleton. either. The Utku Eskimos do not
distinguish between feelings of kindness and gratitude. Journal of Personality and Social Psychology, 68, 247-260. One argument is that smoking leads to weight gain. In stark contrast, the standards of American mothers were lower for their fifth-grade children than for their first-grade children.
For example, the mother's opinion of what kinds of television programs a child should be able to watch might trump the child's own opinions. International Journal of Eating Disorders, 28, 265-271. D., 27 Voth, H.-J., 105 Vouloumanos, A., 165 Vygotsky, L. On average, the Dutch are the tallest people on the planet. Annals of Behavioral Medicine, 27,
91-99. T., 292 Poma, P. Indeed, many of my students devote a huge amount of their energy and time to trying to find love, precisely because they hold the widely shared belief that friends were people who would provide practical support, only a minority
of Americans spontaneously listed this feature in their definition of friendship. R-33 R-34 REFERENCES Levine, R. You woke up, you stumbled into the shower to get clean, you had a shouting match with your roommate over an apparent missing bottle of conditioner, you received a phone call from a furniture store telling you that the sofa you
ordered was going to be 141 142 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY delayed, and so on. The rationale behind this approach is that people really do identify strongly with their groups, and most group identifies are far more meaningful than the kind that can be artificially created in the lab. L., 271 Barbee, A. For
example, one study investigated dating and married couples' perceptions of their partners (Murray, Holmes, & Griffin, 1996). For example, we found that 93% of one very large sample of European-Canadians had self-esteem scores that were above the midpoint of the scale (Heine, Lehman, Markus, & Kitayama, 1999). E., & Jackson, K. Because
people in collectivistic cultures tend to identify with group goals more than people in individual control by valued others. Norms that were common a generation ago are not necessarily exchanging some individual control by valued others. Norms that were common a generation ago are not necessarily exchanging some individual control by valued others.
common any more. Cross-cultural codes on husband-wife relationships. W. There are many cultures around the world that do not have formal systems of education, and we would expect that people from such cultures around the world that do not have formal systems of education, and we would expect that people from such cultures around the world that do not have formal systems of education, and we would expect that people from such cultures around the world that do not have formal systems of education, and we would expect that people from such cultures around the world that do not have formal systems of education, and we would expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures around the world expect that people from such cultures are t
Culture? Moreover, there is much research showing that individualism varies as a function of social class—specifically, people from higher socioeconomic backgrounds, within the same country (for a review see Kraus, Piff, Mendoza-Denton, Rheinschmidt, & Keltner, 2012)
The controversy regarding the role of culture and emotion focuses on a fundamental question in the other chapters in this book: To what extent are psychological experiences universal and to what extent are they shaped by cultural experiences? Effect of economic similarity-dissimilarity on interpersonal attraction.
Language Acquisition: A Journal of Developmental Linguistics, 1, 3-55. We're not very fast, we don't even have a furry coat to keep us warm. The experiences of these participants tracked what is described as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve, shown in Figure 7.4. The y axis indicates how positive as a U-shaped curve as a U-shaped cur
the migrants feel about their host country. In support of this, some research has identified distinctive physiological patterns of emotions that are similar among people from diverse cultural backgrounds (e.g., Levenson, Ekman, Heider, & Freisen, 1992; Tsai, Chentsova-Dutton, & Freire-Bebeau, 2002; but see Barrett, 2006, for a contrary view). 29,
461-486. In addition, Roberson and colleagues (2005) investigated monolingual Himba speakers, who are seminomadic cattle herders from Namibia. Loughnan, S., et al. However, when both groups looked back on their experiences, European-Americans recalled them as being more satisfying than Asian-Americans did. Conventional moral reasoning
is about viewing actions as moral to the extent that they help maintain and facilitate the social order. Carey & R. Moreover, religious groups differ in their attributions as well. People who score high on extraversion are more likely to move to other countries (Silventoinen et al., 2008), particularly to urban areas (Jokela, Elovainio, Kivimäki, &
Keltikangas-Järvinen, 2008), when compared with those who are less extraverted. Bulletin of the Chinese Society of Neurology and Psychiatry, 1(2), 9-13 (in Chinese). A number of studies have investigated the links between multicultural experiences and creative thinking. M., 176, 177 Gomby, D. Price, D. In sum, in the absence of linguistic terms for
Chang, Chua, & Toh, 1997; Mahler, 1974; Seginer, Trommsdorff, & Essau, 1993). How do Indians make choices compared with Americans? Psychological Science, 21, 1716–1723. Human nature appears to be such that personality traits organize themselves into five distinct clusters. The results of the study largely supported Schacter and Singer's
predictions. Vorauer, J. This book has focused on how culture shaped how we understood illnesses and their treatments. Choi, I., Dalal, R., Kim-Prieto, C., & Park. In many ways, emotions are a central and focal part of our subjective
worlds. In sum, this kind of statement highlights an experience of self that is connected with others, and in ways that are specific to the role of being a younger brother. S., et al. J., Zanna, M. M., 135, 160 Suwanlert, S., 571 Suzuki, T., 129, 307 Swami, V., 450 Swann, W. Consider the following study (Oishi, 2002). H., 577 Rubinstein, D.
If you're like the majority of Americans who have participated in the research by Glenn Adams and colleagues, you probably can't think of FIGURE 11.8 Some examples of bumper stickers frequently seen in Ghana. Personal identity in African metaphysics. If the South's violence is due to a culture of honor, we shouldn't expect that all kinds of
homicide would be higher in the South than in the North. Motivations to work hard are moralized in cultures with predominant Protestant sects that such hard work on one's calling (and the material rewards that were thus accumulated) were evidence that God viewed one
favorably. Similarly, Americans who were considering a hypothetical job candidate reacted more negatively than Indians did when the candidate mentioned nonwork roles and activities; the Americans preferred candidate mentioned nonwork roles and activities; the Americans preferred candidates who only discussed information directly relevant to the job (Uhlmann, Heaphy, Ashford, Zhu, & Sanchez-Burks, 2013). E., &
Ahrens, A. L., Schapiro, S. Later the participants were shown just one of the pictures (e.g., the lightbulb) and asked the likelihood that the other pictures (e.g., the coin) would appear beside it. Cialdini, R. McCrae & J. A number of investigations have explored this question. Cultural psychology is the field that studies those implications. People appear
motivated to share emotions with others because doing so allows them to connect with others. 101). S., & Crockett, H. Y., 104 National Conference of Bar Examiners, 244 Neal, R. Such an imbalance could be corrected by acupuncture, herbal remedies, exercise, diet, and lifestyle. The findings indicated that Chinese patients experienced more somatic
symptoms than psychological symptoms and that Canadian patients reported more psychological symptoms than somatic ones, for all three of the assessment methods. This study suggests that acculturative change in the self-concept can occur relatively quickly. A., & Nussbaum, R. In one study, Asian-Canadians and European-descent-Canadians were
contrasted on this kind of question (Cohen & Gunz, 2002). many layers of clothing, even in summer, to ensure Kufungisisa, which translates to "thinktheir body is warm. Personality and Social Psychology Bulletin, 39, 927–942. That is, remembering a list by clustering might be a strategy that requires a certain amount of intelligence, and the fact that
people who have been to school use more clustering than those who have not might be because intelligent people are more likely to attend school in the first place. A., 384 Luhrmann, T. For example, deaf children who first learn sign language late in childhood do not learn it as well as either deaf children who learn it earlier in childhood or children
who become deaf later in childhood and learn sign language (Mayberry, 1993). Why do you think antisocial punishment is common in some societies? R., 469 de Souza, C., 536 de Tocqueville, A., 149, 150 Deutscher, G., 382 DeVinney, L. Weininger, E. The editor of the Danish
newspaper justified his decision to publish the cartoons by noting that Christian images are satirized quite frequently—for example, a much-publicized Danish painting showed Jesus with an erection. Last, and perhaps the most important challenge in considering cultures as groups of people, is the variability among individuals who belong to the same
culture. Residential mobility, self-concept, and positive affect in social interactions. These two adaptations, which likely evolved in tandem, allow humans to learn from each other in ways that other species cannot. Psychological Science, 8, 368-373. The problem of the cultural development of the child. To weaken something, you need to strengthen it
first. Tseng (Eds.), Suicidal behavior in the Asia-Pacific region (pp. B., 445 Drukker, J. The two "faces" of self and society in Japan. M., Smith, H., & Shao, L. If we accept this definition, then, no, humans are by no means the only species to have culture. One review of ethnographies of 166 cultures found clear evidence of romantic love in 89% of them
(Jankowiak & Fischer, 1992). Cultural variation in emotion: A review. There is no need to be off trekking through the highlands of New Guinea to recruit study participate with some extra course credit or a few dollars. Experienced
chimpanzees are more strategic than humans in competitive games. C., & Ybarra, O. The principle of need is manifested in most modern industrialized societies through institutions such as universal health insurance, which gives the sick more benefits than
those who are not. Hölzel, B. Now it's possible that you might very well be better than average on all of them. D., 270 Nicholas, S., 536 Nicholas, P. 301 302 CHAPTER 8 MOTIVATION I remember at the time wondering what on earth the Japanese teacher was trying to do. Inbar, Y., Pizarro, D. The lower susceptibility to Plasmodium falciparum
malaria of Fulani of Burkina Faso (west Africa) is associated with low frequencies of classic malaria-resistance genes. However, there do seem to be some exceptions to this rule, as some collectivistic cultures (e.g., the Maori in New Zealand [Harrington & Liu, 2002], African-Americans in the United States [Major, Spencer, Schmader, Wolfe, &
Crocker, 1998], Israeli Druze [Kurman, 2001], or Indians who are making predictions about their futures; Joshi & Carter, 2013) have shown levels of self-enhancement comparable to those found in more individualistic settings. There is no shortage of terms that can be used to describe people like Barack Obama or Mitt Romney (and they might not
always be nice ones!), or anyone else you know. Journal of Personality and Social Psychology, 88, 948-968. The more divergent set of findings would be. American undergraduates are more susceptible to this illusion than those from the other cultural groups that have been
studied (Henrich et al., 2010b). That is, the South has a culture of honor that leads people (particularly white men) to respond aggressively to insults or threats to their honor, and this seems to be associated with the herding background of the South's initial European settlers. It is likely that people universally are attracted to those with whom they
Bravo, M. Morita, S. Ruminating on life's difficulties does not have the same negative consequences for Russians as it does for Americans. Each dot in the figure represents the average performance for each of the schools. Immigrants have been born into one particular cultural context and then at some point in their lives have moved into another
(we'll discuss the acculturation experiences of such multicultural people in more detail in Chapter 7). In contrast to this color-blind strategy, attending to and respecting group differences is frequently called a multicultural approach. Language and play at one year: A comparison of toddlers and mothers in the United States and Japan. Furthermore
acquire their culture as they are socialized, it follows that cultural differences in psychological processes should become more pronounced with age. Quite remarkably, this pattern of results holds not only for how people explain the behaviors of humans but also for how they explain the behaviors of fish (Figure 7.13). To the extent that they are
correct, romantic love would qualify Close Relationships FIGURE 11.11 Romantic love. The attributes that make up objects are used as a basis for categorizing them, and a set of fixed abstract rules is used to predict and explain the behavior of these objects. D., 292, 293, 294 Galles, N. A good example of the effects of education on thinking was a basis for categorizing them.
demonstrated by the Soviet psychologist Alexander Luria in his experiments with uneducated peasants 191 192 CHAPTER 5 FIGURE 5.11 Alexander Luria. It wasn't clear which program yielded which score, 237 CHAPTER 6 SELF AND PERSONALITY so the participants were left with a rather ambiguous set of evaluations of their work. The
reason is that people have a number of ideas associated with the elderly that form an information network, one of which is that elderly people tend to move quite slowly. E., 571 Centers for Disease Control and Prevention, 534 Central Intelligence Agency, 483 Chakravarthy, S., 493 Chan, M.-P. loyalty to ingroups A moral intuition that people should
put the interests of their ingroup ahead of those of their outgroup. Here is where the humans really shone: The 2.5-year-olds were far more likely to do precisely what the model did compared with either species of ape. C., 324 Blanche, 347, 348 blending, 278-81 blood type, 246 Bloomfield, Paul, 514 body mass index (BMI), 531 Bolivia, 21 Bonaparte,
Napoleon, 554 Bond, Michael, 31 The Book of Changes, 368 books, terms used in, 94, 95 Boroditsky, Lea, 390, 393 Boserup, Ester, 226-27 Botswana, 105 bottlenose dolphins, 38 boundaries, cultural, 6 Bourne, E. New York, NY: Picador. We are often conforming, even when we're not aware of it. Time Post-Task FIGURE 10.11 After being angered,
Chinese-Canadians' blood pressure returns to its baseline level more quickly than European-Canadians' blood pressure does. Consider the following study: Researchers approached people living in Chicago and in Orissa, India, and asked them how they would plan the sleeping arrangements for a hypothetical family that consisted of seven members: a
237, 238, 239, 315, 321 Cohen, D. (1964). How does learning about cultural psychology affect the ways that people think and lead their lives? In such contexts, opportunities arise. They were told
they could draw any additional objects that they wanted. They could earn a high score simply because they find most statements agreeable, regardless of the content. Likewise, many other recent shows, such as Game of Thrones, The Wire, and Lost, are equally complex. X. What do you think of Weber's thesis? 336). Is one's ability to construct a kayak
out of driftwood and sealskin, and use it to hunt a walrus in the darkness of an Arctic winter, a good measure of intelligence? Religion and Achievement Motivation The studies I've discussed demonstrate how motivations for achievement Motivation The studies I've discussed demonstrate how motivations for achievement Motivation The studies I've discussed demonstrate how motivations for achievement in the face of success and failure vary across cultures. One part of the relation is quite direct. Hence, they
predicted that there should be a greater degree of acculturative stress among the Eastern Cree than among the East
equity principle), and the least popular one was to favor the needy employee. I often participate in my heritage cultural traditions. Activating part of the information network (having people think of words like bingo and wrinkle) leads to related ideas and behaviors (such as walking slowly) to become activated as well. Humans have what is known as a
results. 239 240 CHAPTER 6 SELF AND PERSONALITY Indeed, research with Americans has found, curiously, that although people are quite accurate in their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave, their judgments about the ways that others will behave it is a second to the ways that others will be a second to the ways that others will be a second the ways that others will be a second to the ways that others will be a second to the ways that others will be a second to the ways that others will be a second to the ways that others will be a second to the ways that others will be a second to the ways that others will be a second to the ways that other ways that other ways the ways the ways that other ways the ways that other ways the ways the ways that other ways the ways th
addition to the implicit theories people have about the malleability of the self, they have implicit theories about the malleability of the world. G., & Irizarry, N. Obligations and duties are more internalized among Indians, and they derive more pleasure from fulfilling them (Miller, Das, & Chakravarthy, 2013; also see Buchtel, 2009, for similar results
beyond just extraversion (Saucier & Goldberg, 1998). A weaker version of this hypothesis is that the language we speak affects how we think. It seems that they can. At the end of the study, participants left by walking 283 284 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS down a hallway. 642 × 439 With a little thought and effort, you could
probably solve this question if you applied the strategies that you learned in math class. An advantage of studies using EEG is that it provides a more precise assessment of the time course of brain activity, although it is not as accurate at localizing brain regions as fMRI. Much research does suggest that American Protestants take on more of a
professional and non-casual attitude toward their work than other groups. Indians from the state of Orissa tended to describe others by saying things like, "She is friendly." That is, Americans were more likely to conceive of people in terms of
abstract personality traits than the Indians, who attended to others in terms of the concrete behaviors they engaged in. Human beliefs and values: A cross-cultural sourcebook based on the 1999-2002 values surveys. The Japanese have the longest average expected lifespan of any major nation in the world, and they have remarkably low rates of
coronary heart disease. For example, East Asians may be more motivated to enhance their group self-enhancing motivations. The social problem-solving tasks also involved the retrieval of a desired object from an apparatus
however, with the social tasks the participants first observed a model solve the problem. The theory maintains that the experience of the basic emotions. Infants have different kinds of personal space, including when they sleep. Ouchi,
W. Only 3 of the 186 (Ingalik, Javanese, 551 552 CHAPTER 13 PHYSICAL HEALTH and Siamese) viewed infection to be a major cause of illness. Otherwise, they would have no way of describing spatial locations if they were subsequently asked about what they had seen. For
example, Henry Kissinger, former secretary of state of the United States, was 15 when his family moved to this country from Germany. After the participants had been insulted (or not, for those in the control condition), they were told that they had to proceed to another laboratory for the next part of the study. Do we make decisions in our lives to
make ourselves feel happier? The East Asian paintings thus naturally direct an audience's eyes to the relations among the different objects and places within a scene, whereas Western paintings tend to direct an audience's eyes to the relations among the different objects. Personality: The universal and culturally specific. One explanation for why some groups of
Latinos have such unexpected health benefits is that they engage in some more healthful behaviors than non-Latinos. As we'll see in Chapter 9, this kind of categorization is reflective of analytic reasoning, whereas attending to the relations among objects indicates a more healthful behaviors than non-Latinos. As we'll see in Chapter 9, this kind of categorization is reflective of analytic reasoning, whereas attending to the relations among objects indicates a more healthful behaviors.
85, 431, 458, 462, 463, 465 Plumb, I., 416 Poehlman, T. Explanation: As we'll explore more in Chapter 9, people from Western cultures tend to perform better at the absolute task. Working paper, Harvard University. Strong feelings of parental love goad people into committing the quite sizable amounts of time and resources needed to take care of
their children. M., 147, 306 Singer, J. S., 462 Stoeckle, J. When they first arrived, they conquered, enslaved, and decultured the other ethnic groups in the area, including the Mossi and Rimaibe (see Gordon, 2000). Emotions and Facial Expressions Cultural Display Rules Facial Feedback Hypothesis Cultural Variation in Intensity of Emotional
Experience Emotion and Language Cultural Variation in Kinds of Emotional Experiences Cultural Variation in Subjective Well-Being and Happiness Conclusions Regarding Cultural Variation in Kinds of Emotions 402 CHAPTER 10 EMOTIONS L iget is a key emotion in the life of the Ilongot—an indigenous hunting-and gathering tribe that lives in the
Northern Philippines. Education shapes the way that people think, but education practices themselves are also shaped by cultural attitudes, values, and even features of the language. In contrast, Japanese training camp is held in the frigid winter; players typically are on the field for 7 hours, run approximately 10 miles a day, and then return to the
dormitory for strategy sessions and indoor workouts. Likewise, those in the epinephrine-informed condition would experienced much physiological arousal, they would attribute it to the side effects of the injection they had received. Raven's Matrices is thus often viewed as the purest measure of
intelligence, although the fact that cultures of recent decades score higher on it than those cultures of past decades reveals that it is by no means "culture-free" (see Greenfield, 1998, for more discussion on this). Schooling and the development of cognitive skills. Animal Cognition, 8, 164-181. This evidence provides support for the universality of
MDD as a diagnostic category. No further reproduction or distribution is permitted without written permission from the American Psychological Association. Cultural identity and illness: Fulani views. Sorrentino, D. G., 450 Sarna, S., 541 Sartorius, N., 584 Sarubin, A., 534 Sasaki, J. W., Caplan, D., Soon, C. However, apparently this interpretation was
rarely seized upon. Social anxiety among East Asians in North America: East Asian socialization or the challenge of acculturation. The study of cultural evolution is an important and rapidly growing enterprise, although it has proven to be a challenging topic to study. The psychological foundations of culture. The higher your social position, the greater
the amount of face available to you. R., 185, 186, 349 Way, B. Again, according to this line of reasoning, it's all about the kids. (1998). S., & Drolet, A. We can likely suspect that choices made by a caring person who is considering our own
personal and family interests may serve us just fine. Cassidy, C. The Challenge of Unpackaging Many cross-cultural psychologies studies find pronounced differences between cultures, and these differences that affect their psychologies. McWorld,
nicely encapsulates these coexisting forces of motivations for cultural distinctiveness appearing alongside motivations for global homogeneity. In the United States, despite having the world's largest economy and being home of the greatest number of scientific advances over the past century, religion has not been on the wane. When I first started
teaching cultural psychology, I greatly enjoyed teaching students about the exciting discoveries coming out of this new field. D., 104, 312 Pyszczynski, T., 314 N-17 N-18 NAME INDEX O Oin, L., 183 Ouinn, D. Bateson & R. A., 423 Butler, J. A., 535 Malinowski, B., 457 Mandel, N., 288 Mandelbaum, D. A., 267 Fung, H., 184, 310 Fung, D. and 
H. F., 418 Zax, M., 129 Zborowski, M., 418 Zeanah, C. Cooper, R. Carter's confession raises an interesting moral question. The hammer in your toolbox was thus not invented from scratch. This suggests that the Chinese-Canadians are not needing to devote as much effort toward suppressing their anger. Reprinted by permission of Oxford University
Press; p.110: © Bettmann/Corbis. Brain, Behavior, and Evolution, 63, 107-125. Kluckhohn, C. Ethos, 20, 304-339. The larger the number of important family relationships that one needs to consider, the more problematic it becomes to ignore their concerns and follow the passions of one's heart. You might believe that you would have more luck
getting that raise if you ask your boss directly for it, if you compliment your boss on his new business plan, if you secure a competing offer from another potential employer, or if you keep your mouth shut and don't rock the boat. Moreover, families were often viewed as suffering from whatever stigma may be associated
with the mental illnesses. Over millions of generations these affective signals would have been adaptive for our ancestors, and the signals thus became part of our genetic code. Those who had been in Canada for 20 years identified with Canada more than those who had been in Canada for 20 years, indicating that they continued to acquire Canadian
culture with time. The channeling of this shared water source to individual farmers' respective paddies requires a lot of coordination and cooperation with other families. McAdams, D. Westerners also understand that the world changes; however, it appears that their views on change are slightly different from those of East Asians. (1967). S., 27
Holub, S. For example, one set of studies used a situation-sampling methodology to compare Americans and Indians in terms of their reactions to how they responded when others tried to influence their choices (Savani, Morris, Naidu, Kumar, & Berlia, 2011). Ovsiew, F. Rozin and colleagues argue that this excess caloric consumption is likely one key
factor behind the higher obesity rates and coronary heart disease rates in the United States. Why socioeconomic status affects the health of children: A psychosocial perspective. Psychological Science, 16, 175-179. However startling and bizarre the Sambian initiation practices may be to us, they carry deep meaning for the Sambians, and Sambians
have a rich set of thoughts and emotions associated with these practices that people who are not socialized in Sambian contexts do not. Ethno-behaviorism and the culture-bound syndromes: The case of amok. East Asians, in contrast, tend to be more concerned about face, and they use a preventive, self-improving tactic to ensure that they maintain it.
Here's another exchange with the same group of items. He had paved the way for this honor with a series of successful movies that were produced both in his native Taiwan (where he lived until the age of 21), such as The Wedding Banquet, Eat Drink Man Woman, and Crouching Tiger, Hidden Dragon, and in Hollywood. These appear to be learned
behaviors that are culturally transmitted from one generation of chimps to another. Agonias: The social and sacred suffering of Azorean immigrants. Creativity: The influence of cultural, social, and work contexts. Likewise, a folk understanding of the laws of physics (e.g., an understanding that objects cannot just disappear), is evident among infants
at a very early age, 21 22 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? This syndrome refers to the observations by some ER personnel that people from many Mediterranean cultures communicate their discomfort and pain at several decibels louder than those from many other cultures. All of the languages with three color terms have words
that roughly correspond to black, white, and red (which included some oranges, yellows, browns, pinks, and purples, with red being the focus of the category). When one's beliefs start to migrate to the idea "I'm all that I've got," there would seem to be a greater need to view oneself positively. First, consider the personality trait of extraversion, which
reflects a general orientation toward seeking active stimulation from the environment and of being rather outgoing. been found to speak different dialects, to the point that researchers can recognize a whale pod by the sounds they're making. Nisbett and Cohen show that, overall, this pattern is true; however, the pattern is especially pronounced
when you contrast the rural South with the rural South with the rural South with the rural South with their experiment and a black eye.
However, there can be some pronounced costs to cross-cultural studies that focus solely on targeting university students in industrialized societies. Group composition and conforming behavior in Japanese students. His neighbors came back,
bringing a wild horse with it. One way that American friendships stand out is in terms of just how many of them there are. Psychiatry, 35, 345-351. Last, we need to come up with a way to transform our raw data (in this case, the actual song lyrics) into quantifiable data that lend themselves to a test of our hypothesis. R: Social conditions and applied
parenting (2nd ed., pp. This orientation toward others is predicted by holistic thinking styles, interdependent views of self (Norasakkunkit, Kitayama, & Uchida, 2012), and an intolerance of uncertainty (Zhou et al., 2014). Yamaguchi, S., Gelfand, M., Ohashi, M. Merely indicating their race caused them to do worse. A look at all the published studies
on this topic stands in contradiction of this account (see Heine, Kitayama, & Hamamura, 2007, for a review). K., Hertel, A. That insight and those embarrassing cross-cultural misunderstandings led me down the path to becoming a cultural psychologist and eventually to writing this book. Other cultures encourage people to express their emotions in
muted form, or to conceal them altogether. Feather, N. That is, once cultural 101 102 CHAPTER 3 CULTURAL EVOLUTION habits get established, many of them remain entrenched across generations, despite the great amount of change that those generations encounter. In hierarchical collectivistic cultures, such as in East Asia, the social world
remains somewhat impervious to efforts by a lone individual to change things (e.g., Chiu, Dweck, Tong, 323 324 CHAPTER 8 MOTIVATION & Fu, 1997). How do you think formal schooling affects the ways people think? For example, bilingual Chinese-Canadians and Hong Kong students were far more likely to describe themselves in positive terms
when answering questionnaires in English than when answering them in Chinese, which is consistent with a broad pattern of cultural differences in self-enhancing motivations that will be discussed in Chapter 8 (Lee, Oyserman, & Bond, 2010; Ross, Xun, & Wilson, 2002). Much research conducted with Westerners has shown that physically attractive
people have a number of more positive life outcomes than those who are less physically attractive, and these outcomes extend across a broad array of domains in ways that may seem patently unfair. An example is abacus reasoning. Does attractiveness buy happiness? Participants were asked to estimate what they thought would happen over the next
few years. Abraido-Lanza, A. T., Kim, H. Low birth weight and Latino ethnicity. Moreover, among Sambian men, it is heterosexuality that is held in disdain because contact with women is viewed as especially contaminating and draining of a man's jerungdu. The downside, as you might have inferred, is that such a cultural consultation service can be
prohibitively expensive. For example, European-Americans are far more likely than East Asians or Asian-Americans to actively seek social support from others, such as to tell a friend about their problems (e.g., Taylor et al., 2004). The existence of a relationship is rather tenuous and requires that the people involved agree that 461 462 CHAPTER 11
INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS the relationship is beneficial, and worth whatever efforts are put into maintaining it; otherwise it returns to the default status of a null relationship is beneficial, and worth whatever efforts are put into maintaining it; otherwise it returns to the default status of a null relationship. European Journal of Human Genetics, 13, 267-269. International HapMap Consortium. For example, when you enter a Japanese house, it is
good manners to remove your shoes, point them toward the door, and put on a pair of slippers, which are to be exchanged for a pair of special "toilet slippers" upon entering the restroom. It does show you, however, that the variable you identified is at least partly responsible for the
observed cultural difference. R., 462 Langendorfer, S. But the Americans who saw Argument B instead responded by being even more confident in the plausibility of Argument A. People from many other non-Western cultural contexts show a pattern similar to East Asians (Church et al., 2006). What is it about 20-somethings? In general, it does not
seem to be true that people are most attracted to those of average weight, average height, with average-size muscles, breasts, hips, and so on. The self and social behavior in differing cultural contexts. This bias would make it very hard to compare the individual's true degree of approval with that of another person who tends to find most statements
to be disagreeable, regardless of content. Journal of the American Medical Association, 276, 293-299. You certainly have the patience of a saint—a celibate one, at that—but you must now insist she see a counselor or mediator with you. Two other moral principles were adhered to by Americans. Would people from more collectivistic backgrounds show
similarly strong motivations to enhance themselves? Actually, the primary question the researchers were interested in was what people thought of the pen they received. Taxonomic categorization answers are especially common among Westerners in these kinds of studies. However, only people in India recognize the photo on the right as a ritualized
display of embarrassment. Was Weber wrong? The participants were then left alone in a room with another set of creativity items and were timed on how long they persisted on this task. being socially engaged. However, despite its obvious physiological basis, pronounced cultural variation occurs in the ways people around the world do sleep. PLoS
ONE, 3(8), e3022. T., & Susman, R. E., Tsai, J. Everything else held constant, people from around the world prefer mates who are more physically attractive. For example, in some cultures bite their tongues when they are embarrassed whereas people in other cultures do
not, some languages do not have a word for blue, people in some cultures are disgusted at the idea of incest between cousins whereas people in other cultures are not, and in some cultures are disgusted at the idea of incest between cousins whereas people in other cultures are not, and in some cultures are not incest between cousins whereas people in other cultures are not.
writing you about a rather bizarre situation. New York, NY: Vintage Books. U., 577 Wittenbrink, B., 28 Woessmann, L., 318 Wolfe, C., 306 Wolinsky, S. A good example of a Gemeinschaft group is the nuclear family. Experiences.
Let's consider each of these in turn. Genetics of lactase persistence—fresh lessons in the history of milk drinking. One possibility that has emerged as the favorite explanation of the French drink more wine, which serves to inhibit platelet reactivity and thereby reduces the risk of coronary heart disease (Renaud & de
Lorgeril, 1992). This fact is perhaps surprising, given that humans and chimpanzees shared a common ancestor approximately 5 to 7 million years ago. (Eds.), Cultural practices as contexts for development: New Directions in Child Development (pp. On the other hand, authoritarian parenting styles have been found to be associated with more-
stressed mothers (Su & Hynie, 2011) and to lead to increased psychological maladjustment among children across a variety of both Western and non-Western cultures, including Chinese (Qin, Pomerantz, & Wang, 2009; Sorkhabi, 2005). Prevalence and social correlates of cardiovascular disease risk factors in Harlem. J., 22, 190 N-1 N-2 NAME
INDEX Aron, A., 12 Aron, A. During these episodes people become hyperactive and may experience extreme euphoria and optimism to the point of impairing their judgment. Or we might opt for their citizens
(Schmidtke et al., 1998). T., Satterstrom, P., Jang, S., & Polzer, J. It is far less common among women, in whom it tends to manifest as a similar fear that one's nipples are shrinking into one's body. So I think I didn't get it alone, not only by myself" (from Markus, Uchida, Omoregie, Townsend, & Kitayama, 2006, p. C., 512 Ferris, C., 240 Fessler, D.
459 460 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS RELATIONAL MOBILITY. A characteristic of many cultural contexts in which independent selves predominate is that people have the freedom to move between relationships. Lachlan, R. O. These kinds of male initiation practices have been found in many
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societies in Melanesia. Thus far, I've only discussed cumulative cultural innovations in terms of technologies, but accumulation is not limited to physical tools. Chapter 4 Page 114: © David South / Alamy; p.119: © Martin Harvey/CORBIS; p.122: Courtesy of David P. Sex interaction in the attractiveness halo effect. You gotta have wa. Journal of
Personality and Social Psychology, 77, 279-292. The Protestant work ethic as a cultural phenomenon. Phillips, J. National Conference of Bar Examiners (2010). The probability that participants were able to recreate the original fishing net at the end of the 15 trials is shown in Figure 2.6. Those who were run in groups of 2 were Probability of
Accurately Recreating the Fishing Net after 15 Trials 48 FIGURE 2.6 1 0.9 Members from larger groups (from Derex et al., 2013). Seyfarth, R. At first his family cooked on a makeshift stove and ordered a lot of take-out food, but once they realized Keisuke was
not going to be leaving, they ended up building another kitchen in the house. One source of evidence for such a sensitive period is with respect to people's abilities to discriminate among different sounds. Terracciano, A., et al. Furthermore, analyses of the historical literature reveal little evidence in past times of the kinds of behaviors symptomatic of
bulimia (Keel & Klump, 2003). In the show, which was originally created in the UK, contestants are able to use a "lifeline" and can poll the studio audience for help in answering a difficult question. 42% of herding and agricultural societies, the husbands and wives slept in separate rooms. L., & Feldman, M. Addiction, 96, 1663-1666. You might
engage in downward social comparison by comparing your performance with Motivations for Self-Enhancement and Self-Esteem the Self-Enhancement and Self-Esteem the Self-Esteem the Self-Enhancement and Self-Esteem the S
experience? Journal of Personality and Social Psychology, 71, 230-244. It involves accepting one's circumstances (Morling & Evered, 2006). Clinical Psychology Review, 23, 849-880. Psychology Review, 24, 840-880. Psychology Review, 24, 840-880. Psychology Review, 24, 840-880. Psychology Review, 25, 840-880. Psychology Review, 26, 840-880. Psychology
important reason that cultural differences can persist across time. From a young age we learn implicitly that attractive people have more desirable characteristics than unattractive ones, such as when we learn of Cinderella's kindness and beauty in contrast to her evil and ugly stepsisters. For example, Chip 1 is typically labeled green by English
speakers whereas Chip 2 was typically labeled blue. Psychological Science, 12, 505-510. Theories of illness: A world survey, However, there also appear to be some factors that predict life satisfaction differently across cultures. Ideas beget other ideas, and culture accumulates. Furthermore, there appears to be a striking positive correlation between
the amount that a culture emphasizes love as the basis of marriage and its divorce rate—an ironic fact that suggests the more we insist on maintaining love in a marriage the less successful we seem to be at doing it (Dion & Dion, 1993). 177-208). In contrast, the researchers predicted that participants in the placebo condition would experience little
arousal and thus would experience little emotion. Furthermore, there are four different levels of universality of KEY TERMS psychological processes (listed in order of increasing universals, Emo's mother and a couple of her playmates also
started washing their potatoes. R-35 R-36 REFERENCES Mahalingam, R. The Two-Factor theory, and other theories that focus on the centrality of interpretation in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions, thus make the case for cultural variability in emotions and case for cultural variability in emotions.
is extremely complex, and numerous trade-offs are involved with respect to any given trait. Weisz, Rothbaum, and Blackburn (1984) see many socializing experiences in Japan that lead Japanese to be more comfortable with engaging in secondary control strategies. The first settlers to a region can have a profound impact on that region's culture
centuries later. Culture, dialectics, and reasoning about contrast, in the East Asian portrait the individual remains firmly ensconced within the surrounding context. Furthermore, these appropriate distances vary across cultures. For example, the researchers in the above study were interested in testing the hypothesis that working
class individuals were more commonly exposed to messages emphasizing resilience whereas upper-middle-class individuals were more in contact with messages that called for carving one's own unique path. M., 243 Lin, M. And our numbers keep growing. After the participants had described a number of these scenes, they were then shown some
additional scenes that included the same focal fish they had seen before. The role of language in cross-national surveys: American and Japanese respondents. Actually, the extent of the spreading self-criticism appears to be even broader than this. C., McGonagle, K. Pluralistic ignorance and the perpetuation of social norms by unwitting actors.
Fundamental(ist) attribution error: Protestants are dispositionally focused. For example, the average house in the United States sold for approximately $268,000 in 2011, $278,000 in 2011, $278,000 in 2013. E., 450 Hallahan, M., 363 Hallett, D., 580 Halloran, M., 134 Halmi, K. Immoral behaviors are perceived as those that involve a failure to live
up to the duties and obligations associated with one's roles. Their home culture often does not seem quite the same as they remembered it, and they are no longer an especially good fit. Variants of this condition are found in a number of cultures in the
exchange do not have to have any kind of formalized relationship with each other. This suggests that people with independent selves and interdependent selves and interdependent selves will interpret situations differently—looking at situations as providing opportunities to distinguish themselves from others or to affect their relations with others. The third necessary step in
the unpackaging process is to demonstrate that the observed cultural differences in interdependence relate to the observed differences in embarrassability. A similar pattern has emerged for American students' assessments of various abilities—the percentage of people who view themselves as better than average has significantly grown over the past
50 years (Twenge, Campbell, & Gentile, 2012). This nonlinear perspective of change among Chinese is associated with them being more contrarian investors: Relative to Canadians, Chinese are more willing to sell stocks that are rising
in value (Ji, Zhang, & Guo, 2008). Although Ekman and others' research clearly reveals that in every culture that has been studied people are able to recognize the facial expressions of the basic emotions, there are some intriguing cultural differences. She went about interviewing the Zinacantecans using the same kinds of surveys that have been
validated many times with Western, largely college-educated populations. Interestingly, this identical question was posed to some American college students a little more than a generation ago, in a 1967 survey (the year that the Beatles recorded their hit single "All You Need Is Love"). And because the brains that people are born with are virtually
identical around the world, people from all cultures share the same constraints and affordances of the universal human brain. Twenge, J. New York: McGraw-Hill Triandis, H. They looked at the standards of beauty in the universal human brain. Twenge, J. New York: McGraw-Hill Triandis, H. They looked at the standards of beauty in the universal human brain.
was a human universal that heavier women are viewed as the most attractive. Considerations for Conducting Research Across Cultures involved in studying people from one's own cultures. Williams, J., & Best, D. Journal of Personality and Social Psychology,
72, 1245-1267. You have probably heard something to the effect that people function best on a certain number of hours, and what this means is that people view it to be healthiest if someone goes to bed at night and stays there sleeping for a full 8 hours straight. In 1989 Harry Triandis, who had been conducting leading work in
culture and psychology for decades, wrote a highly influential article in which he argued that there are a number of cultural dimensions and aspects of the self-concept by which much of the observed variation across cultures can be understood (Triandis, 1989b). Cannabis-induced Koro in Americans. This was accomplished by asking people to indicate
how well a list of traits characterized them in a number of different situations—for example, when they were with their families, with the families, with the families of the families of
by people in their own culture than those made by people of other cultures (Chiao et al., 2008). An exploration of cultural variation in self-enhancing and self-improving motivations. 69 70 CHAPTER 3 CULTURAL EVOLUTION Ages. R., Jin, R., He, J. Birth cohort differences in self-esteem, 1988- 2008: A cross-temporal meta-analysis. N., Choi, H.-S.,
& Nijstad, B. London: John Murray. Sometimes the background faces showed expressions inconsistent with the target person (e.g., the target person was smiling but the background people were frowning), and sometimes they showed expressions consistent with the target person. His behaviors must adjust themselves to the constraints imposed on
him by his interdependence with others. He told the druggist that his wife was dying, and asked him to sell it cheaper or let him pay later. For bilinguals who learned their second language and another when 165 166 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION
they hear their native language (both parts are in Broca's area). This suggests that Americans do not essentialize female gender identity to a great degree. To be more confident that emotional expressions are universal, you would need to question people who hadn't had much experience with other cultures. (2014, June 18). Actions are seen as
morally wrong if they involve violating any rules or laws that the social order has maintained, regardless of what those rules or laws are about. Relations with Ingroups and Outgroups and for their mothers are not that distinct and both reflect on the self-concept. The results of her studies indicated that the Dani remembered colors in similar ways to
Americans, despite having such divergent color categories. Here, a psychological phenomenon is said to exist in multiple cultures, although the phenomenon is not necessarily used to solve the same problem, nor is it equally accessible across cultures. 415 416 CHAPTER 10 EMOTIONS The differences in facial expressions of emotions across
cultures are distinct enough that people can reliably guess the nationality of targets who are expressing emotions, even when the targets are of fairly similar cultural backgrounds. This is one reason why so much cross-cultural research has focused on university students. They are spending more time by themselves, and they are participating in fewer
organizational activities. T., 548 Bates, M. The secret to a good story that will get passed on thus appears to be one that, for the most part, is a tale of everyday expected events, with the occasional unexpected element. Psychological Medicine, 23, 999-1017. Journal of Sex Research, 40, 129-133. Child Development, 68, 557-568. L., Bain, E., McCrae,
R. Drukker, J. New England Journal of Medicine, 338, 1231-1232. And they frowned when they were angry, and so on. Journal of CrossCultural Psychology, 43, 1205-1228. One famous case is with the first human settlers to Tasmania. Miyamoto, Y., & Schwarz, N. SUMMARY T here is considerable debate about the best
way to conceive of emotions. British Journal of Social Psychology, 31, 111-124. Cultures Are Becoming Increasingly Interconnected Different cultures have always been in contact with each other, and trade, intermarriage, political alliances, immigration, and sharing of ideas and technologies have always occurred across cultures. When it comes to
these kinds of tasks, 2.5-year-old children are only about as smart as other apears to be the result of increased mistrust in the countries with many slaves (Nunn & Wantchekon, 2011). However, there is some evidence that the Five Factor Model is not sufficient to account for all
the personality variability in some cultures, because inventories generated from indigenous terms in some cultures reveal additional factors, and the evidence from subsistence societies is not as consistent as that found with industrialized samples. The text considers research findings from every populated continent, including many investigations of
subsistence cultures around the world, as well as explorations of the variance between ethnic groups within countries. However, more concrete scenarios also tend to be more specific (e.g., one could be helpful in situations other than helping a friend study). One way that this tyranny of the beautiful has been explained is that because the first thing
we often learn about someone is their level of attractiveness (we see it immediately when we first meet them), it is cognitively more straightforward to assume that they have other positive features as well, a phenomenon known as the "halo effect" (e.g., Kaplan, 1978). F., Kudaravalli, S., Wen, X., & Pritchard, J. Payer, L. God: Do I have your attention?
And the speed of these innovations has been growing at exponential rates (Price, 1963). The changing psychology of culture from 1800 through 2000. Can you think of other contexts where you might find a culture of honor? In particular, in areas where starvation is a real threat to people's lives, it does seem hard to imagine how people could seek to
binge and purge. "Why is it we never focus on the things unite us, us, likelike falafel?" A second code of ethics that conform with their roles in a community, which emphasizes that individuals have duties that conform with their roles in a community, which emphasizes that individuals have duties that conform with their roles in a community, which emphasizes that individuals have duties that conform with their roles in a community, which emphasizes that individuals have duties that conform with their roles in a community, which emphasizes that individuals have duties that conform with their roles in a community, which emphasizes that individuals have duties that conform with their roles in a community or social hierarchy. Again, the Americans were more likely to attend to the
foreground objects than the Chinese, who looked more at the background. J., 586 Chiao, J. At the very least, cultural differences in such disorders as automatically and uniformly unfolding from a set of innate biological causes. P., 134 Tamis-LeMonda, C. Novaya Zemyla is in the far north
The American pattern of emphasis on personal characteristics has emerged in many other Western cultures, such as those of Australia and Britain (Bochner, 1994), Whereas the Masai and Samburu pattern of a greater emphasis on roles and memberships
appears in cultures from much of the rest of the world—for example, among Cook Islanders (Altrocchi & Altrocchi, 1995), Malaysians (Bochner, 1994), Chinese (Triandis, McCusker, & Hui, 1990), Native Americans (Fryberg & Markus, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, & Meiring, 2013), Puerto Ricans (Hart, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, Van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, Van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, Van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, Van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, Van de Vijver, Nel, Rothmann, 2003), other African populations (Valchev, Van de Vijver, Nel, Rothmann, 2003), other African Populations (Valchev, Van de Vijver, Van de Vijver, Nel, Rothmann, 2003), other African Populations (Van de Vijver, Nel, Rothmann, 20
Lucca-Irizarry, & Damon, 1986), Indians (Dhawan, Roseman, Naidu, & Rettek, 1995), Japanese (Bond & Cheung, 1983), and Koreans (Rhee, Uleman, Lee, & Roman, 1995). R., 364 Smith, P. However, ethnic Tibetans have evolved genetic variants that allow them to thrive despite the low levels of oxygen (Yi et al., 2010). It would seem
that a good way to persuade someone who disagreed with you on a moral issue would be to speak to the moral foundations that the person cared about the most. Evidence for co-evolution of sociality and relative brain size in three orders of mammals. In this situation the researcher is FIGURE 4.3 Japanese typically maintain a larger somewhat at the
mercy of the translators. The jury and abjury of my peers: The self in face and dignity cultures. C., & Sadler, P. There were rumors that thousands of soldiers' bodies had washed ashore at various towns (the town names varied), that crab meat packed by the Japanese contained ground glass, and that the entire American Pacific Fleet had been
destroyed at Pearl Harbor (Knapp, 1944). Flaherty, J. Let's imagine that this study showed that, on average, the Jamaicans evaluated the high-status person more positively than the Indians did. Indeed, people in collectivistic cultures showed a higher correlation between their life-satisfaction scores and being respected by others for living up to
cultural norms when compared with people from individualistic cultures. W., Piff, P. Kawamura, S. 91-126). I., 27 Nosek, B., 500 Nouri, R., 373 Nowak, M. Health behavior and personal autonomy—A longitudinal study of the sense of control in illness. Looking for love? Looking over at where the man had been sitting, Ben noticed that the man had left
his coat unattended. Basking in reflected glory: Three (football) field studies corroborated that the participants made these divergent choices because of distinct self-expressive motives and not, for example, because the East Asians were trying to avoid taking the experimenter's last red pen (Kim & Markus, 1999; also see
Kim & Drolet, 2003). People who are low in bicultural identity integration, in contrast, tend to see their cultural identities in opposition with each other. Other species—for example, bears—do show a good deal of protective care from the mother; however, the father is nowhere to be seen. Prohibition never had majority support, but it FIGURE 3.15
Prohibition lasted as long as it did in seemed to have public support because few people the United States, in part, because of pluralistic were willing to publicly argue in favor of keepignorance. 7 LIVING IN MULTICULTURAL WORLDS CHAPTER OUTLINE Difficulties in Studying Acculturation What Happens When People Move to a New Culture?
W., & Tassenaar, V. N., 572 Robins, R. K., Maddux, W. Given that happiness is so pleasurable and apparently has such beneficial consequences, shouldn't people in all cultures Should We Study? Journal of Experimental Social
Psychology, 12, 392-407. Curiously, then, people appear to be somewhat autistic when they interact with people from other cultures, struggling a bit to interpret what kinds of emotions they are feeling. Language greatly facilitates cultural learning by allowing communication among individuals. The experimental method is an excellent solution for
correcting the methodological challenges in cultural research. Mentawai women from Indonesia file their teeth into sharp points so they have smiles not that different from a shark. Withingroups manipulations do not involve random assignment because every participant receives all the levels of the independent variable. Cultural evolution occurs
when ideas spread. The bears in Novaya Zemyla must be white, because the premises determine that this is so, and the content of the premises is arbitrary. Journal of Personality and Social Psychology, 73, 91-103. While this was going on, the Puritans in New England were inventing baseball. Most of us live in the West, watch movies that are by and
large made in Hollywood, and see the same magazine covers in the checkout lines. One of the employees was described as having excellent work performance and an adequate economic situation. The photos on the left are averaged faces of Japanese, and the photos in the center are
averaged faces of Eurasians. J., 464 Patwardhan, M. However, it is hard to imagine that Freud could have devoted so much thought and effort to exploring his introspections on these unsavory topics if he had felt much guilt for broaching them. Ickes, & R. They are then shown two smaller boxes and are asked to (a) draw a line in the first box that is
identical in length to the line shown in the top "stimulus" figure (this is termed an absolute length task), and then (b) in the second small box, to draw a line that is identical in proportion to the stimulus box (about 1/3—this is termed the relative length task). V., 131 Mark, N., 85 Markides, K. In 2000, fewer
than half of women and less than one-third of men Socialization Through Education had done so by this age (Henig, 2010). to have more rights than women). He refused to leave. The Sambia are not unique in having such initiation rituals—indeed, throughout history many warrior societies have had similar initiations to recruit and train male warriors.
What kind of hard evidence is there for the Whorfian hypothesis? This chapter explores how moral reasoning and perceptions of justice are both similar and different across cultures. S., 242, 243, 244, 323 Dzokoto, V., 421 Dzoko
regarding fairness. These are all emerging technologies that cross-cultural researchers are just beginning to employ. J., Goetz, J. Baseball was a foreign import that was grafted onto this existing culture, and the echoes of the indigenous sports remain. Think about that for a moment. One source of evidence that is consistent with this idea is that East
Asians appear to feel as good about themselves as Westerners do based on answers to a test that measures unconscious associations between the self and other positive words (Falk, Heine, Takemura, Zhang, & Hsu, 2015; Kitayama & Uchida, 2003). Protestant relational ideology and (in)attention to relational work settings. In A. In
general, though, modern medicine is grounded in scientific procedures. You are at risk for proving the stereotype. It was necessary for our bodies to change in other ways to accommodate the very large energy intake of our massive brains. For some immigrant groups within the United States the numbers are more striking: 59% of Latino-American
children and 90% of Asian-American children were either born outside the United States or are second-generation residents (Zhou, 1997). A glance at some bodily decoration strategies around the world reveals a good deal of cultural variation in what is viewed as attractive (Figure 11.2). Furthermore, the longer they have lived in the United States,
the more likely they are to engage in unhealthy behaviors, as they come to drink more, smoke more, and are more likely to become obese (Abraido-Lanza et al., 2005). For obvious ethical and practical reasons, however, we cannot go around enculturating people into different cultural worlds. The tendency for bicultural people to evince psychological
tendencies between those of their two cultures is termed blending. Suicides vary a great deal in the motivations that give rise to them. Are virtuous people happy all around the world? Personality and Social Psychology Bulletin, 34, 879-887. Medical Care, 42, 110-115. Level 1: The Preconventional Level At the
lowest level, individuals understand the cultural rules and labels of what is good and bad but interpret these labels in terms of either inner qualities, such as personality traits. Linguistic Relativity The most compelling
evidence that much of our competence with mathematics and numbers is learned through cultural experiences, rather than being innate, comes from looking at the numerical systems of various subsistence societies. These kinds of cultural experiences lead people to have either primarily independent or interdependent self-concepts. We'll explore this
way of thinking in more detail in Chapter 6, but 143 144 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY for now suffice it to say that cultures vary in the extent to which they habitually think of themselves in either of these two ways. Powerful feelings of romantic love could be somewhat irrelevant, or even problematic, for
marriage in cultures with strong extended family ties. Much recent research has explored how a wide variety of ways to prime culturally distinct ways (e.g., Hong, Morris, Chiu, & Benet-Martinez, 2000; Kühnen, Hannover, & Schubert, 2001; Oyserman & Lee, 2008). These
results suggest that the primary way that humans differ from other primates is in terms of their ability to learn from other society, a loss of one's original culture, and weakened social support. Chinese and Canadian 7-year-olds are more similar in terms of their
thoughts about the future than 9- and 11-year-olds are. D., 544 Needham, J., 372 Neff, L. (1904/1992). The issue with this for measuring values across cultures where there is chronically less personal safety that people express valuing it more. Etoro social structure: A study in structural contradiction. Consider
the following study that explored how these different principles of resource distribution were embraced across cultures (Berman, Murphy-Berman, & Singh, 1985). Another example of cultural learning can be seen in chimpanzees. New York, NY: Ballantine Books. I., 209 Reuben, C., 548 Reyes, J. Saccades are the extremely quick eye movements that
shift people's gaze from one fixation point to another. Religious adherents who are committed to the idea of a transcendent authority. They were in this hypothetical situation. Ethnocentrism and Interpreting Cultural Variability As discussed in Chapter 1, ethnocentrism is a
difficult barrier to overcome in trying to understand the ways of other cultures. Altitude also provides another strong selective force—people who live high up on the Tibetan Plateau, at altitudes that approximate the highest points of the contiguous United States, have access to only about 60% of the oxygen that exists at sea level. Journal of
Personality and Social Psychology, 55, 1009-1015. CONTENTS IN BRIEF Preface xix 1 What Is Cultural Psychology? 3 2 Cultural Evolution 67 4 Methods for Studying Culture and Human Nature 35 3 Cultural Evolution 159 6 Self and Personality 203 7 Living in Multicultural Worlds 255 8
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Experience Vary Across Cultures? 408 Emotions and Facial Expressions 409 Cultural Variation in Intensity of Emotional Experience 421 Emotion and Language 424 Cultural Variation in Kinds of Emotional Experiences 426 Cultural Variation in Subjective Well-Being and
Happiness 429 Conclusions Regarding Cultural Variation in Emotions 439 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS 443 Interpersonal Attraction 450 Close Relationships 450 The Four Elementary Forms of Interpersonal Attraction 451 Similarity-Attraction 451 Similarity-Attraction 451 Close Relationships 453 Close Relationships 453 Close Relationships 455 Close Relationships 455 Close Relationships 455 Close Relationships 456 Close Relationships 457 Close Relationships 457 Close Relationships 458 Close Relationships 458 Close Relationships 458 Close Relationships 458 Close Relationships 459 Close Relationships 459 Close Relationships 450 Close R
Relationships 455 Friends and Enemies 458 Love 467 xv xvi CONTENTS 12 13 MORALITY, RELIGION, AND JUSTICE 479 Ethnocentrism and Interpreting Cultural Variability 483 Kohlberg's Stages of Moral Development 484 Level 1: The Preconventional Level 485 Level 2: The Conventional Level 485 Level 3: The Postconventional
Level 485 Cross-Cultural Evidence for Kohlberg's Model 486 Ethics of Autonomy, Community 487 Ethic of Community 487 Ethic of Divinity 487 Ethic of Community 489 Ethics of Autonomy, Community 487 Ethics of Autonomy, Community 489 Ethics of Community 489 Ethics of Community 480 Ethics of Autonomy, Community 480 Ethics of Autonomy, Community 480 Ethics of Community 480 Ethics 680 Ethics 6
created a questionnaire that addressed people's reasons for choosing their aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students in aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students in aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students in aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students in aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students in aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students in aerobics classes and what they tended to do when the instructor initiated a move that was too difficult for them; she passed it out to students and the instructor initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated a move that was too difficult for them; she passed it out to students and the initiated and the initiated and the initiated 
provide. Journal of Speech and Hearing Research, 36, 1258-1270. Another study found that Americans value "humility" more than Americans (Peng et al., 1997). Journal of Personality and Social Psychology, 94, 516-530
She wanted to interview the Zinacantecans to find out about their experiences in textile production (see Greenfield, 1997). M., 36 Noels, K. He asserts that people in some other cultures—for example, the Balinese—do not tend to conceive of people's behaviors in terms of underlying dispositions but instead see them as emerging out of the roles
people have (Geertz, 1975). With age, people from different cultures diverge in their psychological experiences. Much of numerical reasoning appears to be a nonuniversal (Carey, 2004; Gordon, 2004), in that some of the cognitive tools involved seem to be present only among those who have been raised in cultures that use them (we'll discuss
cultural variation in numerical reasoning more in Chapter 9). E., & Russell, J. These differences in the kinds of consistency that people pursue can have marked effects on their behaviors. T., 41 NAME INDEX Bilger, B., 537 Bilsky, W., 300 Birch, S., 39 Biswas-Diener, R., 231, 432 Bivolaru, E., 293 Blackburn, T. Ethnographies usually contain rich
descriptions of a culture, or a particular situation or group of people within a culture, derived from extensive observation and interaction by an anthropologist. One key goal of cultures to be able to more confidently explore questions about human universals and human diversity. A
number of other variables were included in the study to explore what features of a culture predicted egalitarian gender views. A guiding assumption underlying research on happiness is the expectation that people necessarily want to be happy and that it would always be better if one were only a little bit happier. Sociological Review, 56, 309-325.
Why are the Japanese living longer? A., DeVinney, L. Another key factor that influences people's judgments of life satisfaction is which theory they embrace regarding how happy they think they should feel. Mazur, A. Your task remains the same: identifying the essay writer's true attitudes toward Castro. The participants were then shown the nuts in
the can and were allowed to inspect them for some time. Socialization Through Education Luria: If you had to put these in some kind of order, could you take the log out of the group? Their answers across the various questions were analyzed to
see whether age of immigration and number of years spent in Canada correlated to their levels of cultural identification. Geertz, C. By doing this the experimenter ensured that all passengers had to make a choice between pens of two different colors and that they also had to choose between pens that were either of a majority color (three or four pens
of the same color) or of a minority color (one or two pens of the same color). H., & Li, Z. Verkuyten, M., & Masson, K. At the same time, I've always clung to the belief, one that it is the act of adapting to a new culture that leads to more
creativity. People in pain. Pamuk, E., Makuk, D., Heck, K., & Reuben, C. M., 319 R Rabolt, N. Psychological researchers, who are almost exclusively from industrialized societies, have access to many color words and are hard-pressed to imagine what color perception could be like in a society where such words didn't exist. The contradiction is
accepted as it is, and they do not seem motivated to get rid of it. Cluster 1: Friendly & Conventional Region 251 B. Jungers (Ed.), Size and scaling in primate biology (pp. With current technology we still know strikingly little about how specific psychological phenomena are produced and represented in the brain (although we are making great
progress). People have noted for decades that FIGURE 7.16 Ang Lee is a good example of a highly creative person who has had experiences living in different cultural environments. H., Holcombe, K. E., 360-61 Journal du Textile, 293-94 Judaism/Jews arranged marriages, 469 characterization of humans, 321 display rules, 418 field dependence and,
353 Goddard's intelligence assessment of, 194 morality of thoughts and, 478, 502-4 sex anxieties, 321 Judeo-Christian beliefs creation myth, 89 moral code, 502-3 the "Word" in, 375 juggling, 13-14 justice, moral reasoning based on, 487 justice obligations, 492-93 K Kalahari Bushmen, 44 Kaling, Mindy, 273 Kaluli (New Guinea), 17, 417 Kamba, 79
Kardashian, Kim, 40, 41 Kazakh language, 264 Keel, P. The capacity to act in an intimidating way is universally present; however, it is evoked among some people only when they find themselves or their loved ones under threat. Cultural transmission and evolution. It is possible (although it has not yet been explored) that idealization does not predict
relationship longevity among people from collectivistic cultures as well as it does among people from individualistic cultures. Any imbalances are believed to ultimately lead to illness. We will consider such questions as these: How universal are standards FIGURE 11.1 Scarlett Johansson and Ryan Reynolds are certainly considered attractive in the
West. Indeed, the average house price was approximately $322,000 in 2007, $290,000 in 2008, and $257,000 in 2008, and $257,000 in 2008, and $257,000 in 2008. International Journal of Psychology, 26, 451-470. Some Other Ways that Cultures Differ in the Self-Concept Although the field of cultural psychology dates back to the 19th century, it had little theoretical foundation to build on until
Markus and Kitayama provided this distinction between independent selves. As you can see in Figure 7.10, the Japanese students' self-esteem scores were significantly higher after they had been in Canada for a while than when they had just arrived. However, moral reasoning is not just about having a gut-level reaction that some
kinds of behaviors are bad. The students were asked to describe themselves in an open-ended questionnaire. There thus appears to be some disagreement across cultures as to what the candidates for the "basic" emotions are. 308-329). An- ethnicity she is interested in dating, or what other study found that Asian-Americans would actually she thinks?
about diversity in TV. Rather, the kinds of bodies that tend to be seen as most attractive are often those that depart considerably from the average. Our self-concepts organize the information that is viewed to be relevant, they shape the concerns that we have, they guide us in our
choice of relationship partners and the kinds of relationships that we maintain, and they influence how we interpret situations, which, in turn, influences the emotional experiences that we have about them. There is much evidence for striking cultural variability in the average levels of subjective well-being reported by people from different countries.
J., 449 Hofer, T. Diener, E., Suh, E. Journal of Cross-Cultural Psychology. The results revealed that the judgments of Americans, and the judgments of Americans were more influenced by the bottom half of the photos (i.e., by looking at the
mouths) than the judgments of Japanese (Yuki, Maddux, & Masuda, 2007). F., & Jones, E. Not surprisingly, people who were born and raised in the United States share many similar cultural experiences, which leads them to have somewhat similar well-being scores. a day-to-day basis. Journal of Personality and Social Psychology, 52, 81-90. Which of
Shweder's three moral ethics are typically used by the orthodox and progressivists when they reason about moral issues? That is, they learned how to cook their food. However, the ways by which we secure the respect of our peers are influenced
considerably by our cultural environments. 95-117). D., 28 Knutson, B. This methodology allows the researcher to do a couple of kinds of analyses. Most events in our lives unfold in the context of the relationships we have with others. Computers, like our minds, take in information, execute various programs or heuristics to process that information,
and reach conclusions regarding the information considered. Research has shown that reference-group effects are potentially problematic whenever we are comparing cultures on how much they agree with statements with subjective response formats. One variable that matters is complexion. The average human spends approximately one hour per
day chewing food, in contrast with the six hours a day spent chewing by chimpanzees (Wrangham, 2009). between-group manipulation in which different levels of the independent variable(s). 8 min. Existing cultural habits influence and constrain the evolution of new cultural
habits. R., 549 Berntson, G. What are some of the challenges to consider if you want to compare two cultures on a survey that measured talkativeness? 395 396 CHAPTER 9 COGNITION AND PERCEPTION FIGURE 9.21 A Piraha man attempting to match the number of batteries shown to him. How did we evolve the capacities to become cultural
animals? For example, a 1-year-old child will point to a toy that he wants, indicating that he understands that his mother is not aware of where the toy is and that he is also motivated to share this information about the toy's location with his mother. In the case of this study, the researchers' approach was to correlate people's embarrassability scores
and their interdependence scores within each culture. L., 243 Lehman, D. These changes in our physical evolution allowed humans to develop much larger brains compared with other primates. Both of these components are necessary to be considered creative. People everywhere can consider themselves and others in terms of personality traits.
Running amok. Lutz, C. Hope, & F. Absolute Task Result: The "absolute" line should be 12 mm long. Moreover, there are different Does Emotional Experience Vary Across Cultures? The students were then given a cognitive test that had them try to solve as many anagrams as they could. It would be extremely difficult to achieve these
goals if one did not view oneself positively. All Rights Reserved.; p.69: © Corbis; p.71: © The New Yorker Collection, 1994, Mick Stevens, from cartoonbank. M., 522 Hanning, R. nonuniversal The fourth, and lowest, level of universality, which states that a given cognitive tool does not exist in all cultures and can be considered a cultural invention. E.
& Clayton, N. E., Vanwanseele, B., Burns, J., & Smith, R. Various indigenous groups have found themselves, through no choice of their own, having to adjust to a culture imposed on them by a colonial force. Kim, H. In their late teens they stop ingesting semen from others, switch roles, and start providing semen to younger boys, who perform fellatio
on them. Regularly encountered experiences can thus ultimately come to change the structure of the brain. After watching the model, the chimpanzees and children had the chance to use the rake themselves to get the object. Specifically, the chimpanzees and children had the chance to use the rake themselves to get the object.
termites. These stereotypes vary tremendously from place to place and across historical time. Psychoneuroendocrinology, 35, 932-943. Indeed, perceptions of discrimination and education are positively correlated among African-Americans (Forman, Williams, & Jackson, 1997), which might help explain why hypertension rates are higher among
higher-SES African-American males than among lower-SES African-American males (also see Gravlee, Dressler, & Bernard, 2005). Many other social ills—such as homicide rates, the prevalence of mental illness, illegal drug use, obesity, high school dropout rates, societal distrust, teenage birth rates, and lower status for women—are also associated
with a nation's level of income inequality (Wilkinson & Pickett, 2009). It is plausible that the cultural differences in the noun bias reflect this difference in thinking about the world. However, remember that in collectivistic societies (where parental decision making is more common) individuals tend to identify with their group's goals. M., 390 Feather,
N., 20, 314 Fehm, L., 577 Fehr, E., 543 Feinman, S., 228 Feldman, M. Evidence for Frame-Switching The previous two studies provide evidence that is consistent with a blending view of acculturation. brains, there must have been some significant selective advantage for humans to get them. H., & Isaacowitz, D. Likewise, when asked to do a simple
drawing task, such as coloring geometric patterns, European-Americans' drawings were judged to be more unique than East Asian drawings, and these preferences for Motivations to Fit In or to Stick Out What Color Pen Do You Prefer? That is, we need a way to measure cultures. For example, 261 Catholic saints were ordained in the Italian peninsular
since the 12th century. Richeson, J. Psychology & Marketing, 15, 423-441. Using faces to represent points in k-dimensional space graphically. Journal of Personality and Social Psychology & Marketing, 15, 423-441. Using faces to represent points in k-dimensional space graphically. Journal of Personality and Social Psychology, 104, 1077-1091. Secondary control reviewed and defined.
On the other hand, 20th-century pianist Glenn Gould's musical talents were indeed rare, and his obsession with music greatly interfered with his social life, but at the same time they made him one of the most famous pianists of his time. ACQUIESCENCE BIAS. People also differ in the extent to which they tend to agree with statements they
encounter. By cooking our food, we were able to evolve a much smaller digestive tract, which freed up much energy to be used by our brains. For example, imagine seeing someone use a tool, such as using a stick, to knock some outof-reach bananas off a shelf. This point holds more generally to culture: For the most part, our cultures remain invisible
to us, although everyone else can see them. Could we instead reduce those 10 skills to a smaller number? This is an excellent way to gain a rich understanding of another c ulture, but it can be time-consuming and costly. Tucker, D. The results of these studies were enormously influential and were interpreted as providing convincing evidence that
language does not affect color perception; also, the results more generally were interpreted to suggest that the Whorfian hypothesis was untenable in other domains as well. Body weight, dieting, and eating disorder symptoms among college students, 1982-1992. Most matches were over in a few seconds. So, for example, all individuals might get the
same size raise each year; however, those who have been at the company longer have received more raises and hence are being compensated more. Consider the challenge of trying to understand our own thought processes. The dopamine D4 receptor gene (DRD4) moderates cultural difference in independent versus interdependent social orientation
This code-switching has been discussed largely among sociologists in terms of the ways people need to act and present themselves to others in their respective cultures. Innovation indicators in the financial times. In collective contexts people are socialized to be concerned about the opinions of others and to find solutions that will fit with the goals of
students, who have primarily focused on comparisons of North Americans and East Asians, although many of the findings from East Asians are seen in other non-Western cultures as well. Making Meaningful Comparisons Across Cultures as well. Making Meaningful Comparisons Across Cultures as well.
be meaningfully interpreted. S., 316 Ji, L.-J., 171, 315, 349, 352, 353, 371, 372 Jobson, L., 589 Johns, M., 274, 277 Johnson, C. Ainu women of northern Japan often tattoo their faces in what looks like a moustache around their lips. Hofstede (1980) launched an ambitious project in trying to map out the cultures of the world when he first conducted his
massive study of cultural values of IBM workers. A second possibility for the causes of cultural differences in symptom presentation is that the symptoms experienced by people across different cultures may be the same 575 576 CHAPTER 14 MENTAL HEALTH but that people from some cultures tend to focus on, and hence notice, different
symptoms more than those from other cultures. Copyright © 2016, 2012, 2008 by W. Beyond the categorical/continuous distinction: A psychophysical approach to processing modes. Trivialization: the forgotten mode of dissonance reduction. T., Reyes, J. One could imagine other situations in which the hiker's heart would be pounding—for example of the categorical approach to processing modes.
being on a steamy date with an attractive partner—when the hiker would interpret his physiological sensations as indicating that he was in love. Consider for a moment why it is that you chose your college major. Furthermore, relationships not only occupy much of our time, they also represent some of our most significant concerns. For example,
you're probably not currently wearing a zoot suit, a corset, or a grungy flannel shirt. Journal of Personality and Social Psychology, 100, 271-281. However, if people are living in an environment with pronounced threats from various parasites (such as those causing leprosy, malaria, boils, or syphilis), it should be more important to select physically
attractive mates to better ensure that one will have surviving offspring. One can learn about another culture in a variety of different space situations. In sum, to the extent that Max Weber was correct more than a century ago, we can understand that some motivations toward work come from
religious ideas that 321 322 CHAPTER 8 MOTIVATION people encounter in their cultures. We might be concerned about moderacy and extremity biases, so we would first standardize our data. It can be problematic if one doesn't fit in with others, and it follows that people have anxieties centered around the key challenges in their lives. Individuals
will respond to those cultural messages in a variety of ways, with some embracing them more than others, and the fit between a given person's self-concept and the dominant surrounding culture is predictive of their behavior and well-being (e.g., Leung & Cohen, 2011; Zhang & Noels, 2012). People do not actually have to leave their country to be
confronted with the need to acculturate to a new set of values. Some details that might seem trivial at first glance could ultimately prove to be relevant. Localizing recent adaptive evolution in the human genome. This experience, which is quite common to many minority members, is known as identity is cultural identity is cultural.
called into question because he or she doesn't seem to match the prototype of the culture (see Figure 7.7). Psychology of Aesthetics, Creativity, and the Arts, 5, 200-207. Maines, R. Zax, M., & Takahashi, S. The locomotor anatomy of Australopithecus afarensis. Journal of Cross-Cultural Psychology, 33, 71-86. Meritocratic systems tend to breed
competition among workers, thereby potentially disrupting harmonious relations among them. For example, Toleration of Contradiction 367 one billiard ball is seen to move when another collides with it. The dependent variable was the change in participants' testosterone level throughout the experiment. Surely you feel that you chose what clothes
you would wear today; however, you might notice that the choice that you reached is quite similar to that made by your closest friends. The role of culture and gender in the relationship between positive and negative affect. People using this strategy have negative views toward both their heritage and their host cultures. Journal of Cross-Cultural
Psychology, 44, 552-573. (1988). B., & Rozin, P. Putnam, R. Transcultural Psychiatry, 37, 225-236. Imagine, then, my surprise upon moving to rural Japan and discovering that much of what I thought I understood about human nature didn't seem to explain how my new friends and colleagues thought and behaved. What does it mean to violate the
natural order of things? Biculturalism and adjustment: A meta-analysis. Acquired Physical Variation Across Cultures As we saw in the case of foot shapes, evidence suggests striking physical variations among people across the world that exist independently of genetics. P., & Gomby, D. Journal of Cross-Cultural Psychology, 44, 1263-1274. The pace of
life in 31 countries. R., 54 James, W., 404 Jamieson, D. In contrast, expressing their choices had little impact for the Asian-Americans and suggests that verbal self-expression is less of a concern for them. Factors That Cause Ideas to Spread Cultural evolution involves the spreading of new ideas. Asian-Canadians seem less interested in 435 436
                                                             things for the sake of anticipated positive feelings compared with European-Canadians. When asked to list whatever words come to mind when one thinks of the word "food," one of the top responses among American females was "fattening," a word that did not appear on the French lists of frequency.
responses (Rozin, Kurzer, & Cohen, 2002). Indeed, those with hikikomori, when considered by the criteria in the DSM-V, do not fit into a single category at all and are diagnosed with a wide range of conditions, including social phobia, obsessive-compulsive disorder, depression, and schizophrenia (Sakai, Ishikawa, Takizawa, Sato, & Sakano, 2004).
Tuttle, University of Chicago; p.522: Ryan Heffernan/Getty Images; p.525 (left): John Warburton-Lee Photography / Alamy; p.525 (center): Dorothy Alexander / Alamy; p.525 (right): Colleen Cahill/Design Pics/Corbis; p. The newly invented tool or practice needs to be replicated accurately enough that others have a solid foundation upon which to build
any future innovations. Reaching consistent conclusions on acculturation is difficult for researchers because acculturation acculturation is difficult for researchers.
American are so clearly distinct from each other, it follows that the information networks regarding "Chinese" ways of thinking would be relatively nonoverlapping networks, with very strong linkages within each cultural mindset. The best-known example is schadenfreude, the German term describing the feelings of
pleasure that one gets when witnessing the hard times that befall another. W., 83 Feldman, P. The cultural difference in embarrassability has thus been successfully unpackaged. Will money increase subjective well-being? Behavioral and Brain Sciences, 12, 1-49. It is not easy for outgroup members to become part of the valued ingroup, and it is rare
for a member of the ingroup to lose his or her privileged status and fall into the outgroup category. Talhelm, et. The variables that might distinguish the kinds of people who receive education from those who do not. A number of features from this
illustration are key to understanding this kind of self-concept. Before the onset of agriculture about 10,000 years ago, humans everywhere lived in small subsistence societies. Again, we can see that cultural distance reliably predicts how difficult one's acculturation experiences will be. Weiss, M. Journal of Psychosomatic Research, 11, 213-218. If
people believe that God is judging them on the basis of what their soul has done, it follows that they are more likely to view the soul as being the cause of the individual's behaviors. Copyright © 1975 by Kojo Gyinaye Kyei and Hannah Schreckenbach. In one experiment, Chinese and 213 214 CHAPTER 6 SELF AND PERSONALITY Western
participants (the Westerners were native English speakers from various countries who were living in China at the time) were instructed to, while they were in a f MRI scanner, consider how well a number of trait adjectives characterized themselves or their mothers (Zhu, Zhang, Fan, & Han, 2007; Figure 6.7). They played significantly fewer games
when either the third-graders or their classmates made their choices for them. useful, 372-74 Russian cultural-historical school view of, 30 useful, 86-87 identity denial, 273-74 Ifaluk (Micronesia), 424 Ignatieff, Michael, 92 ignorance, pluralistic, 109-11 IKEA, 91 iklas, 425 illness cultural shaping of medicine, 551-55 theories of cause of, 551-52 see
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364 ethic of community, 490-93 expression of embarrassment, 418 SUBJECT INDEX "family meals" study, 120 gender equality views, 225, 226 Hindu views of gender identity, 228-29 income and health, 546 marriages, 469, 470, 473-75 parenting interactions with infants, 174 resource distribution principles, 506-7 schizophrenia, 584 self-
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226 growth of Islam, 482 Muhammad cartoon controversy, 480-81 suicide, 579 tension between Christian faith and, 480-82 Israel/Israelis arranged marriages, 474 idea generation, 373 Italy/Italians choice making, 333 cultural innovations built on previous structures in, 104 display rules, 418 Goddard's intelligence assessment of, 194 height, 536
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Motivation and achievement. For example, one study found that although, in general, lower-SES people had worse health outcomes, those with lower SES who felt that they had much control in their lives had levels of health and well-being that were comparable with those in higher income groups (Lachman & Weaver, 1998). K., 94, 312 Canino, G.,
571 Cannon, T. The idea of groups as agents is rather unfamiliar to psychologists, who tend to equate agency with individuals, and this might reflect the path of our field's development, growing largely out of Western, individuals, and this might reflect the path of our field's development, growing largely out of Western, individuals, and this might reflect the path of our field's development, growing largely out of Western, individuals, and this might reflect the path of our field's development, growing largely out of Western, individuals, and this might reflect the path of our field's development, growing largely out of Western, individuals, and this might reflect the path of our field of the Whorfian hypothesis that begs to be asked here is whether people who do not
have number terms in their language can understand the concepts of those numbers. This finding replicates previous findings with Americans (Ickes et al., 1973). Most Westerners (and Western philosophers, for that matter) condemn the decision by the Police Chief and Judge. Psychological Bulletin, 103, 193-210. However, as with so many other
psychological phenomena, this research was conducted almost exclusively with North American participants. This tautological answer reflects the difficulty in identifying a universal in that there are no cultures in which people live as lone individuals. In sum, we have an
impressive arsenal of tactics to protect and enhance our selfviews. Signs of appeasement: Evidence for the distinct display of embarrassment, amusement, and shame. Their identity is not shared with others and thus is perceived to be fundamentally unique. Holy anorexia. How did people from these different groups describe themselves? Once a
knowledge network exists, when any part of that network is activated through priming, the other parts of the network should also be activated. Asian Affairs, 35, 22-32. learned helplessness The feeling of being unable to control or avoid unpleasant events, which causes stress and potentially depression. U., & Fehm, L. Personality and Social
Psychology Bulletin, 29, 939-949. The researchers 419 420 CHAPTER 10 EMOTIONS reasoned that you couldn't just ask people to make certain facial expressions before inquiring about their emotional experiences, because they might come to suspect the purpose of the study (e.g., why did the experimenter ask me to smile before he asked me to
rate my happiness?), and this would affect the findings. The higher status that they have as conquerors appears to provide them with enough health benefits to more than make up for their greater genetic vulnerability to malaria (Wallace & Wallace, 2002). Proceedings of the National Academy of Sciences, 103, 135-140. The children read a number of
scenarios about a past state of affairs (e.g., they read about a child who was always sad) and were asked to predict a future state of affairs (e.g., how the child would feel tomorrow). A theory of social comparison processes. Wenar, C. This exercise reveals the extent of culture's influence on people's identities in at least two ways: one rather superficial,
and one much deeper. The experiment provides a method that transcends the methodological shortcomings of comparing means across cultures. One reason is that people of lower SES backgrounds are more often vigilant to threat when compared with their wealthier comparing means across cultures. One reason is that people of lower SES backgrounds are more often vigilant to threat when compared with their wealthier comparing means across cultures.
Kraus et al., 2012). Importantly, in this second stage, participants are provided with situations generated by both of the comparison cultures. G., & Buss, D. Culture and hallucinations: Overview and future directions. J., Morales, L. Several studies have found evidence that cultures vary in the intensity and transparency with which people express their
emotions in their faces (Ekman, 1972; Friesen, 1972; Matsumoto, Yoo, & Fontaine, 2008). International Journal of Behavioral Development, 29, 552-563. It remains to be seen, however, whether acculturative changes are as slow for people from all cultural backgrounds. Journal of Experimental Social Psychology, 43, 221-232. Rozin, P., Fischler, C.,
Shields, C., & Masson, E. Then we would be able to explore whether the order of the conditions affected people's responses (the astute reader might notice that in this hypothetical study the order of the conditions is a between-groups manipulation). H., Stoeber, F. I'm also very grateful to the rest of the terrific staff at W. Imagine that you need to
pound something, and you have to create something that would help you with the pounding. The ways that people think thus are not just due to the influence of the mainstream culture with which they interact but are also influenced by cultural traditions of their ancestors, some of which might date back many generations. Some of those rewards are
evident in presidential elections, where the respective campaigns invariably criticize each other for appearing inconsistent (see Figure 6.14). Some Pitfalls of Acculturation The discussion thus far assumes that the adjustment migrants undergo when moving to a new culture is largely a good thing. Albany: State University of New York Press. On the
other hand, not all disadvantaged minorities suffer adverse health outcomes. C., 454 Dunlap-Hinkler, D., 374 Dunn, E. Among industrialized nations, the correlation between a country's GINI coefficient (which reveals the extent of income inequality in the country) and the average life expectancy of its citizens at birth is r = -.81, a remarkably strong
negative relation (Wilkinson, 1994). 1 2 3 4 *I certainly feel useless at times. Cultural influences on Facebook photographs. Expanding opportunities by opening your mind: Multicultural engagement predicts job market success through longitudinal increases in integrative complexity. J., 27 Goren-Inbar, N., 54 Gornik-Durose, M., 233 Gotlib, I.
Sometimes the effects of stereotype threat can even be elicited by what may seem to be positive reminders of a stereotype. (Ed.) (2004). The strong relation between SES and health remains an enormous puzzle that is occupying researchers from many fields around the globe. 41 famous, and their legions of fans come to follow their every move. Other
values reflected collectivistic goals, such as belongingness, friendship, and respect for the elderly. The middle panel shows that those who moved to Canada between the ages of 16 and 30 did not come to identify more with Canada the longer they were in Canada. Y. In one study, university students who were either of European-American cultural
background or who had recently moved to the United States from East Asia had their brains scanned using functional magnetic resonance imaging (fMRI) while making 11 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Arguments for cultural variability in psychological processes are controversial, and this controversy reveals the differing
underlying assumptions that are embraced by many psychological researchers. L., 567 Knightley, Keira, 450 knowledge cultural, 161 from formal schooling, 191 knowledge network (brain), 282-83, 288-89 Kohlberg, Lawrence, 484-87 S-19 S-20 SUBJECT INDEX Koller, S. Two languages, two personalities? T., Jr., & McCrae, R. S., 469 Slingerland
E., 244 Smart, J. Progress in Neuro-Psychopharmacology and Biological Psychiatry, 26, 383-386. W., Naidu, N. However, it is also possible that in some cases the disorders reflect culturally specific ways of thinking that are not really meaningful in other cultures. Nineteen eighty-four. Journal of Social Psychology, 71, 3-10. Singapore: Singapore
University. As you read through this book, I encourage you to examine the kinds of experiences that you have had and the ways that you think, and contrast them to the descriptions provided of people from other cultures. Natural selection has parallels in cultural evolution, as some ideas are more likely to attract adherents than others and thus
become more common in subsequent generations. Hence, if a researcher conducts four studies on a topic, each using a different method, and these results all converge with his predictions, the researcher conducts four studies. The
genetic evidence suggests that a relatively small population of Homo sapiens quickly expanded in Africa before some humans left that continent, and as a result of this quick expansion, there's far less genetic variability across the different races of humans than there is across different populations of chimpanzees. But you're also told that there's
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another person, whom you'll never meet, who has been paired with you. How people go about acquiring languages is the question that has attracted the vast majority of research on sensitive periods in humans. Given how brawny other ape species are (orangutans and gorillas are far stronger than chimpanzees), that FIGURE 2.1 The chimpanzees of
Noell's Ark Gorilla Show common ancestor was likely at least as never lost a bout to their human challengers. Further evidence for the cross-cultural generality of the Big Seven factor model: Indigenous and imported Spanish personality constructs. Examination of the cultural difference in observed maternal control R-25 R-26 REFERENCES and
child compliance. Tasmanians appeared to have lost some key technological knowledge over that time, such as the ability to make bone tools, cold-weather clothing, fishhooks, and boomerangs (Bowdler, 1982; Jones, 1995). 563 564 CHAPTER 14 MENTAL HEALTH Although it may be evident with the instance of dhat syndrome that it would be
quite fruitless to try to apply an unfamiliar South Asian diagnostic category within North America, what may be less obvious is that the reverse of this situation is how much cross-cultural psychiatry has been conducted (Kleinman, 1988). (2001, June 14-17). Liget is experienced when one is insulted, disappointed, or irritated, but especially when one
is envious of another. postconventional moral reasoning in which rightness is determined by whether the behavior meets abstract ethical principles of justice and individual rights. Applied Animal Behaviour Science, 48, 81-98. My colleagues and I explored this question by contrasting the similarity-attraction effect between Japanese
and North Americans (Heine, Foster, & Spina, 2009). Then we could measure whatever dependent variable interested us. Psychiatry, 22, 225-237. Similar patterns have been identified among some subsistence societies today, where two sleeps are punctuated by a period in the middle of the night, when people get up to tend to the fire, maybe have a
snack, converse quietly, play music, or have sex. Imagine that you're left to survive by yourself on King William Island, located far to the north in the Canadian Arctic. For example, although the Japanese macaques were able to learn Imo's technique of washing potatoes, they didn't learn it very well. However, as the American sample got older, they
were more likely to make dispositional attributions, whereas their situational attributions remained largely unchanged. School violence and the culture of honor. The first place in the Christian Bible that we see clear evidence that thoughts were to be moralized is in the New Testament, where Jesus made the point later echoed by Jimmy Carter, "You
have heard that it was said 'you shall not commit adultery': but I say to you, that everyone who looks on a woman to lust for her has committed adultery with her already in his heart" (Matthew 5: 27-28). However, some aspects of the ways people express their emotions are shaped by cultural learning, and people are less accurate at recognizing facial
expressions of people from different cultures than of people from their own culture. Bleidorn, W., Klimstra, T. (2007). H., 528 Petes, E., 532 Peters, H. In a second condition, a different group of chimpanzees and children observed the model use the rake in a rather ineffective way—dragging it with the teeth down (see Figure 2.4). E., & Wiseman, C.
When Jean was 11, her family left Haiti and moved to a town in rural Quebec. (c) The relation between average group size and neocortex ratio of various species of primates (Dunbar, 1993). According to Nisbett and colleagues, cultural differences in ways of thinking between Westerners and East Asians persist to this day because ancient Greece and
Confucian China provided the intellectual groundwork from which modern Western and East Asian societies have evolved. We are socialized to think that particular ways of doing things are good and moral—usually, the very ways that are common within our own culture. For example, the physiological signals of fear that we experience on
encountering a bear in the woods serve us well in aiding to get our body out of harm's way. & Cacioppo, J. Individuals are nothing if not variable, and the findings that are identified in the studies reported in this book do not apply equally to all members of cultures; the studies reflect average tendencies within cultural groups, and sometimes those
cultural groups are extremely broad, such as contrasts between "Western" cultures (the latter encompassing cultures that have been exposed to Chinese Confucian cultures that have been exposed to Chinese Confucian cultures that have been exposed to Chinese Confucian cultures and "East Asian" cultures (the latter encompassing cultures that have been exposed to Chinese Confucian cultures that have been exposed to Chinese Confucian cultures that have been exposed to Chinese Confucian cultures (the latter encompassing cultures that have been exposed to Chinese Confucian cultures that have been exposed to Chinese Confucian cultures (the latter encompassing cultures) and "East Asian" cultures that have been exposed to Chinese Confucian cultures that have been exposed to Chinese Confucian cultures (the latter encompassing cultures) and "East Asian" cultures that have been exposed to Chinese Confucian cultures (the latter encompassing cultures) and "East Asian" cultures (the latter encompassing cultures
this research has been enormously aided by the experiences that I had living in Japan for two years prior to starting graduate school, and again living there as a researcher while I was conducting many of the studies. First, your participants will likely have poorer English skills than your translators. amok A phenomenon found in Southeast Asia
whereby an individual has an acute outburst of indiscriminate violence followed by amnesia and exhaustion. For example, contestants in the Miss America pageant and Playboy centerfolds have become thinner over the course of the past half century (Garner, Garfinkel, Schwartz, & Thompson, 1980; Sypeck, Gray, & Ahrens, 2004; Sypeck et al., 2006)
and the number of articles published in women's magazines on methods for weight loss have also increased (Wiseman, Gray, Mosimann, & Ahrens, 1992). Self-enhancing illusions among Chinese schoolchildren. Cocking (Eds.), Cross-cultural roots of minority child development (pp. The social readjustment rating scale. Our hominid ancestors were
using simple stones and suffering the concomitant bruised fingers for millions of years before a Pleistocene Einstein figured out how to attach the stone to a stick. Much research has found that bilingual participants respond differently when tested in their native language and in their second language (Bond, 1983; Ross, Xun, & Wilson, 2002).
However, the question raised here is an interesting one to explore more generally. unsolicited advice, 463 speaking to children, 375 SRI scores, 225 subjective well-being, 430-31 suicide, 579 throwing, 523 toleration of contradiction, 368-71 transition to adulthood, 190-91 vegetarianism, 500 weight, 271 and work as a spiritual task, 319-20 work
attitudes, 320-21 universal mental health syndromes, 564, 572-85 anorexia, 567-68 depression, 572-76 schizophrenia, 582-85 social anxiety disorder, 576-78 suicide, 579-82 universal psychologies, 5 uni
facial expressions, 409-13 findings, 118-19 functional, 21 moral development, 486 psychological, 18-22 romantic love, 468-69 sexuality, 17-18 social foundation of human nature, 455 thinking, 5 University of Pennsylvania, 108, 494 university students, studies targeting, 123-24 unpackaging cultural differences, 146-48 upward social comparison
305, 307 U.S. Public Health Service, 194 useful ideas, spread of, 86-87 usurped choice condition, 336 us vs. These five moral intuitions are perceived to be universal concerns for all 499 500 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE humans; however, some cultures and some people differ in terms of which of these concerns they
emphasize. For example, in one study Russians were almost twice as likely as Americans to say that their last offered by Americans was found to be contingent on whether it was requested, whereas for Russians, the amount of advice offered was largely unaffected by whether or not it
was requested (Chentsova-Dutton & Vaughn, 2012). One cannot really understand many of the customs of the Ilongot unless one understands liget. The relation of parenting syle to adolescent school performance. Benedict, R. Why did we end up becoming the scrawny ape species that could get trounced by all the others? Wedorf & A. A., Falk, J. R.,
27 Sonoda, N., 209 Sorenson, E. Social Psychological and Personality Science, 4, 511-520. Ethos, 30, 25-48. Science, 306, 496-499. R., Kumar, S., & Berlia, N. The Two-Factor Theory of Emotions Not everyone saw things the same way as James. Laboratory studies that manipulate independent variables in controlled settings would be especially useful
to explore Weber's thesis. L., Nilsen, G. Conducting Cross-Cultural Research with Multiple Methods A key point to realize about research is that no single study is perfect. Thinking about it this way suggests that humans did not just evolve biologically to the point that they could cross over a magic threshold and become cultural beings. S., & Lepper,
M. Alternatively, another effective strategy is to immerse oneself in another culture to learn it firsthand. The field of cultural psychology has largely explored this second explanation. However, there is considerable variability across regions of sub-Saharan Africa, with countries like Botswana, Swaziland and Namibia faring reasonably well, and
countries like Malawi, Zimbabwe, and Liberia faring quite poorly. It is our experiences in these culturally shaped situations that lead us to adopt habitual ways of thinking about ourselves and our worlds. Kim notes that among the ancient Greeks, Homer concluded that there was no greater skill than to be a good debater, and Socrates thought that
knowledge existed within people and could be revealed only through verbal reasoning. It is easy to imagine how language skills provided a survival advantage to humans. (1973). Likewise, I am indebted to Sheri Snavely for her inspiration and keen judgment that led to the Second Edition. The striking similarity in this unique pattern of suicides, and in
the restricted geography of them, suggests that these ritual behaviors have become part of the local cultural environment. That is, the tyranny of the beautiful did not seem to be evident in a Ghanaian context, arguably because Ghanaian known been have been to be evident in a Ghanaian context, arguably because Ghanaian context, a
proposed to account for the rapid rise in hikikomori cases: a decreasing valuation of work due to the relative economic comfort of Japan, the spread of more lenient and overprotective parenting norms, the decline in birth rate that has eroded the security
and predictability of career opportunities (Furlong, 2008; Ogino, 2004; Teo, 2010). But this notion that happiness as "our being's end and aim" is found equally across cultures appears to be questionable. The most compelling kind of evidence that one could gather to test whether humans have a sensitive period for language acquisition would be to
experimentally raise some children with no language input until they were 15 or so and then try to teach the unfortunate subjects a language and measure their performance. Four Acculturation Strategies FIGURE 7.5 Attitudes Toward Heritage Culture Integration Assimilation Marginalization Positive or
negative attitudes toward one's host or heritage cultures yield four different acculturation strategies. Social influences in the development of cognitive style. V., Hare, B., and Tomasello, M. Each time a man ejaculates he loses semen and jerungdu, but once he is a man he is capable of replacing it by ingesting some white tree sap. 55-173). In contrast,
Christian doctrine is based in part on the Hebrew Bible (known to Christians as the Old Testament) but is primarily oriented toward the New Testament, which includes the teachings of Jesus. In contrast, when a Zande develops a sudden and acute illness, it is believed to be the result of a sorcerer casting a spell on them. Berger, P. Human cumulative
culture: A comparative perspective. Suedfeld, P., Tetlock, P. Emotional experience varies more across cultures than people's facial expressions for the basic emotions. F., 39 Lachman, M. L., & Adonu, J. A society without fathers or husbands: The Na of China. Not only are there pronounced cultural differences in attitudes toward love, but current
attitudes in the United States, particularly among women, are very different from what they were a few decades ago. Li, L. Paradoxes of modernization and material well-being in the Netherlands during the nineteenth century. Windfall and socially distributed willpower: The psychocultural dynamics of rotating savings and credit associations in a
Bengkulu village. Along a similar line, descriptions of daily emotional experiences were compared among Japanese and Americans (Kitayama et al., 2000). Culture and the role of exchange vs. Y., 577 Chang, W. The task was set up so that people reported out loud how much they saw the light move. Last, in the epinephrine-uninformed condition,
participants were given an injection of epinephrine but were falsely told that it would not have any side effects of increased arousal. Social class, ethnic group, and male mortality in New Zealand, 1974-78. Humans, like other species, evolve in response to selection pressures from their environment, and they continue to evolve today. Furthermore,
because one's time on earth was to be spent serving God through one's calling, rather than enjoying the fruits of one's labor (the fun times for Puritans were not perceived to begin until after they had died and gone to heaven), any accumulated wealth was to be reinvested to further one's efforts and to accumulate even more wealth and evidence of
one's status among the elect. Close Relationships uncommon in the context of all the marriages that have occurred throughout human history. The CEO of the sequential structure of actions by chimpanzees. American Sociological Review, 31
615-630. Chief Wahoo is the cartoon caricature of the mascot for the Cleveland Indians baseball team (Figure 7.9). Journal of Cross-Cultural Psychology, 42, 651-668. The three competing theories were evaluated to see which one was best able to account for the evolution of primates' large brains (Dunbar, 1992). For example, you may guide
shoppers through a supermarket freezer by letting them know that the frozen peas are located in front of the Brussels sprouts and to the left of the pyrogies. Immune cognition and vaccine strategy: Beyond genomics. That Asian-Canadians slept similarly to European-Canadians suggests that sleep is affected more by local cultural norms than by their
heritage cultural norms. Currently, worldwide, an estimated 130 million people are living in countries they were not born in—approximately the same number as the population of Japan (Figure 7.2). At first glance, this difference would seem to suggest that the European-Americans encountered more satisfying events in their week than the Asian-
Americans. Similar trends hold for post-graduate degrees: For example, the number of PhDs granted per year at Canadian universities increased by 64% from 1988 to 1998 (Statistics Canada, 2001). That is, the majority of the low-status people, regardless of whether they were from Brazil or the United States, viewed the man's behavior as immoral
Developmental Psychology, 26, 398-408. Oberg, K. Like a ratchet, which can go forward but does not slip backward, cultural information can continue to accumulate without losing the earlier information can continue to accumulate without losing the earlier information. The percentage of 25-year-olds and older with a backelor's degree has increased consistently across decades (Figure 3.12). However, the Inuit
have come across a cultural solution to their insufficient UVR: They eat a diet that is especially rich in fish and sea mammal blubber, which are high in vitamin D, and thus they do not FIGURE 13.3 Skin color varies dramatically around the world. Other studies have also found evidence for greater professional success with multicultural experiences
(Maddux et al., 2014; Tadmor, Galinsky, & Maddux, 2012). On average, across all cultures for which there is adequate longitudinal data, people in the current generations. Reflecting this, more recently discovered mathematical concepts are more
complex than ones that were discovered earlier, and when children learn mathematical concepts in school they do so in roughly the same order that the mathematical concepts were discovered—you first need to understand the relatively simple principles of geometry before you can begin to make sense of the more complex principles of calculus
(Mesoudi, 2011). In sum, working-class adults participate in a different cultural world from that of upper-middle-class people. K., Hsu, C. If the researchers had more knowledge about the culture prior to
investigating it, they would have been able to conduct their research in a far more effective way. Dynamic social impact: The creation of culture by communication. Some were based on exaggerations (one person was murdered in the Superdome, and a total of 10 people died while at the Convention Center and Superdome); however, most of the
stories that were circulated turned out to be completely fabricated—false rumors that arose in the chaos of the aftermath (Welch, 2005). Rivers, W. Controlling for all the other variables, Stevenson still demonstrated that schooling led to improved contextual memory, spatial memory, serial memory, and visual and sequential analysis. Carnegie, D.
Now, these findings raise a big question. By that standard of quality of life, the Palestinian Territories and the Democratic Republic of Congo would score the highest in the world (Population Reference Bureau, 2006). One study explored this question by examining the predictions made by children attending a summer school in Mallorca, Spain
(Balcetis, Dunning, & Miller, 2008). This tendency to ignore situational information (such as the conditions under which the writers' assumed attitudes) is known as the fundamental attribution error. On the cultural guises of cognitive dissonance: The case of Easterners' assumed attitudes) is known as the fundamental attribution error. On the cultural guises of cognitive dissonance: The case of Easterners' assumed attitudes) is known as the fundamental attribution error.
and Westerners. G., Bersoff, D. Piedmont, R. Miller, G. Self-esteem as folk theory: A comparison of European American and Taiwanese mothers' beliefs. Note that this kind of analysis is protected from the response biases described above, because even if Indians and Jamaicans have different reference groups, moderacy biases, or acquiescence norms
we are explicitly comparing Indians with Indians, so these response biases are not affecting our comparisons. However, this cannot be the key factor in the findings discussed earlier, because most of the contemporary American data are based on those who are native-born and speak English at home, and the ethnic backgrounds of the samples are
examined separately. Do you think it's possible to develop a way to accurately measure people's cognitive abilities that is equally valid for individuals everywhere in the world, regardless of their experiences? G., & O'Malley, P. For example, if a company gets caught up in an embarrassing scandal, the president of the company will lose face, or if a
child is expelled from school, the child and his family will lose face. D., et al. The difference is that the Moken develop this ability without explicit training and by regularly participating in cultural practices of diving for food. Personality and Social Psychology Bulletin, 37, 1376-1388. Studia Psychologica, 15, 140-147. Schneier (Eds.), Social phobia:
Diagnosis, assessment, and treatment (pp. What information would you use to solve the murder? Journal of Personality and Social Psychology, 93, 831-844. I know that I am not selfish or uncaring. P., Osterman, L. B., Borden, R. The dictator game, as well as some other related and more complex economic games, has been played in more than a dozen
different societies around the world. Cognitive aspects of infant development. R., & Ambady, N. She visited the Dugum Dani, a stone-age agricultural population living in Irian Jaya whose aforementioned language purportedly has only two color terms. Students who are from the schools and countries that perform the best on international measures of
academic achievement tend to rate their academic abilities as worse than those from the worst-performing schools and from the worst-performing achievement tend to rate themselves to the familiar life they once knew. What counts as a choice? One
study investigated themes in magazine advertisements in Korea and the United States, evaluating them as expressing either uniqueness or conformity (Kim & Markus, 1999). The reasoning for this link between wealth and height is that wealth brings with it a healthier diet, especially around the ages when people tend to go through growth spurts,
such as in infancy and in adolescence (Steckel, 1983). Copyright © 1998 NCS Pearson, Inc. Cultures that have few number terms also seem to map numbers onto space differently. Personality and Social Psychology Bulletin, 28, 311–323. We can also consider how cultures that have few numbers onto space differently. Personality and Social Psychology Bulletin, 28, 311–323. We can also consider how cultures that have few numbers onto space differently. Personality and Social Psychology Bulletin, 28, 311–323. We can also consider how cultures that have few numbers onto space differently. Personality and Social Psychology Bulletin, 28, 311–323. We can also consider how cultures that have few numbers onto space differently. Personality and Social Psychology Bulletin, 28, 311–323. We can also consider how cultures that have few numbers onto space differently.
cultures have become more individualistic over recent decades. Rumors are of course not limited to Katrina. Hence, how one judges the appropriateness of sacrificing an individual for the good of a group varies across cultures. equality matching A type of relational structure based on the idea of balance and reciprocity in which people keep track of
what is exchanged, and they are motivated to pay back what has been exchanged in equivalent turns. To be diagnosed with the disorder of dhat syndrome, one must have a particular set of beliefs are derived from particular cultural
contexts. Goodenough (Ed.), Explorations in cultural anthropology: Essays in honor of George Peter Murdock (pp. Emotions and Facial Expressions When you're happy, you tend to orchestrate the various muscles in your face to construct a beaming smile. Journal of Applied Sport Psychology, 18, 240-253. Let's start this one from the very beginning
207-236). Further research suggests that this frame-switching is 289 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS Value Endorsement by Culture and Priming Condition 6.4 Amount of Endorsement by Culture and Priming Condition 6.5 European Individual Values Asian-American Individual Values and Priming Condition 6.5 European Individual Values Asian-American Individual 
EuropeanAmerican Collective Values Asian-American Collective Values of European-Americans are more affected by independence and interdependence primes than the values of European-Americans are. Cultural distance is the difference between two cultures in their overall ways of life. For example, putting pressure on a
point on one's heel could be seen to help relieve a headache. However, culture also shapes the psychological experiences of doctors, and therefore it shapes how doctors think about your health. The effects of group pressure in perception: A cross-cultural conformity study. Gislen, A., & Gislen, L. Supporting this, the most creative ideas in one study
were found when team members were primed with both individualistic and collectivistic ideas (Bechtoldt, Choi, & Nijstad, 2012), and the most creative ideas in another study emerged when people were exposed to aspects of multiple cultures (Leung & Chiu, 2010). New York, NY: American Museum Science Books. R., Yu, Y., Jackson, J. Rumors arise
in all kinds of situations, particularly in times of war or disaster. W., & Bartsch, K. This difference in an ability to learn from others can help make sense of why humans are the only species that has real cultural accumulation. This participant's responses indicate that people have an obligation to respect God's commands and that people would be
better off if they did just that. When you speak, one idea follows another. Oishi and Diener (2003) found that when given a choice to play either basketball or darts, European-Americans tend to choose the activity they do well whereas Asian-Americans do not (also see Peters & Williams, 2006). If your instructor operated on the principle of need, he or
she would give the best grades to those students who were most in need of them. Marsella & G. H., Carstensen, L. L., Miyamoto, Y., & Ryff, C. Rogoff, B. One is born into a family within a network of relatives, and these relationships are not up for negotiation. Norasakkunkit, V., Kitayama, S., & Uchida, Y. A., 374 Herdt, B., 15 Herman, E. E., Woo, M.,
Duan, N., Vila, D., & Meng, X.-L. Given this, it is quite striking to see the many different ways in which infants are raised around the world. Level 3: The Postconventional level, moral values and principles are seen to exist separately from the authority of the social groups that hold them. For example, the Japanese 163
CHAPTER 5 DEVELOPMENT AND SOCIALIZATION language does not have a phoneme for the sounds "la" and "ra." Likewise, the Japanese language does not have a phoneme for the sound of "ba." Consequently, an adult who was exposed only to the Japanese language cannot
perceive the differences between "la"s and "ra"s, or between "ba"s and "ba"s a
 across cultures Happiness Disgust Surprise Sadness Anger Fear USA 97 82 91 73 69 88 Brazil 97 86 82 82 77 Chile 90 85 88 90 76 78 Argentina 94 79 93 85 72 68 Japan 87 82 87 74 63 71 Source: Ekman & Friesen (1971). The measurement of intelligence is one of the most contentious issues in psychology. The Fundamental Attribution Error
Imagine you experienced the following: You read an essay written in the 1960s by a person who was asked to write about Fidel Castro, who at the time was widely perceived as the United States' number-one enemy. Likewise, one can reduce the range of interpretations for an item by asking participants to make a forced choice between two or more
response alternatives—for example, "Which of these two responses would you be more likely to choose if you were in such a situation?" This removes concerns over reference-group effects because people are no longer answering the question by comparing themselves to some imagined standard but rather are comparing two or more response options
and are making their choice from them. D., 182, 199 Hess, T. Emotional wellbeing of Taiwan students in the U.S.: An examination of pre- to post-arrival differential. Chicago, IL: Year Book Medical Publishers. Cultural differential differen
refuse to eat (Rosen, 2003). Interestingly, the results indicated that people were better able to recognize the faces they had previously seen if they had not tried to describe them before. Culture and Sleep Sleep is a biological necessity that serves such essential physiological functions as allowing for physical rest and repair (Adam & Oswald, 1977).
consolidating memories (Diekelmann & Born, 2010), and clearing out metabolites from the brain (Xie et al., 2013), although many of the specific functions of sleep remain poorly understood and continue to be debated. American Psychologist, 65, 237-251. The meaning and consequences of perceived discrimination in disadvantaged and privileged
social groups. New generations of chimps are not likely to be any better at fishing out termites than their ancestors were, millions of years ago. This Wild Boy of Aveyron, as he was called, was coached to speak for several years by a teacher. Instead, one is often better off using more concrete measures that will be perceived more similarly across
cultures. The psychology of literacy. The question is thus whether people who speak different ways as well. Gentner, D. A hierarchical framework has been proposed for considering whether particular psychological phenomena or cognitive tools are universal (Norenzayan & Heine, 2005). A robust finding from the
and Americans were compared with regard to their self-consistency. It is possible that one's hypothesis is correct but that the study has insufficient power to be able to provide support for it. Standardizing is a powerful statistical tool, but it does alter a data set, and sometimes in problematic ways, depending on the comparisons we are trying to
color was green. S., 28 Loya, G. Countries or regions of the world that were largely populated by immigrants should thus be expected to have disproportionate numbers of people with temperaments, such as extraversion, that motivated them to immigrate in the first place (Kitayama, Ishii, Imada, Takemura, & Ramaswamy, 2006; Turner, 1920). Going
for the gold: Models of agency in Japanese and American contexts. Liebowitz, D. Psychological Bulletin, 131, 763-784. The key variable of interest was how long it took participants to respond when the tone and the meaning of the words were in conflict. Bräuer, J., Call, J., & Tomasello, M. People do not tend to eat, say, one and a half individual-
serving containers of yogurt—rather, they tend to eat however much yogurt is in a single container. Psychological processes that emerge in quite different ways across cultures. For example, when asked to list the names of popular American TV shows or to list
the number of American practices they engaged in (such as what music they listened to, or what sports they played), Asian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had their identity denied came up with longer lists FIGURE 7.7 As an Indian-Americans who had the property of the 
who did not have their identity denied frustration that she is asked questions that White celebrities don't get, such as what or White Americans (Cheryan & Monin, 2005). Temperature and aggression: Ubiquitous effects of heat on occurrence of human violence. One study contrasted people from the United States with those from France, Germany,
produced by errors in self- or social prediction? Close Relationships One extensive study compared marriages (Gupta & Singh, 1982). C., 544 Seginer, R., 326 Seligman, M. Yet despite being unaware of these specific kinds of cultural
information, the participants still ended up thinking in ways that were consistent with the primes they saw. REFERENCES Miller, P. Emotions turn out to be remarkably difficult to define. Why is adolescent rebellion more of a problem in modern industrialized societies? In one study, for example, Chinese toddlers
were found to use more verbs than nouns (Tardif, 1996), and in another, there was no evidence of a noun bias among Korean toddlers (Choi & Gopnik, 1995). (1926). Consider the following study: Japanese and American college students were asked to list as many success or failure experiences they could remember having had in their lives (Endo &
Meijer, 2004). Rendell, L., & Whitehead, H. Journal of Personality and Social Psychology, 34, 366-375. The controversy regarding the similarities and differences of people's emotions in the first place. Germans too have less-developed skills at
throwing compared with Americans (Ehl, Roberton, & Langendorger, 2005). A., 248, 405, 412, 414, 424, 426 Rutkow, I. According to this view, all of human thought is sustained and expressed through accumulated human-made ideas as they are practiced in day-to-day activities (e.g., Luria, 1928; Vygotsky, 1929, 1978). FIGURE 10.9 Americans and
Indians both recognize the photo on the left as a prototypical embarrassment display. Helping others gives us a reputation for being a co-operator and increases the likelihood that others will in turn help us when they have the chance. General psychology would argue, then, that virtually all of human psychology is universally experienced in similar
ways. The low-status participants were not relying much on an ethic of autonomy and instead seemed affected by their emotional reaction to seeing a violation of the perceived natural order. In contrast, East Asians (and people from many other cultural traditions) tend to reason in holistic ways, understanding objects and events as being
fundamentally connected with each other, bound to a background context, continually changing, and governed by harmonious relations. The goal of this enterprise is laudable; it is an effort to map out the world in terms of personality traits—for example, to identify the countries where the most extraverted or the least agreeable people reside. What
beauty standards do you think are the most different across cultures? A., 89 O Oakley-Browne, M. One way is to extrapolate linearly from the recent migrants often realize that their language skills are not yet good enough for them to fully function in the new environment. Since graduation
Mr. B. His own words best summarize this claim: "almost all individuals in all cultures use the same. In cultures where arranged marriages are to think in ways consistent
with their cultural values and to evaluate practices in terms of how well they fit with a culture's views on what is good or bad. Indeed, there was clear evidence to support this: People in individualistic societies were far more likely than those in collectivist societies to base their life satisfaction on how many positive emotions they were experiencing.
C., & Van Brakel, J. Most likely, the trend toward increasing average levels of education will continue for some time. Sakai, M., Ishikawa, S., Takizawa, M., Sato, H., & Sakano, Y. Sadly, those who had lived in Japan for more than 5 years were just as negative toward Japan as those who had been there for just over 1 year and who appeared to be in the
depths of the crisis stage. By systematically scanning scenes, Asians are better able to detect changes in backgrounds than Westerners' tendencies to attend to focal objects allows them to outperform Asians on tasks requiring keeping track of multiple objects (Savani & Markus, 2012).
A., 500 Plakias, A., 514 Plaut, V. Is beauty talent? This is because these people can fluidly react to external cues in culturally consistent ways. A second question asked how bad it would be if Mr. B. That's not how you motivate people—telling them how difficult things are going to be and emphasizing how poor their skills are. This suggests that talking
and thinking are very much Performance on Raven's Progressive Matrices Depending on Condition and Culture FIGURE 9.13 1 Talking Effect Score 0.5 0 EuropeanAmericans on IQ test items, although saying the alphabete strength and thinking aloud impairs the performance of AsianAmericans on IQ test items, although saying the alphabete strength and thinking aloud impairs the performance of AsianAmericans on IQ test items, although saying the alphabete strength and thinking aloud impairs the performance of AsianAmericans on IQ test items, although saying the alphabete strength and thinking aloud impairs the performance of AsianAmericans on IQ test items, although saying the alphabete strength and thinking aloud impairs the performance of AsianAmericans on IQ test items, although saying the alphabete strength and thinking aloud impairs the performance of AsianAmericans on IQ test items, although saying the alphabete strength and the a
aloud while thinking has little impact on their scores. International Journal of Social Psychiatry, 56, 178-185. Oettingen and Seligman (1990) investigated whether people in East and West Berlin different steps, and thus their cultural learning
accumulated, because they were more likely to reward each other, were more likely to teach each other, were more likely to reward each other, and were more likely to reward each other.
nervosa. This suggests that attitudes toward gender equality are part of the cultural discourse and shape people's views in those cultures. They ran another study using the same "asshole" manipulation described above. Journal of Personality and Social Psychology, 52, 163-176. information. For most of human history, the typical way of sleeping was
likely to have these two sleeps with a period of wakefulness in between (Worthman & Melby, 2002). K., 377 Alvarez, A., 427 Alvarez, A., 428 Al
citizens (OECD Health Statistics, 2013). Perhaps FIGURE 9.2 An example of a Rorschach ink blot. Tishkoff, S. European Journal of Social Psychology, 20, 207-220. J., 392 Rashid, M., 145 Raste, Y., 416 Ratliff, K., 466 Ratner, C., 384 Ratner, H. R., & Vyse, S. Kazakh 76 Other studies have found that sojourners from Japanese 70 more distant cultures
suffer from more distress, require more medical consultations (Babiker, Cox, & Miller, 1980), and have more social difficulties in general (Furnham & Bochner, 1982) than those who traverse less cultural distance. C., & Bourgeois, M. Siegler, R. All typically take what they need and contribute what they can, without any recordkeeping. traditionally so
in the South Pacific (Pollack, 1995). A., & Zeanah, C. KEY TERMS 7. negatively when they believe that they do not have any choice in a situation. Journal of Economic History, 58, 779-802. These increasing interconnections allow ideas that emerge in one culture to have an influence on people in other cultures, thereby hastening the process of
cultural evolution. Management and Organization Review, 6, 351-370. Why would researchers want to "unpackage" a cultural difference? The boundary distinguishing ingroups is less consequential to self-construction for those with independent selves, and it should hence be experienced as rather fluid and permeable. Their results
showed a clear pattern: East Berliners were far more likely to be showing overt signs of depression than West Berliners (Figure 8.10). associative reasoning Making decisions of categorization based on how similar the events appear to each other. Su, C., & Hynie, M. LeVine (Eds.), Culture theory: Essays on mind, self and emotion (pp. This disorder
has become a social epidemic with tragic consequences for the families involved (see Jones, 2006, for a discussion). The impact of culture on adaptive versus maladaptive self-enhancement. First, this analysis revealed that the notion of individual selves
didn't really emerge in Western literature until the 12th century, when the Christian concept of the salvation of individual souls. This cultural diversity makes it rather futile to make any specific statements about the culture of Toronto that would apply to all its citizens
There have been occasions of koro epidemics (see Sinha, 2011). Psychological Review, 106, 766-794. In sum, people who speak differences do not emerge arbitrarily, and there are some strikingly consistent patterns across languages. In sum, the evidence
suggested that color perception and memory were largely independent from the color words that were in a language. "Big deal, That would would be be aa D D in That in any any other other country." country." country." country." alarger percentage of East Asians might have been thinking like North Americans, and after
three generations, virtually 100% of Asian-Canadians were thinking like European-Canadians. Obeyesekere, G. In Yoruba thought, the person is viewed as the union of the ara (body), emi (mind/soul), and ori ("inner head"), each of which come into existence by specific gods (Adeofe, 2004). Kohlberg's Stages of Moral Development The most influential
model of moral reasoning in psychology was created by Lawrence Kohlberg (1971; see Figure 12.2). J., 56 Burrus, J., 326 Burrus, J., 327 Burrus, J., 328 Burrus
Culture and Fairness that people learned norms to play fair as a result of cultural experiences with markets. A content analysis of classic Christian and Buddhist texts (e.g., the Gospels of the Bible and the Lotus Sutra) as well as contemporary Christian and Buddhist self-help books revealed that high-arousal states were encouraged more in the
Christian texts whereas low-arousal states were encouraged more in the Buddhist texts. A clear virtue of manipulating independent variables in cultural research is that doing so can provide us with a comparison that is not limited by the response biases associated with questionnaire research. Depending on the situation, and the role that the person
occupies in that situation, the person's experience of their self will vary accordingly. Although there is a great deal of agreement among doctors around the world regarding the causes of various illnesses, their symptoms, and their recommended treatments, there is also a surprising degree of cultural variation. This disagreement gets to the heart of
the controversial debate on linguistic relativity—that is, the extent to which the ways people think are influenced by the words they use, as discussed in Chapter 9. Cognition and Emotion, 16, 29-59. In contrast, among Indians this was the least popular principle. World Heath Organization. Also, people who are having trouble in their classes are more
likely to take remedial courses if they embrace incremental theories of self than if they tend to favor entity theories (Hong, Chiu, Dweck, Lin, & Wan, 1999). & Nisbett, R. The South has also had more tolerance for other aggressive pursuits. Recently, the Internet has allowed for many relationships to develop in cyberspace, but these still are based on the second of the second 
interactions, virtual as they may be. Money again?" Cultural Variation in Subjective Well-Being and Happiness average subjective well-being scores than are much higher than would be predicted by the variables of wealth, human rights, and equality (Diener, 2001), whereas countries in East Asia show much lower subjective well-being scores than
differences in a phenomenon between such populations (e.g., Japanese versus American students) does not necessarily mean that the phenomenon is not influenced by culture; it could instead mean that you don't have a powerful enough contrast to be able to detect the influences of culture. Journal of CrossCultural Psychology, 38, 284-301. Culture
gene coevolution of individualism-collectivism and the serotonin transporter gene. Applying this rule would lead you to conclude that Flower B to Group 2 and Flower B to Group 2 and Flower B to Group 1. If "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A," and if "A" is always changing into "not A,"
world, contradiction is not something to be rejected, but should be accepted. Saunders, B. Hence, we can shift the blame for our poor grade elsewhere and think to ourselves, "The professor was impossible to understand," or "I didn't have enough time to prepare for the exam because of my cousin's wedding." Or, you might try basking in the reflected
glory of a successful group to which you belong. Beja-Pereira, A., et al. Sussman, N. That is, we might start to perceive groups as agents, as entities that can make decisions and exert control. The findings were quite striking, as seen in Figure 8.13. 243 244 CHAPTER 6 SELF AND PERSONALITY People from different cultures do indeed appear to
differ in the extent to which they embrace incremental views of self. Evidence of hominin control of fire at Gesher Benot Ta'aqov, Israel. Here, I'm not referring to the systematic differences that exist across cultures—the focus of much of this chapter. These massive gains in IQ remain control of fire at Gesher Benot Ta'aqov, Israel. Here, I'm not referring to the systematic differences that exist across cultures—the focus of much of this chapter. These massive gains in IQ remain control of fire at Gesher Benot Ta'aqov, Israel.
researchers then did a search on Google for the number of times each of the folk tales was listed. Archives of General Psychiatry, 68, 241-251. The hidden structure of overimitation. It was no contest—the men always lost. The Guugu Ymithirr tendency to conceive of directions in ways that are not relative to their bodily location appears to be more
common among subsistence populations throughout the world and is also more similar to the ways that chimpanzees understand directions (Haun, Rapold, Call, Janzen, & Levinson, 2006). What do you think? In contrast, the vast majority of Americans selected option 3 as the most desirable of the many different possible combinations of sleeping
arrangements. On average, those countries that promote human rights the most tend to have the happiest citizens. Stereotype susceptibility: Identity salience and shifts in quantitative performance. Brain, 121, 1841–1852. Culture and the acquisition of nouns and verbs. They had little reaction to the insult. Beware of friends: The cultural psychology
of relational mobility and cautious intimacy. However, the IQ test that shows the largest increase across time is the Raven's Matrices, which was originally developed as a "culture-free" measure of IQ , as it doesn't require any specific cultural knowledge or language skills. For example, the average height of Europeans tended to shrink during the
Industrial Revolution as people began to move into the cities, populations swelled, and average caloric intake dropped in many places (Komlos, 1998). Much cross-cultural research has explored the applicability of Kohlberg's model. This is the largest encephalization quotient of any mammal (Martin, 1981), except for the very tiny, yet remarkably big
brained, shrew. Sexual orientation serves as a key basis of identity in the United States. Likewise, those who saw the Chinese primes explained the fish's behavior more in terms of the group influencing it than those in the neutral prime condition
J., & Marin, G. Norenzayan, A., Choi, I., & Nisbett, R. For holistic thinking also involves interacting with the content that one is thinking about and participation in the context within which one is
doing the thinking. Moreover, the independent self, as discussed in Chapter 6, is perceived as relatively immutable and consistent. American Psychologist, 63, 169-181. Internal representations of facial expressions of emotion. Likewise, Asian-Americans have been shown to be more influenced by information
shameful sexual activity. Nature, 399, 682-685. Attribution of success and failure revisited, or the motivational bias is alive and well in attribution theory. Journal of Personality, 69, 803-818. 52%). Culture shock can be so problematic that some people decide to quit their sojourn; some can end up having very negative memories of their experiences
Gabrenya, W. The quiet therapies: Japanese pathways to personal growth. International Journal of Eating Disorders, 12, 209-214. The same geography thus results in quite different cultural practices (see Richerson & Boyd, 2005, for a review). L., 577 Lopez, S. Given the inherent difficulties in addressing these questions, I think this is a good occasion
subordinates need to act in accordance with the wishes of authority figures. S., 140, 423 Mosimann, J. Good luck, dear. S., Del Prado, A. Likewise, when White Americans were exposed to multicultural arguments (Holoien & Shelton
2012). These benefits, together with the greater exchange of ideas permitted by the denser populations in Eurasia, allowed for inventions such as steel, ships, and writing systems to emerge much earlier there than in the Americas. Having attended several aerobics classes in both Japan and the United States, Morling noticed some differences in
number of profound implications as we explore the ways that cultural experiences shape our thinking. The spontaneous expression of pride and shame: Evidence for biologically innate nonverbal displays. Acculturation and adaptation. G., & Nagayama Hall, G. These studies suggest that the cultural display rules governing the deamplifying and
masking of emotions in East Asia might be leading East Asians to experience fewer and less intense emotions than Americans. Collectivism appears to be associated with the generation of useful rather than novel ideas (Erez & Nouri, 2010). Thousand Oaks: Sage. Copyright © 1997 by Jared Diamond. S., 221 Johnson, J., 165, 170 Johnson, N. In
contrast, people from Western cultures tend to stress the malleability of the world relative to the individual (Su et al., 1999). Cultural Innovations Build on Previous Structures Why should aspects of culture persist across time, especially as people from those cultures face new challenges, technological innovations, and historical changes? However
the majority of this research, as you'll see, has been conducted with people from East Asian cultures, such as China, Korea, and Japan, with results usually compared to findings from Western samples. Here is one example of how we influence others through our relationships. Likewise, do you think the Ilongot might ever feel the same kinds of
emotions that you do? The individual in cultural adaptation: A study of four East African peoples. In sum, the cultural practice of dairy farming, which brought with it various nutritional advantages, led to the selection of lactase persistence among cattle-raising populations. REFERENCE-GROUP EFFECTS. Figure 4.4 illustrates another problem with
comparing survey results across cultures. N., 27 Shen, C., 134 Shen, H., 457 Shennan, S., 82 Sherman, D. M., & Zektick, I. M., 520, 521 Weber, M., 102, 317, 318 Wee, C. When asked to arrange the same stimuli to match their earlier order, Dutch participants arranged the items from right to left, and Guuqu Ymithirr participants arranged them from
east to west. Marrying someone because you have fallen in love with that person is a relatively new idea and is likely somewhat TABLE 11.1 Mate selection practices among 186 small-scale societies Practice Men Women Parents choose partner; individual cannot object 17% 23% Individual choice
and arranged marriages are both acceptable alternatives 18% 17% 3% 3% Individual selects partner autonomously; parental, kin, and/or community approval necessary or highly desirable alternatives 18% 17% 3% 8% Individuals, parents, kin, and others must reach agreement on an
appropriate match Source: Based on Broude & Green (1983), pp. Alternatively, if you found no difference between two cultures in how people view their relationships, this would suggest that collectivism and people's views of relationships are unrelated. In contrast to this emphasis on beliefs in Christianity, much of traditional Judaism emphasizes
particular practices, such as keeping kosher by avoiding certain foods, such as pork. E., & Ybarra, O. If all three conditions are present, with enough time you will have natural selection. R., 276 King, L., 429 Kinias, Z., 339 Kirmayer, L. Antecedents of and reactions to emotions in the United States and Japan. These tragic instances lack the rigorous formula selection.
 experimental control that would allow us to draw firm conclusions (but see a controlled experimental study conducted in impoverished Romanian orphanages suggesting that early experiences with caregivers are critical for language and cognitive development; Nelson, Fox, & Zeanah, 2013), and it is clearly
difficulties might have stemmed from the abuse they experienced rather than their lack of language exposure. A., 469 W Waddar, M., 500 Wager, T. This view not only highlights that reality is in flux but also indicates that opposing truths can be simultaneously accepted. E., & Masuda, T. 14 MENTAL HEALTH CHAPTER OUTLINE What Is a
Psychological Disorder? Her biography highlights a real challenge for studying cultures. Kufungisisa (thinking too much): A Shona idiom for nonpsychotic mental illness. Understanding the association between socioeconomic status and physical health: Do negative emotions play a role? �� The use of this information does not imply endorsement by
the publisher. Brains require an enormous amount of energy to operate. Religion and well-being: The moderating role of culture and an oxytocin receptor polymorphism. These are not trivial changes. Gendron, M., Roberson, D., van der Vyver, J. Albion's seed: Four British folkways in America. Henrich, J., McElreath, R., Barr, A., Ensminger, J., Barrett,
C., Bolyanatz, A., et al. It appears to take three generations of living in Canada for the self-esteem of East Asians to fully approximate that of European-Canadians. Doing so might increased yield would go to the country as a whole rather than to his own private livelihood. Is it culturally universal? (1997a). Are Chinese
children more compliant? The values that Asian-Americans and European-Americans rated were compared across priming conditions. If what you say is viewed to be consistent with what is in your head, then speech can serve an important role for self-expression. Choices do not appear to play as large a role in Indian life as they do for North
Americans (see Figure 8.8). Orwell, G. K., Kitayama, S. C., 326, 575 Chang, Y. Then, the experimenters can check to see whether the different coders are making the alphabet, indicating that their thoughts while solving that task
apparently were verbal and were interfered with by their verbal recitation of the alphabet. A., Reed, F. They had started to think more and more like the locals around them. The different ways that we have shape the decisions that our
schools make for educating people. Journal of Personality and Social Psychology, 88, 121-138. Explicit self-regard: Evaluating self and friend in two cultures, communal sharing A type of relational structure in which the members of a group emphasize their common identity, and each have the same rights and privileges. M.,
21 Herrmann, B., 512 Herrmann, E., 60, 62 Herskovits, M. When the websites were short, there was no cultural difference in how long it took participants to find the images. When thinking about Mickey Mouse, people are thinking about "American ideas" more generally, which increases the likelihood that they will explain the behaviors of fish by
focusing on the individuals. What is the fairest way to distribute them? Would Ryan Reynolds and Scarlett Johansson cause heads to turn in other parts of the world; part of the Five Factor model of personality. The Dutch
economy did not start to recover until the second half of the 19th century, and then the average height of Dutch people increased accordingly as their average incomes increased, and continued to increase until this day (Drukker & Tassenaar, 1997). McWorld: Terrorism's challenge to democracy. It is perfectly reasonable to assume that the essay
writer expressed his or her true attitudes. They found the same pattern of findings as with the fish. Researchers have argued that the noun bias indicates that nouns are more salient, refer to more concrete concepts, and are easier to isolate from the environment than other words, such as verbs, and this is why children learn them first (Gentner,
1982; Gleitman, 1990). Last, students in the ingroup choice condition were shown the same options and were told that they were assigned to a particular spaceship because "that was what most of the students in your class wanted." That is, the students did not have the freedom to choose, but they could expect that their fellow classmates likely made
pretty good decisions. Personality and Social Psychology Bulletin, 36, 731-741. K.-Y. Migrants are defined as those who intend to stay only temporarily (known as sojourners) and those who intend to move permanently (known as
immigrants). Throughout most of the world, these kinds of family arrangements would be viewed as incomprehensible, as many other cultures are more firmly entrenched in a Gemeinschaft tradition. On the other hand, if the Two-Factor theory of emotions is correct—that emotions are interpretations of physiological signals—this suggests that in
addition to a physiological basis, emotions are grounded in the belief systems that shape people's interpretations (for a thorough discussion of this see Lindquist et al., 2012). G., & Keil, F. London: Allen and Unwin. Hence, if we wish to understand why people behave and think in the ways that they do, we need to also consider the kinds of cultural
information that people encounter in their daily lives. That is, there is a large universal component of recognizing facial expressions and a smaller culturally specific component. Cambridge, England: Cambridge University Press. F., Babbitt, C. For example, they could choose which of four icons would represent their spaceship and which of four names
they would give to their spaceship. analytic thinking A type of thinking characterized by a focus on objects and their attributes. Similarity affect interpersonal similarity in Japan and the USA. Likely, the success of your experiences has depended on
how old you were when you started to learn the new language. We reasoned that immigrants who move to a new culture after a sensitive window had closed would have a difficult time adjusting to their new culture. Relationships between milk consumption and height in NHANES 1999-2002. Some comparative aspects of socialization in Japan and
Germany. Because of these differences between the children who received education and those who did not, it is not appropriate to simply compare the cognitive differences between the two groups. Psychology has largely relied on narrow and unrepresentative samples, which weakens its ability to address questions about how well findings from any
particular study generalize to other human samples. These arguments are controversial because the evidence for the universality of a process often depends on the level of abstraction by which that process is considered. P., Kessler, R. A social cognitive approach to motivation and personality. Hindu religion, female identity is viewed as pure, Some
Other Ways that Cultures Differ in the Self-Concept strong, and powerful. Lincoln: University of Nebraska Press. K., 322 subjective self-awareness, 237 sub
group size in, 58 Müeller-Lyer illusion perceived by, 23 punishment views in, 21 researching, 123 sleeping arrangements in, 175 sleep patterns in, 58 suburbanization, 94, 95 success parental focus on, 184 responses to, 314-15 suicide, 579-82 The Sun Also Rises (Hemingway), 292 Sung Myung Moon, 474 Surinamese, 426-27 surprise, 409-12
Sursurunga (Papua New Guinea), 510 surveys, 114, 116, 124-37 acquiescence bias, 131-32 in culture of honor case study, 152 deprivation effects, 132-35 response biases, 127-29 socially desirable responding, 128-29 translation of questionnaire items, 125-28 susto, 570
Suzuki, Ichior, 582 Swaziland, 105 Sweden/Swedish income and health, 547 self-descriptions, 209 women as elected officials, 225 SUBJECT INDEX Swedish American Sociological Review, 65, 19-51. There is no substitute for firsthand experience, Psychological Science, 10, 80-83, Japanese superheroes
are collectivists. For example, imagine that I believe that other people think that I am rude, and if I am in a state of objective self-awareness, then I should come to think of myself as rude as well. Also, the same authors looked at how frequently the expressions "happy nation" and "happy person" were used in a Google NGram database of American
books and found that uses of the term "happy nation" have steadily dropped over time, whereas the term 429 430 CHAPTER 10 EMOTIONS 0.000018 0.0000018 0.0000018 0.0000019 0.0000018 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000019 0.0000
1960 1980 Year FIGURE 10.12 According to the Google NGram database of books published in the U.S., the use of the term "happy person" has steadily increased since the 1920s. How do people experience this adjustment? Presentation at the Canadian Institute for Advanced
Research. Although people from both cultural groups tended to disagree with the Police Chief and Judge's decision, Americans were more likely than the Chinese to view SUMMARY this decision as morally wrong. It's a tool by which we can use cultural differences themselves to shed light on the nature of underlying processes. On "feeling right" in
cultural contexts: How person-culture match affects self-esteem and subjective well-being. A., 386 Macpherson, L., 580 Maddux, W. An answer can be seen in a variant of the study that Asch conducted (1962). Sitting beside this person in the lab were a number of other students who appeared to be participants
as well. For example, he argues that Mental Health Treatment anorexia didn't exist in the same form in Hong Kong prior to the relatively recent importation of the concept, which encouraged both psychiatrists and clients to interpret some related symptoms in this light, and that posttraumatic stress disorder wasn't much of a problem in Sri Lanka
following the 2004 tsunami until enough local people had met with well-meaning Western aid workers who insisted that they must be suffering from it (but see Jobson, Moradi, Rahimi-Movaghar, Conway, & Dalgleish, 2014, for some evidence of common symptoms of PTSD across cultures). However, before we can be confident that the psychological
processes that we're investigating have been influenced by culture, it's important that we have a confident understanding of what the cultures are like in the first place. Diagnostic considerations. They found that these two variables were significantly related within both Japanese and American cultures. Psychological Bulletin, 98, 310-357. The past
couple of decades have been an exciting time, as an abundance of new research xix xx PREFACE continues to demonstrate that culture is not just a thin veneer covering the universal human mind. This reflects how negative stereotypes about cultures tend to be motivated by beliefs that stem from particular circumstances, such as a conflict over
resources (e.g., new Irish immigrants competing for low-paying jobs with poorer Americans), the remnants of historical conflicts (e.g., the centuries-old struggles between Great Britain and Ireland), disenfranchisement, and ignorance about talking is very
much grounded in Western cultural practices, and that talking can affect people from different cultures in quite different ways. Henrich, J., & Gil-White, F. Journal of Personality and Social Psychology, 42, 5-37. Wrangham, R. (2007, September).
array of different symptoms, including a burning sensation, a loss of breath, hysterical blindness, sleep- FIGURE 14.4 People who suffer from frigophobia have a deep fear of catching a cold and will wear ing, and eating disorders (James, 2002). There are many people in the restaurant; you wait a quarter of an hour and the waiter has not yet come to
your table to take your order." Participants were asked how angry they would be, and which of four strategies they would take. Race and the schooling of Black Americans. As the BBC correspondent, James Rodgers, put it: "You can't really say 'Mind your own business!' in Russian. What are the consequences of living in a multicultural world in which
some of the cultures are actively discriminated against? Self-image resilience and dissonance: The role of affirmational resources. Color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually, color is an especially appropriate domain for investigating this question because, perceptually appropriate domain for investigating this question because and the properties of the pro
variable, as we have particular color terms for certain ranges of light wavelengths within the color spectrum. On the other hand, math is an especially Socialization Through Education appropriate subject for cross-cultural investigation because everywhere you go the answers are the same. It operates through natural selection. R-31 R-32
REFERENCES Kuroda, Y., Hayashi, C., & Suzuki, T. S., & Sherman, D. Fitting in or standing out: Trends in American parents' choices for children's names, 1880-2007. Psychological Science, 15, 527-533. Hence, the easier it is for migrants to learn the language of their host culture, the better they should fare in the acculturation process. The shifting
basis of life satisfaction judgments across cultures: Emotions versus norms. What might we find if we looked in a non-Western context? Personality and Social Psychology Bulletin, 33, 409-421. The symptoms of these two conditions are relatively homogeneous, both within and across cultures.
attempted during that time (a measure that should indicate how much intrinsic motivation the students had toward the game). 71-95). (1939/1994). Why? Asian American-White American differences in expressions of social anxiety: A replication and extension. Two kinds of manipulations of independent variables can be performed in psychological
research. Indeed, East Asians are big consumers of brand-name luxury goods (e.g., more than half of the business in Louis Vuitton luxury bags and Remy Martin cognac occurs in East Asia; Wilson, 1994), and a key motivation for this acquisition is to achieve social recognition of their status (Kim & Drolet, 2009; Park, Rabolt, & Jeon, 2008). Why do we
have love? Journal of Communication, 46, 13-25. Language and the bicultural self. For example, in the above study, both American and Japanese more when they responded to Japanese more when they re
do so, researchers calculated the ratio of the volume of the neocortex (the outermost layer of the brain that is concerned with higher functions, such as sensory perception, motor control, and conscious thought) to the volume of the rest of the brain. Williams, L., Ricciardelli, L. When people are asked to complete a self-esteem measure, the vast
majority are found to have high self-esteem. Guendelman, M. The history of human marriage (Vol. hikikomori A culture-bound syndrome, largely limited to Japan, in which people, most often adolescent boys, impose a self-incarceration and withdraw from all social interaction for an extended period of time. Indeed, it is debatable about just how
bicultural Hong Kong Chinese are in the first place. R., 98, 99 Fodor, J. Friendships are important enough that the quality of one's friendships is one of the best predictors of happiness (e.g., Csikszentmihalyi & Hunter, 2003). Huntington, S. Cultures that
are individualistic include a variety of practices and customs that encourage individuals to place their own How Have Cultures Been Changing? Boyd, R., & Silk, J. People wish to rid themselves of the bad feelings of their poor performance by aligning themselves with their more successful football team. HEINE Vancouver, British Columbia April, 2015
xxiii THIRD EDITION CULTURAL PSYCHOLOGY Unlike most readers of this textbook, this Kalahari San man does not see the Müller-Lyer illusion as an illusion. Susto is a condition peculiar to Latin America in which people feel that a frightening experience has caused their soul to get dislodged from their bodies, leading to a wide range of physical
and psychological symptoms (Rubel, O'Nell, & Collado, 1985). Along the way they encountered a confederate of the experimenter, posing as a rather uptight research assistant, busily digging in the open drawer of a file cabinet, which blocked the participant's path. The more important the action, the more likely Americans were to identify it as a
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personal choice, whereas, for Indians, the more important the action, the less likely they were to view it as a personal choice (Savani et al., 2010). Indeed, some of the New England 1 2 3 4 5 6 Mountain Fewer chronic conditions Physical health Lower constraint Autonomy Environmental mastery Self-satisfaction Personal growth Self-acceptance
Lower negative affect Positive affect Positive affect Mental/emotional health Positive relations Social well-being Contribution to others' well-being Civic obligation -0.3 -0.2 -0.1 0 West North Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0.2 0.3-0.3 -0.2 -0.1 0 West South Central 0.1 0 West South Central 0.1 0 West South Central 0.1 0 W
These are the well-being profiles for various regions of the United States. R., 573 Mesoudi, A., 41, 51, 82 Mesquita, B., 260, 267, 405, 408, 412, 421, 426, 427, 428, 576 Meyerowitz, J. The great recession: Implications for adolescent values and behavior. Journal of Human Evolution, 20, 469-493. Participants were later asked to recall the statements
they had read. Most common Dutch solution (participants facing south) Most common Guugu Ymithirr solution (participants facing south) situations. Journal of Personality and Social Psychology, 89, 717-730. The samples are similar to Western samples in many other respects (e.g., they are students, from usually wealthy backgrounds, living in
complex societies), which makes the cross-cultural comparisons more straightforward to interpret; and, as you'll see in the remaining chapters, there are many pronounced psychological differences between people from East Asian and Western cultural backgrounds. New York, NY: Vintage Press. 36 (pp. Wundt became famous for introducing
experimental methods into the study of psychology and launching the field as a science. Health, United States, 1998, with socioeconomic status and health chartbook. It has been about a quarter century since cultural psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology began to be taken seriously by much of mainstream psychology 
motivated to act in ways consistent with how others similar to themselves have acted. J., 470 Greenberg, B. Canadian Journal of Behavioural Science, 6, 352-356. J., Morris, M. Holistic thinkers tend to see actions as having distal, and sometimes unexpected, consequences. However, when we learn a language, it is functional to perceive sounds
categorically. and by permission of The Random House Group Limited; p. 2006 World population, participants completed a measure of depression. Unlike evoked culture, transmitted culture can travel with people when they move to new environments. We feel happy or afraid—these are
highly salient and important experiences in our lives. Edgerton found that for the majority of attitudes, tribal affiliation was a better predictor of people's attitudes than was their primary means of subsistence (see Richerson & Boyd, 2005, for a review). According to this reasoning, romantic love was selected as the glue that keeps couples together. I
imagine that it's difficult for you to answer these questions. The Laetoli prints revealed a wider front part of the foot, with the big toe more separated from the second toe and a more pronounced arch (Henrich, Heine, & Norenzayan, 2010b; Stern & Susman, 1983). G., 249 Walster, E., 464 Wan, F., 457 Wan, W., 243 Wang, A. Annis (Eds.), Expiscations
in cross-cultural psychology, Lisse, Netherlands: Swets and Zeitlinger. Take the case of bulimia nervosa, a disorder that is often characterized by binge eating and induced Culture-Bound Syndromes vomiting. Interestingly, those studies that included a sample of Korean-Americans, who are genetically more similar to Koreans but culturally more
similar to European-Americans, showed a pattern of results that were more similar to those of European-Americans, demonstrating that cultural experiences can actually shape how genes are expressed in the body (also see Sasaki, Kim, & Xu, 2011). In sum, European-Americans are more likely to engage in activities that lead to high-arousal positive
states, whereas those from East Asian backgrounds aspire for more low-arousal positive states. But what can we make of the different traditions we see? One important line of research, which we'll return to in Chapter 9, is that Westerners tend to perceive the world in a more analytic fashion, seeing objects as discrete and separate, whereas East
Asians are more likely to perceive the world in holistic terms, stressing the relations between objects (e.g., Nisbett, Peng, Choi, & Norenzayan, 2001). J., 571 Guendelman, M. Cahiers de Psychologie Cognitive/Current Psychology of Cognitive, Current Psychology of 
this way: "A friend is someone who is ready to help you, whether it is financially or socially, where there is a need. G., & Keys, C. If we assume that the pattern of change continues linearly, then the average home should seem like a sure
bet. Unraveling the mystery of Brazilian Jetinho: A cultural exploration of social norms. If having bad thoughts was a moral issue, then Freud was guilty indeed. They allow for individuals to learn cultural exploration of social norms. If having bad thoughts was a moral issue, then Freud was guilty indeed. They allow for individuals to learn cultural information from each other in highly precise ways. Developmental Psychology Monographs, 4 (1, Part 2). 331-378). The tantrums of the terrible
twos are seen to serve an important function in the young child's socialization to be a mature, verbally assertive individual. BMC Medicine, 3, 2. The researchers hypothesized that people could be activated in their minds; likewise, people could be
led to consider more interdependent aspects of themselves if thoughts about people's relations were activated. heritage culture of origin. Similar to how neuroscientists often study the cognitive deficits of people with brain injuries as a tool for discovering what parts of the brain are associated with what kinds
of cognitive abilities, cultural psychologists can also learn more about particular psychologists can also learn more about psychologists psychologists can also learn more about psychologists 
coders would not know that the researchers are expecting resilience categories to be more common in country than in rock music lyrics. Ekman, P., Sorenson, E. For example, Lee Multicultural People May Be More Creative also won the Oscar for best director for his 2006 movie Brokeback Mountain, an epic love story about two gay cowboys (see
Figure 7.16). Henrich (2004) argues that this loss of knowledge was the result of a shortage of models to copy from: There were only about 4,000 people living on Tasmania when the Europeans arrived, scattered over a fairly large territory, and they were completely isolated from other cultural groups. Coders who are trained to identify the categories
then go through the raw data in search of instances of specific cultural messages that fit into the different categories. More generally, East Asian mothers direct their children's attention to their successes (Ng,
Pomerantz, & Lam, 2007). Cultural psychology is not original in highlighting the many obvious ways that people's experiences differ around the planet. Japanese youth: The other half of the crisis. People experiences differ around the planet.
stereotype. Is there any evidence for this claim? Journal of Cross-Cultural Psychology, 33, 492-516. (2006) placed East Asians and American participants in an fMRI scanner and showed them pictures of either individual objects (such as a savannah scene, with no animals), or an embedded scene
(such as an elephant in a savannah). Psychological stress and the immune system: A metaanalytic study of 30 years of inquiry. The highest moral duty that individuals were believed to have was to serve God well by working hard at their calling. D., Lindenberger, U., & Baltes, P. For example, to ease the sting from your bad grade, you might say
something to yourself like, "Who really cares about chemistry anyway? Teo, A. A list of all the human universals (Brown, 1991). Social class differences in N400 indicate differences in spontaneous trait inference. The pragmatics of caregiver-child
pretending at home: Understanding culturally specific socialization practices. No. 81-229-XIB). Moreover, the sheer amount of sleep that people get varies significantly across cultures. 53-85). Turner, F. Sleep is for tissue restoration.
expressions is identical across cultures. The condition has become so widespread in Japan that a number of therapeutic interventions are being developed; one of the most common of these is to utilize workers who call themselves rentaru oneesan (rental sisters), who strive to create a surrogate sibling relationship with their clients in order to slowly
build their trust and entice them out of the house. This suggests that Japanese feel especially good when they're focusing on how their emotional experiences that distinguish them from others. Long rests and spa visits are
also viewed as an important part of a lifestyle that rejuvenates the terrain. Leeman, R. Berinmo color categories don't distinguish Chips 1 and 2. In particular, Japanese people are more likely to conceal emotions they feel are potentially disruptive by presenting a more neutral or pleasant face than Americans (e.g., Ekman, 1972). A., 370 Brown, R. As
we'll discuss in detail in Chapter 8, North Americans are much more likely to elaborate on positive aspects about themselves and to have higher self-esteem than East Asians. J., Pottern, J., & Gosling, S. Conservatives are more easily disgusted than liberals. Cultural Innovations Build on Previous Structures Early Conditions Have Disproportionate
Influence on Cultural Evolution Pluralistic Ignorance Is a Force for Cultural Persistence 68 CHAPTER 3 T CULTURAL EVOLUTION here are many behaviors that you distinctly avoid engaging in because they are considered to be "bad manners." However, many of the manners that you are aware of have not emerged to address universal human
problems but instead are the result of cultural learning. The Scandinavian research team spent a few days in the area. L., 26 Gagnon, A., 27 Galanter, M., 474 Galaty, J. Gillette, J., Gleitman, H., 
always eat with the outside hand; if a companion sits on your left hand." A 16th-century recommendation said, "If a serviette is given, lay it on your left shoulder or arm." A 19th-century manners book offered the following: "I may hint that no epicure ever yet put knife to apple, and that an orange should be peeled with a spoon."
These table manners appear as arbitrary as the current Western norms for salad forks to be on the far left of the plate, for soup to precede a main course, or for wine to be served in glasses that are held by the stem. In general, Latin-Americans act in more sociable ways than European-Americans, and time-sampling studies find that they spend a
greater proportion of their time socializing with others (Ramirez-Esparza, Mehl, Alvarez-Bermudez, & Pennebaker, 2009). This is an observation that is commonly made about the Russian character. The worlds of Ghanaian and American relationships appear to be very distant indeed. However, these kinds of self-statements might reveal only 205 206
                                                                                                                                  . The physical problem-solving tasks involved presenting the participants with a desired object that was unavailable to them unless they could figure out a way of acquiring it with the tools at hand. For example, one striking way that people's
CHAPTER 6 SELF AND PERSONALITY TWENTY-STATEMENTS TEST I am
psychology differs between cultures is their sense of humor. Heaphy, E., Sanchez-Burks, J., & Ashford, S. Understanding of her People's Behaviors Whether a person is attending in a holistic manner or in an analytic manner has a number of important consequences. Indeed, some forms of noncompliance among American children have been shown to
predict fewer behavioral problems later in life (Kuczynski & Kochanska, 1990). An analysis of the different color lexicons known for all the subsistence societies around the world that have been investigated has revealed some intriguing patterns (Berlin & Kay, 1969). Outliers. Science, 193, 769-771. M., 199 McDonald, K., 41 McDougall, C., 523
McKeown, R. R., 526 McPartland, T., 205 McWhiney, G., 149 Mead, M. A number of artifactual accounts proposed to be behind this paradox have largely been discounted. The typically Chinese way. F., Chao, M. H., & Triandis, H.
The official citation that should be used in referencing this material is "Figure 2 from Divided we stand: Three psychological regions of the United States and their political, economic, social, and health correlates. At first glance, these cultural differences would seem to be at odds with what we would expect from the idea that people who are
independent are more common in the United States and people who are interdependent are more common in Ghana. Number of Words (Thousands) The researchers also looked at governmental and university websites in East Asia and North America. C., & Chu, H. Culture and the development of everyday social explanation. R., 562 Lord, C., 369
Loughnan, S., 312 Louie, J., 438 Lovejoy, P. In many ways, "cultures" don't really exist. Pluralistic ignorance and hooking up. What happened in these matches? Any model that they regularly encounter appears to be equally likely to be imitated. Norton & Company stands as the largest and oldest publishing house owned wholly by its employees. Siy
 1. The students of European background attempted the most games when they got to choose their own spaceships. Panksepp, J. Brown, D. Journal of Research in Personality, 38, 230-255. M., 397 Branscombe, N. Automaticity of social behavior: Direct effects of trait construct and stereotype activation on action. Self-enhancement and selfcriticism in
Japanese culture: An experimental analysis. One possible explanation for this recurring pattern is that there is something about adjusting to life in another culture that makes people more creative (see Leung, Maddux, Galinsky, & Chiu, 2008). Similarly, the Balinese have a preference for emotional "smoothness," where the emphasis is on avoiding
strong displays of emotional feelings, for both positive and negative emotions (Geertz, 1983). Here's my problem: All three end up in my bedroom during the night. A human capital theory of Protestant economic history. REFERENCES Marmot, M. Rozin and colleagues also draw attention to a number of important ways that French and American
attitudes differ toward food. Score another point for Nisbett and Cohen. Evolutionary psychologists contend that the originating impetus for romantic love is the long vulnerable period of human childhood (e.g., Fisher, 2004). Understanding cultural variability thus requires us to look at both the evoked culture that originates in the surrounding
geography and the transmitted culture that spreads the norms that develop. However, given the nature of the question about its value as a field. You have 97 items of information that you crack the case. In stark contrast, such statements, such statements, such statements and information that you crack the case. In stark contrast, such statements are field.
accounted for only 7% of American self-descriptions (people also used some categories other than personal characteristics or social identity, such as their possessions or interests). In 1904-1905 Max Weber (Figure 8.5) published a highly influential and controversial series of essays titled The Protestant Ethic and the Spirit of Capitalism. Rothbaum,
F., Weisz, J. Science, 306, 499-501. As we saw in Chapter 5, if anything, East Asians tend to excel on purely analytical problems. Journal of Personality and Social Psychology, 102, 281-290. Yogurt containers in the United States are about 80% bigger than they are in France, and a variety of other foods sold in individual servings, such as chocolate
bars, soft drinks, and lasagna, are also larger. Culture and cognition. A second arrangement is to put the father in a room with both the 3-year-old and 11-year-old daughters. A., 111 Lambertz, G., 165 Lamborn, S. Yamada, A., & Singelis, T. Rather
88% of the Americans considered this the best solution: The father and mother are put in one room, the two daughters share a room, and the three sons share a room. W., & Kim, U. The question of what culture is has been debated among anthropologists, sociologists, and psychologists for decades, and there is no single consensual answer that
applies to all fields. Someone who is worried about threatening events is more likely to have higher blood pressure and to be at risk for coronary heart disease (Phillips & Klein, 2010). Culture, emotion, and well-being: Good feelings in Japan and the United States. A study of immigrants' emotional acculturation. For example, they identify the number
10 to exist approximately halfway between the numbers 1 and 100, which is what its logarithmic value is (Siegler & Opfer, 2003). And perhaps the easiest way that we can be of service to our friends and neighbors is by sharing information with them. W., Nijstad, B. It is not possible for all of these conflicting creation myths to be literally true, and it
may be that none of these beliefs are literally true, so religions and myths can be considered as cultural ideas that successfully catch on and spread through cultures. 397-414). All the nonverbal cues that are so important for effective communication are absent. For example, high school students in the South are more likely than those in the North to
report having brought a weapon to school in the previous month, and there have been more school shootings 149 150 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY in Southern states than in Northern ones (Brown, Ostermann, & Barnes, 2009). A., Tannenbaum, D., & Bargh, J. Science, 310, 96-100. G., 196, 372, 375
Twenge, J. A., 550 Adeofe, L., 587 Adler, N. Borrowing from information science, Hong and colleagues propose that culture is represented in the brain as a network of specific Multicultural People FIGURE 7.12 President Obama's Republican critics have sometimes complained that he talks in a different way to black audiences than he does to white
ones. For example, the participants had to figure out how to put a stick through a hole in order to pull a desired object toward them. This process is called the ratchet effect (Tomasello et al., 1993). Cameron, J. Humans, in contrast, require such an extended period of costly protective care and socialization that they fare best when they have two
parents devoted to providing resources and socializing them. Singelis, T. NUMERICAL COGNITION. The studies regarding color and spatial perception are consistent with a weak version of the Whorfian hypothesis. The integral role of interpersonal relations in Gemeinschaft groups suggests that obligations associated with one's relationships would
take on the weight of full moral obligations (Snarey & Keljo, 1991). But when I'm in Japan, I am often one of the taller people in any group (although I regretfully note that I've been losing my edge, as the average height of the Japanese has been increasing over the past few decades; see Chapter 13). Conservation of photoperiod-responsive
mechanisms in humans. For example, I often use the term "Western culture" in this book to refer to people participating in cultures that stem from countries clustered in northwestern Europe (e.g., the United States, Canada, and Australia. The
experiences that East Asians and European-Americans have had in their lives come to differentially shape how their brains respond to simple tasks involving estimating the lengths of lines. P., Tsai, J. But we see that the behavioral responses that have been transmitted from generations of Netsilik have provided them with the means to survive in this experience that the behavioral responses that have been transmitted from generations of Netsilik have provided them with the means to survive in this experience that the behavioral responses that have been transmitted from generations of Netsilik have provided them with the means to survive in this experience that the behavioral responses that have been transmitted from generations of Netsilik have provided them with the means to survive in this experience that the behavioral responses the behavioral responses that the behavioral responses the behavioral responses to the behavioral responses to the behavioral responses the behavioral responses to the behavioral responses to the behavioral respon
environment, whereas the accumulated cultural knowledge of 19th-century Britons was not suited for longterm survival in the Canadian Arctic. Schizophrenia Bulletin, 40, S213-S220. Originally published in No Time to Die (Accra, Ghana: Catholic Press, 1975). Washington, DC: World Bank. In addition to the various subfields and trends that have
explored the relations between culture and psychology over the past century, a number of individual researchers have persistently wrestled with this topic. Functional analysis of the contents of maternal speech to infants of 5 and 13 months in four cultures: Argentina, France, Japan and the United States. In contrast, when the East Asians made the
same judgments, they showed more evidence of attentional control when they completed the absolute length task compared with the relative length one. In Japan, people of my height would probably rate themselves around a 2 or 3, and in the Netherlands they'd likely rate themselves
around a 1. In contrast, holistic thinking is characterized by an orientation to the context as a whole. Perception, 41, 1486-1496. It's possible that Westerners think of objects as more important than East Asians do, and they thus end up reflecting on these more, which is evident in their brain activity. 421 422 CHAPTER 10 EMOTIONS Alternatively
perhaps in cultures where the expression of anger is problematic, people tend to experience anger less intensely. Sojourner adjustment: The case of foreigners in Japan. A sensitive period for the incorporation of a cultural meaning system: A study of Japanese children growing up in the United States. The Mayans and Aztecs had a base-20 number
system and the ancient Babylonians had a base-60 number system. Du Bois (1903/1989) claimed that African-Americans experienced continual switching between "two souls, two unreconciled strivings, two warring ideals" (p. To live off a diet of fruit, you need to keep in mind where the various fruit trees are located and when they
would likely be bearing ripe fruit. & Cohen, D. Knowles, E. It was a far more straightforward process to have a series of incremental adaptations leading arms to evolve into wings than it would have been for wings to have somehow grown, say, out of the backs of bats. On the other hand, people who are interdependent and who allow others to become a series of incremental adaptations.
so close as to be key self-defining aspects of their identity should be especially trusting of those others. As might be expected from what we've seen thus far, the Southern employers were more sympathetic to the applicant in the "honor letter" condition than the Northern employers were more sympathetic to the applicant in the
"control letter" condition. S., Hogan, C. While most humans could beat most of the chimps, the champion of this game came from Team Chimpanzee: At the most difficult level of the game, when the numbers were flashed for only 0.2 second, a 5-year old chimp named Ayumu performed the best of all participants, human or chimp (Inoue & Matsuzawa
2007; see Figure 2.8). Genetic Variation Across Populations Everyone in the world is genetically unique, having his or her own collection of genetic variants that is not quite identical siblings). This interest in universality,
Shweder proposes, arises because general psychologists tend to conceive of the mind as a highly abstract central processing unit (CPU) that operates independently of the context within which it is thinking. J., 61 Scheepers, C., 416 Scherer, K., 421, 576 Schieffelin, E. Conceptual change in childhood. KEY
TERMS James-Lange Theory of Emotions, 404 Two-Factor Theory of Emotions, 405 Display Rules, 417 Ritualized Display, 418 Facial Feedback Hypothesis, 419 Subjective Well-Being, 430 Ideal Affect, 437 441 At this wedding ceremony in Guatemala, as in other parts of Latin America, simpático is a highly valued relational style. One study
reviewed the ethnographic database (specifically, the Human Relations Area Files, a record of all published ethnographies) to explore what the adolescent experience was like in 175 different pre-industrial societies (Schlegel & Barry, 1991). Furthermore, some Christian sects include enthusiastic religious practices such as jumping, shouting, and
applause; Buddhist religious practices emphasize meditation and the calming of one's mind (Tsai, Miao, & Seppala, 2007), been shown to use tools to extract termites from the mounds (Figure 2.2). If these alien biologists were very keen, though, they might note that we humans do have one adaptation that compensates for all that we lack. As one of
Rosaldo's informants said, "If it were not for liget, we'd have no life, we'd never work." Liget is something that derives from interactions among people, particularly when they compete against each other and become envious of others' accomplishments. Ignatieff, M. Journal of Foot and Ankle Research, 4, 3. C., & Matthews, K. Journal of Marriage and
Family, 71, 680-695. Their environment is one of the least accessible places on the planet. Can we see differences in people's views on the morality of thoughts between these two cultural traditions? Yamamoto (Eds.), Transcultural child development: Psychological assessment and treatment (pp. In one study, students' attitudes were surveyed at the
beginning of the year and then at later points throughout the school year (Cullum & Harton, 2007). My colleagues and I explored the acculturation of self-esteem among people of East Asian descent who moved to Canada. Close Relationships Now let's compare this situation with other contexts, particularly those populated with people with more
interdependent self-concepts. The relationships come with a certain amount of obligations. A haplotype map of the human genome. In
the next section I discuss ethnocentrism and the challenge that it presents for considering cultural differences in morality. R., & Kitayama, S. Toronto, Ontario: Vintage Canada. 211 212 CHAPTER 6 SELF AND PERSONALITY situation to situation to situation. H.-M., 326 Chirkov, V., 260 Chirkov, V.,
research in cultural psychology is to assess how cultures affect people's thinking, and the most common way of pursuing this goal is to measure people attend to their worlds. A culture of honor is one research in cultural psychology is to assess how cultures affect people's thinking, and the most common way of pursuing this goal is to measure people's thoughts in an effort to see the effects of culture. This difference in categorization strategies reflects an underlying difference in categorization strategies reflects and the most common way of pursuing this goal is to measure people's thoughts in an effort to see the effects of culture.
interpersonal foundation of moral reasoning, one that is more prominent in some non-Western cultures. For example, the same pattern of books containing more individual-centred words over time was also found in the United Kingdom (Greenfield, 2013). R., 587 Moyzis, R. Also, it is important to ensure that there is methodological equivalence
between the cultures that you are comparing. When cultures are similar in their familiarity with research settings, we can often use the same methods between cultures. Retrieved from .com/news/2005-11/8298269 Brody, G. A., Daoud, A. However, there wasn't really an undergraduate textbook that adopted a cultural psychological perspective. M., & the comparing is a cultural psychological perspective. M., and the cultures are similar in their familiarity with research settings, we can often use the same methods between cultures. Retrieved from .com/news/2005-11/8298269 Brody, G. A., Daoud, A. However, there wasn't really an undergraduate textbook that adopted a cultural psychological perspective. M., and the cultures are similar in their familiarity with research settings, we can often use the same methods between cultures are similar in their familiarity with research settings.
Psychology and Distinguished University Scholar at the University of British Columbia. For example, in contrast to the findings from various Western countries, strong parental control has been found to be associated with increased family cohesion, perceived parental warmth and acceptance, and better academic achievement in China, Japan, and
self-critical individuals are feeling. F., Koo, M., Kisling, J., & Ratliff, K. Cultures vary considerably in the degree to which individuals are motivated to be consistent across situations. Journal of Personality and Social Psychology, 74, 482-493. One study investigated the creativity of professional fashion designers (Godart, Maddux, Shipilov, & Galinsky,
in press). The different sleeping arrangements that were preferred between the two cultures tell us much about the underlying values of the cultures. Psychological Science, 12, 225-229. Moreover, it's not a coincidence that all of these examples of bodily decoration are of women, as around the world physical attractiveness is a more significant factor
in interpersonal attraction for women than it is for men (although it's certainly also an important concern for men; Buss, 1989). It is similar to social anxiety disorder in that it is a fear specifically elicited by social situations, and people diagnosed with TKS and those diagnosed with social anxiety disorder both respond favorably to the same
antidepressant medication (i.e., fluvoxamine; Stein, 2009). A., 314 Williamson, S. Registered Replication Report: Schooler and Engstler-Schooler (1990). Ethnicity and Disease, 1, 216-244. L., Ying, Y., & Lee, P. Wine, alcohol, platelets, and the French paradox for coronary heart disease. Cognition and Emotion, 17, 127-141. European Journal of
Personality, 12, 249-269. There are also culturally learned skills regarding completing surveys or participating in psychological studies. For example, I told them how proud I was of how well they had learned their English. However, these Spanish advantages over the Incans just push the questions back further. Psychological universals: What are
they, and how can we know? However, neither of these hypotheses appears to be well supported by the evidence (e.g., Abraido-Lanza, Dohrenwend, Ng-Mak, & Turner, 1999). LeDoux, J. Any differences in their responses, or behaviors, that are observed must be due to the independent variable, as this is the only thing that differs systematically
between the experimental conditions. W., & Swann, W. For millions of years our hominid ancestors were going about smashing rocks together and bruising their fingers because the idea of tying the rock to the end of a stick never occurred to them. Losing the big picture: How religion controls visual attention. For 22 of the 25 items there were
significant cultural differences—that is, doctors and laypeople from some countries had different views than those from other countries. C., & Lee, J. A., 565 Hamamura, T., 278, 307, 309, 314, 370, 463 Hamilton, D. Because we are all part of the same species, to the extent that this evolutionary account is correct, people from all cultures should be
capable of feeling romantic love. These students were invited to play a computerized math game called Space Quest. S., & Sonoda, N. For example, a Chinese-American would have an information that people are exposed to in
Canada appears to encourage them to focus on their strengths, whereas the information that people are exposed to in Japan appears to encourage them to focus on their weaknesses. This linguistic difference appears to encourage them to focus on their weaknesses. This linguistic difference appears to encourage them to focus on their weaknesses. This linguistic difference appears to encourage them to focus on their weaknesses.
& Zhang, 1995). Self-concept clarity: Measurement, personality correlates, and culture and genes evolve in tandem. V., & Becker, A. Consider the following experiment (Kim, Cohen, & Au, 2010). Hollox, E. A., & Joyce, P. W., Gonzales, M. For example, Turkish couples
(Hortacsu, 1999) and Israeli couples (Shachar, 1991) in arranged marriages have been found to be as much in love with their partners as couples in love marriages. Science, 7, 1360-1366. Journal of Experimental Social Psychology, 48, 838-844. The findings? SUMMARY J ust as normal psychological processes vary across cultures, so do abnormal
ones. Second, the situation sampling methodology allows the researcher to explore whether the cultural origin of the situations that participants in Step 2. However, the few that have been done nicely highlight how people become socialized to think in culturally divergent ways. These are
quite enormous differences in performance. cold, intellectual state like that of Mr. Spock on Star Trek. L., Miao, F. B., 282 Dugum Dani (Irian Jaya), 384 Dutch language English acquisition and, 264 spatial direction terms in, 391-92 Dutch people, see Netherlands/Dutch people dynamic social impact theory, 85-86 E East Asia/East Asians acquiescence
bias, 131 attention to stimuli, 351-59 bipolar disorder, 573 blending, 278-81 brand-name luxury goods consumption, 316 choice making, 331-33, 340-41 comparing Western cultures to, 7 control, 323-24 control feelings, 326 creativity, 372 defined, 7 eating disorders, 566 emotional experiences, 416-17 emotions, 423 equality matching relationships,
457 expectations of the future, 171 experiences of failure and success, 20 face, 313 facial expressions, 416-17 figure-line task, 11-12 frame-switching, 281 height, 537 as high context, 380 idea generation, 373 ideal affect, 437 innovations, 373-74 koro, 568 kufungisisa, 571 math education and, 196-200 moderacy bias, 129 motivation for consistency.
232-33, 236 norms for self-description, 309-10 noun biases, 185-86 paintings produced, 346-48, 357-58 parenting styles, 182 perceptions of change, 371-72 positive emotions, 467 prevention orientations, 314 psychological studies based on, 25 psychological symptoms, 576 reasoning styles, 365-66 relational mobility, 463 self-awareness, 237 self-aw
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Asian languages nouns and verbs in, 185-86 translation of self-estern religions, 375; see also specific religions East Germany, 334-35 eating disorders, 564-68 ecological cultural variation, 71-81 economic games, 507-14 economic hardship, 94
Albert, 382, 394 Ekman, Paul, 409-12 electroencephalograph (EEG), 140 electronic entertainment, 95-96, 100-101 Elements of Folk Psychology (Wundt), 29 Elias, Norbert, 68, 69 embarrassment, 405, 418 emotional ideas, spread of, 87-88 emotional-support seeking, 530 emotions, 400-441 basic, 424 cultural display rules, 417-
19 cultural variation in, 439 defining, 404 facial expressions and, 409-17 facial feedback hypothesis, 419-21 intensity of, 421-23 James-Lange theory of, 405-8 variations in experiencing, 426-28 emulative learning, 42-44 encephalization
quotient (EQ), 52, 53 endowment effect, 308, 309 enemies, 458-59 energy, 52-54 England/Britons altruistic vs. It's not the case that people with exceptional skills and a larger posterior hippocampus. Attitudes about arranged
marriages and dating among men and women from India. Other parents told me that this stage would end soon, and it was this belief that helped me get through the day. This cultural difference is not surprising, as there are vast cultural difference in the rate of hallucinations among the normal population as well, and hallucinations take on quite
different meanings across cultures too (e.g., communicating with ancestors, speaking with acceptance asked to make a number
of forced-choice decisions. What is beyond the Big Five? O., & Cheryan, S. their development, and those who do not (Hopkins & Westra, 1988; Super, 1976). Psychological Science, 21, 1563-1569. If they can attend to any potential weaknesses
and work toward correcting them by improving themselves, they should decrease the chance that others will view them as having lost face. Hong Kong: Oxford University Press. This idea was developed further by Shweder and Bourne (1982), who contrasted Indians and Americans in terms of the ways they described others. Russians are more holistic
in their thinking than Americans (Grossman & Varnum, 2011), as are Turkish farmers and fishermen (Uskul, Kitayama, & Nisbett, 2008). Often, however, the distinction between evoked and transmitted culture is not clear-cut. Tasmanian archaeology: Establishing the sequence. J., 315 Pettengill, S. Whether adolescence is a tumultuous life stage does
not seem to be determined randomly. The moment the passenger fell, he struck his head on the pavement. You would hire one translator to translate the original English materials into Indonesian. Those in one condition received an intervention that allowed them to have control over a number of minor life events (e.g., deciding when a plant should be
watered, deciding when visitors would come). This is termed rulebased reasoning. For example, a hammer made out of Jell-O and ladybugs would certainly be novel, but it wouldn't be useful in any meaningful sense. What does it mean to say that culture-gene co-evolution involves aspects of people's cultures coming to change their genomes? Hence,
overall the group would earn the most money if everyone contributed all of his or her money, as in the end each would receive a total of $64 for the team). 231-261). In K. Ben-Zeev (Eds.), The nature of mathematical thinking (pp. Proximal causes are those that have direct and immediate
relations with their effects. For example, the French tend to spend more time eating their food than Americans do. So, for example, I can purchase your pound of coffee with a sack of flour and six seashells because we have calculated that both sides of the transaction are equal in value. In sum, there is evidence of a transition from a general emphasis
on being a good person by behaving in moral ways that characterized the Jewish half of the Bible (the New Testament). C., & Roy, K. A., & Herdt, G. Zhou, M. Imagine, as participants in a study were asked, how you
would go about solving a murder mystery (Choi, Dalal, Kim-Prieto, & Park, 2003). Neurasthenia is a psychiatric condition that was first described by American neurologist George Miller Beard (1869) as a nervous syndrome of more than 50 symptoms. Binge-eating and vomiting: A survey of a college population. R., 561 Teoh, J.-I., 569 Terracciano, A.,
252 Tetlock, P. Japan: The missing million. H., 349 Chivers, D. Animal Cognition, 10, 439-448. Researchers have tried to isolate the effects of initial conditions on the development of cultural norms by studying changing norms in the laboratory. Just as we may draw incorrect conclusions about the nature of feet and running by looking only at people
with one set of cultural experiences (i.e., those who wear padded shoes), we may also draw incorrect conclusions about the nature of throwing. M., 375 Clark, D. C., 429 Galinsky, A. In W. E., & Brannon, E. Psychiatric disorders in America: The Epidemiological Catchment Area study. The notion that cultures evolve does not refer to just the distant
past. Some clever lab experiments have further demonstrated a cultural difference in people's reliance on nonverbal communications (Ishii, Reyes, & Kitayama, 2003; Kitayama, 
culturally bounded norms against nonwork role referencing. Further, people's biology can vary across cultures with his colleague by thinking about where they would have an affair and what it would be like to have an affair with her. S., 319 Frager,
R., 217 Fraleigh, M., 182 Fraser, S. Humans differ physically from other apes in terms of having larger brains, less muscle mass, and shorter digestive tracts. Roberts, S. He paid $200 for the radium and charged $2,000 for a small dose of the drug. Do East Asians really view themselves in more self-critical terms than North Americans do? The Nuer
also have very costly and inflexible dowry payments that are incurred when daughters are married, whereas the Dinka have small and flexible payments. Y., & Sharkey, W. There isn't much thieves can do—they're probably not going to stick around to harvest your crops for you. In some cultural contexts the expression of intense emotions may make it
problematic to fit in well with others, particularly for the expression of such interpersonally disruptive emotions as anger. To allow for meaningful cross-cultures. Lawrence). Curiously, archaeological investigations show that the 18th-century Tasmanians
had even simpler technologies than Tasmanians did thousands of years earlier, as judged by the archaeological record. Athens hotel Visitors are expected to complain at the office between the hours of 9 and 11 a.m. daily. What is less well known, however, is that he wrote a 10-volume tome titled Volkerpsychologie, or Elements of Folk Psychology
(1921), which roughly captures much of the inquiry of modern-day cultural psychologists. Weisz, J. You can imagine how useful cross-cultures? Westerners are more likely than those from other cultures to view the equity principle to
be the most fair. As he argued, up until the 1960s people were more socially engaged and civically active than they have been in recent years. Cognition, 117, 87-94. Moreover, it is not at all clear whether different psychological processes acculturate at the same rate. A classic investigation was conducted on the adjustment experiences of Norwegian
Fulbright scholars in the United States (Lysgaard, 1955). The weirdest people in the world. However, before the individual had the chance to offer his or her own answer, a number of the other "participants" (who were actually confederates of the experimenter) answered and, with apparent certainty, indicated a line that was clearly different from the
target line. That is, speakers of Guugu Yimithirr identify space in absolute terms, as described by the cardinal points on a compass. Lockwood, P., Marshall, T. The desecularization of the world: Resurgent religion and world politics. Health, United States, 2002. This material is used by permission of Ohio University Press, WWW.OHIOSWALLOW.COM;
p.571: © Asia Images Group Pte Ltd / Alamy; p.574: Craig F. Psychological Science, 19, 309-313. This kind of answer reflects a thematic categorization strategy in that the stimuli are grouped together on the basis of causal, temporal, or spatial relationships among them. Along the way, American culture evolved from the cultures of the first
settlements and adapted to a set of emerging ideas, technological innovations, continuing migrations of people, and responses to a series of particular historical events. Personality and Social Psychology Bulletin, 28, 1508-1517. The dependent measure of this study was how likely participants thought they themselves would be to comply with the
marketing representative's request. In early 2015 the headquarters of Charlie Hebdo, a satirical news magazine in Paris, was attacked and a dozen people were murdered in apparent payback for offensive cartoons of Muhammad that the magazine published. If people with interdependent selves are chronically considering themselves from the
perspective of an audience, what would happen if they encountered stimuli that Some Other Ways that Cultures Differ in the Self-Concept FIGURE 6.16 When people see themselves in a mirror, or hear their voices on a recording, they are
perceived by others. S., 375, 377 Kim, Heejung, 375 King, Martin Luther, Jr., 339 King William Island, 79-81 kin relationships, 462, 471 Kissinger, Henry, 165 Kissinger, Walter, 165 Kitayama, S., 31-32, 121, 212 Klebold, Dylan, 188 Kleinman, Arthur, 574-75 Klump, K. Confucius analects: With selections from traditional commentaries. East
Asian art thus seems to contain busier scenes than Western art—the Western art is more likely to direct your attention to the foreground, either by including low horizons or big central figures. In T. R., 163 Auman, C., 276 Avis, J., 119 Azevedo, E. Through language people can question, clarify, persuade, describe, direct, and explain—they can
manipulate the thoughts in others' minds. This makes sense when you consider the cultural differences in the consistency of the self that we discussed earlier. Journal of Personality and Social Psychology, 36, 608-618. Snibbe & Markus (2005) explored differences in control experiences by comparing working-class and upper-middle-class Americans.
Lancet, 350, 235-239. This suggests that the kinds of experiences people encounter in Japan lead people to be especially self-critical. J., & Green, S. Nature Genetics, 35, 311-313. Because learning a language and being
socialized in a culture are so closely intertwined, we should expect some similarities between language acquisition more generally. Some people have direct influence on them, and they themselves have direct influence on them, and they themselves have direct influence on them.
good university you need to do well on a university entrance exam that tests your mastery of a large amount of material (a sample question might be "Who built the Suez Canal and when?"). In contrast, however, if talking and thinking are fundamentally connected for European-Americans, being asked to recite the alphabet while thinking about
2010). In one of their studies, they asked people at a shopping mall to complete a questionnaire for which they were offered a pen in compensation. (1981). For example, happiness is associated with increased longevity and career success, at least in North America where this research has been largely conducted (Lyubomirsky, King, & Diener, 2005).
European American and Chinese parents' responses to children's responses to children's responses and failure: Implications for children's responses. R., & Suzuki, T. Locus of control in students from Japan and the United States: Dimensions and levels of responses to children's responses. R., & Suzuki, T. Locus of control in students from Japan and the United States: Dimensions and levels of responses.
inextricably linked with physical health, and as we have seen, culture influences a wide range of psychological variables. That is, the self can be viewed as a relational entity that is fundamentally connected to, and sustained by, a number of significant relationships. F., & Paredes, D. C., Lee, S., Sampson, N. Cross-cultural communication. L., 182, 491
Haselton, M. Hart, D., Lucca-Irizarry, N., & Damon, W. G., & Leung, D. Two moral orientations: Gender differences and similarities. Freedman, J. S., 550 Markus, H. They did not appear to have much motivation to ensure that their decisions were consistent (also see Kashima, Siegal, Tanaka, & Kashima, 1992). F., 271, 550 Abu-Lughod, L., 417 Adam
H., 292 Adam, K., 537 Adams, G., 458, 469, 461, 462, 463, 465, 568 Adams, R. Not all collectivisms are equal: Opposing preferences for ideal affect between East Asians and Mexicans. Lucy, J. What do you think are some ways that people's thoughts about their selves would differ if they were taking an inside-out perspective versus an outside-in one?
Stigler, J. This chapter explores the ways basic cognitive and perceptual processes vary across cultures. Bechtoldt, M. E., 44 Lysgaard, S., 260 Lyubomirsky, S., 429, 436 M Ma, V., 210 Maass, A., 361 Mace, R., 327 MacKinnon, I., 166 MacLarnon, A. NO YES Nonuniversal (cultural invention) NO Cognitively available? Men and women from
each culture answered the items on a scale that Venezuela 4.51 4.90 ranged from 1 (very traditional gender views) to 7 (very United States 4.05 4.66 egalitarian gender views). Other studies have confirmed that somatization is more common among Chinese presentations of depression than among Westerners (e.g., Chang, 1985; Parker, Cheah, &
Roy, 2001). Cultural relativity meets best practice, or anthropology and early education, a promising friendship. Journal of Mental Science, 97, 313-327. The more that people who belong to these groups share similar norms and communicate with each other, the more that people who belong to these groups share similar norms and communicate with each other, the more that people who belong to these groups share similar norms and communicate with each other, the more that people who belong to these groups share similar norms and communicate with each other, the more that people who belong to these groups share similar norms and communicate with each other, the more that people who belong to these groups warrant the label "culture." But, as you can imagine, there aren't
always going to be firm boundaries that distinguish any of these groups. For example, think of a situation that has made you embarrassed, and how you felt at that time. A number of other cultural dimensions have also been investigated by researchers across cultures. When his meetings were over, he went to the train station. However, an analysis of
Chinese creative geniuses does not find as strong a link between creativity and mental illness (Simonton & Ting, 2010). For example, messages could be coded as to whether they emphasize something relevant to resilience (e.g., rebelling against authority) or to uniqueness (e.g., being unique or talented). American Journal of Psychiatry, 152, 1623-
1629. As would be expected, AsianAmericans fell in between the other two groups (Figure 9.10). (Countries dominated by various Asian religions also tend to score low in individualism.) Pronounced differences in the embracing of an intrinsic work ethic were observed between Western European Catholics and mainstream Protestants (interestingly
the relation was clear by contrasting individuals of different religions within countries), as evident in a measure of work values (Giorgi & Marsh, 1990). McClelland, D. / Alamy; p.272: ©Warner Bros./ Courtesy Everett Collection; p.273: Frederick M. There is no evidence for accessibility universals here, however, because
people perform worse when evaluating the facial expressions of those from other cultures than from their own. Violence and U.S. regional culture. Natural selection is the evolutionary process that occurs when the following three conditions are present: (1) Individual variability exists among members of a species on certain traits (e.g., some antelopes
can run faster than other antelopes); (2) those traits are associated with different reproductive rates (e.g., faster antelopes and are thus more likely to produce surviving offspring); and (3) those traits have a hereditary basis (e.g., the offspring of faster antelopes and are thus more likely to produce surviving offspring); and (3) those traits have a hereditary basis (e.g., the offspring of faster antelopes are better able to outrun predators than slower antelopes are better able to outrun predators.
offspring of slower antelopes). For example, one study found that after living in a new culture for 10 months people scored higher on a measure of integrative complexity (Maddux, Bivolaru, Hafenbrack, Tadmor, & Galinsky, 2014) and that the enhanced performance by multiculturals on creativity tasks was in part due to their higher integrative
complexity scores (Tadmor, Galinsky, & Maddux, 2012). (1989a). C., 583 Hsu, F. The political stability of much of the world has been threatened by these cartoons. For the Japanese, in contrast, their liking for the stranger was unaffected by these cartoons. For the Japanese, in contrast, their liking for the stranger was unaffected by these cartoons.
      osed that it was in this fertile soil of ideas that capitalism took root and blossomed. Imagine you're a herder and your family's wealth is tied up in the 10 pigs you own. Within the first year, infants already begin to lose the ability to distinguish between closely related sounds that are not in their own language. Given that people form relationship
with those who live around them, what kinds of psychological effects does changing one's residence have? One physical change in our bodies is evident in the opening story of this chapter, in which Snookie the chimpanzee mercilessly thrashed all human competitors. The cross-cultural universality of social-moral development: A critical review of
Kohlbergian research. What do you think should be done in multicultural classes? C., Wu, L., Wade, A. One study found that East Asians will rationalize decisions that they make for others, which suggests a motivation to have their behaviors be consistent with others' expectations (Hoshino-Browne et al., 2005). A person must also meet a number of
additional criteria. 167 168 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION Sensitive Periods for Acquiring Culture Learning a language is a necessary aspect of being socialized into a particular culture. J., 471 gorillas, 45 Gould, Glenn, 563 GQ, 444 Graham, Franklin, 482 Graham, 4
vs. We must learn these skills, and we have certain biological potentials that enable us to learn them well. The Lancet, 339, 1523-1526. Human Biology, 69, 605-628. Jewish and Christian dogma differ in terms of their holy scriptures. J., 550 Johnson, W., 336, 545 Johnsrude, I. Child Development, 80, 1705-1721. For the most part, people are
universally adept at producing and recognizing facial expressions associated with the basic emotions. Not everyone fares well in the acculturation process, and those who tend to have personalities that fit in well with the host culture. With this view
individuals are not perceived as separate and distinct entities but as participants in a larger social unit. For almost three centuries, the Spanish and French colonists imported slaves to Haiti from Ghana, Nigeria, Togo, Benin, and the Ivory Coast to develop Haiti's sugarcane and coffee industries. Exploring the lyrics from songs of these two genres,
then, provides a window on the kinds of cultural messages that working-class and upper-middle-class Americans commonly encounter when listening to music. (2006b). 11). Being different leads to being connected: On the adaptive function of uniqueness in "open" societies. Kawanishi, Y. In 1845 Captain Sir John Franklin departed England on an
expedition to discover the Northwest Passage, a northern route connecting the Atlantic and Pacific Oceans. When it was the participant's turn, he or she had a choice to make. Sinnott-Armstrong (Ed.), Moral psychology, Vol. Wise, P. Journal for Research in Mathematics Education, 19, 449-456. Henrich, I., Boyd, R., Bowles, S., Camerer, C., Fehr, E.,
Gintis, H., et al. Honolulu, HI: East-West Center Press. The old man's son did not have to go because of his broken leg, and he survived with his father. J., & Rodin, J. situation sampling A method used for comparing cultures with psychological measures. Psychological Bulletin, 97, 202-232. In contrast, a cultural idea can pass horizontally from one
person to anyone else, it can be transmitted to many people in an instant (e.g., think of how quickly attitudes toward flying changed on September 11, 2001), and people can elaborate on, change, and extend the cultural ideas quickly as they learn them. C., 200 G Gabriel, J. Neal, R. Lin, W. Friends make good times more enjoyable and
bad times less painful. This view, known as secularization theory, holds that religion is on the decline and that people around the world are discovering new secular and rational ways to make sense of their lives. 458 text excerpt: Excerpt from "Beware of Friends" by Kojo Gyinaye Kyei. A., Markus, H. Perry, G. Biernat, M., & Manis, M. Schwartz, B.
Cultural similarities and differences in social inference: Evidence from behavioral predictions and lay theories of behavior. What these studies suggest is that, although among Westerners diagnosed with the same condition the
key symptoms that patients often identify and clinicians attend to are physical. The researchers assessed several different behaviors of the mothers. Chimpanzees, in contrast, showed evidence of emulative learning, natural selection.
species vary on certain traits; (2) those varying traits are associated with different survival rates; and (3) those traits have a hereditary basis. Journal of Cross-Cultural Psychology, 42, 1406–1420. The French have very different attitudes toward food than Americans, and one of the consequences of this is that French have very different attitudes toward food than Americans, and one of the consequences of this is that French have very different attitudes toward food than Americans, and one of the consequences of this is that French have very different attitudes toward food than Americans, and one of the consequences of this is that French have very different attitudes toward food than Americans, and one of the consequences of this is that French have very different attitudes toward food than Americans, and one of the consequences of this is that French have very different attitudes toward food than Americans.
heart disease than Americans. Mental Health Treatment of those illnesses would also vary. C., 422 Anderson, K. 379-422). In all likelihood, psychologists will be grappling with cultural psychologists will be grappling with cultural psychologists will be grappling with cultural psychologists.
vegetarianism is more often associated with liberal political values, which reflect primary concerns with the moral foundations of harm and fairness. The bigger the change in their preferences, the more people are rationalizing their decisions. The findings of the study by Hong and colleagues, in contrast, surely do not represent conscious responses.
neocortex ratio The ratio of the volume of the rest of the brain, which is used as a proxy measure of intelligence. However, relationships in low-relational-mobility contexts are not always positive. Personality and Social Psychology Bulletin, 32, 1595–1607. Do you see anything morally dubious in the vignette about Mr. B
fantasizing about having an affair with his colleague? These examples provide some striking evidence that culture is not something that simply lies outside of people. The developmental goal embraced by Japanese parents is much less a desire to see their children learn how to individuate and assert themselves than it is for them to learn how to
accommodate to others and to become part of a harmonious social group (Rothbaum, Pott, Azuma, Miyake, & Weisz, 2000). Many other skills must be mastered when people move to a new culture. G., Vale, G. H., 42 Rattan, A., 244, 245 Raudenbush, S. preconventional moral reasoning Moral reasoning in which rightness is determined by the physical
or hedonistic consequences of the behavior. H., 238 Kim-Prieto, C., 367 King, C. Much research with people (and animals) has revealed that when individuals are unable to avoid harmful situations, they can experience something Agency and Control known as learned helplessness. Unknown Mexico. Rather than have a subject give his answer after
hearing several confederates give what was an obviously incorrect answer, Asch reversed the situation. It's possible that because a sensitive window for culture that they had difficulty relating to became increasingly frustrating over time. Journal of Cross-Cultural
Psychology, 39, 55-74. These studies have largely revealed a similar pattern of results: Around the world people seem to think of themselves and others in terms of the same five basic problem-solving skills, an area where people seem to be making the most
improvement. Although the researchers were not allowed to collect questionnaire data from adults in East Berlin, they were resourceful in trying to measure depression in another way. The levels are briefly summarized here. Age differences in dispositional optimism. Cultural variation in eye movements during scene perception. J., 543 N-11 N-12
NAME INDEX Keys, C. 289-307). How would one go about unpackaging the observed cultural differences in embarrassability? Despite sharing the same ecology, crops, and lifestock with the nearby Nuer, the Dinka's cultural practices differ from those of the Nuer in many ways, showing the power of transmitted culture. The unique contribution of
cultural psychology, and the main thesis of this book, is that people from different cultures also differ in their psychology. W., 197, 198, 200, 244, 310 Stoeber, F. It is intriguing to note that the geographical location of the cultures was also associated with gender views, with more northern countries expressing more-egalitarian views, and more
southern countries expressing more-traditional gender views (although the authors did not speculate on whether this was anything more than a coincidence). Holoien, D. B., Williams, M. Overimitation in Kalahari Bushman children and the origins of human cultural cognition. 119-197). The darkness of the night will yield to the brightness of the day
which will lead to the darkness again, and the cycle will continue to repeat. Dynamic social impact theory is thus one account for the origin of culture: Norms develop among those who communicate with each other regularly. (1922/1965). Apicella, C. Why did the Spanish germs kill the Incans—and not the reverse? When the posters contained
multiple studies (but not briefer posters that described just one study), the East Asian participants had busier posters, with more words than the North American participants. In addition to governing the intensity with which emotions are expressed, display rules also shape the kinds of facial expressions that people might display. We do so in
conjunction with the capabilities of our cultural tools (Wertsch, 1998). For example, in many parts of the world people become vegetarian for moral reasons; however, those reasons can differ across cultures. Much of the symptomology and
cultural meaning associated with amok appears to be specific to certain Southeast Asian cultures; however, there are similar phenomena, FIGURE 14.3 This drawing shows a Malaysian man running amok while a group chases him in an effort to subdue him. Would Christians and Jews differ in their views on whether it is wrong for people to have bad
thoughts, even if they never act upon the thoughts? (1935). Hall (Ed.), The melanin millennium: Skin color as 21st-century international discourse (pp. James's question was, "What is best for an individual can be in direct opposition to
what is best for the group, and how one resolves such conflicts is revealing about the moral values that one prioritizes. The largest cause of this cultural change remains the most difficult to identify directly. As with people from the most exotic and remote cultural change remains the most exotic and remote cultural change remains the most difficult to identify directly. As with people from the most exotic and remote cultural change remains the most exotic and remote change remote r
experiences you have had. Goody, J. In contrast, 15 of the 35 children made it to Stage 3, despite having the boxes for less than 10% of the time of the other primates. Conformity is a particularly interesting topic in a Western context, because it tends to be viewed rather negatively in most Western societies; however, as Asch's and others' research
reveals, Westerners conform all the time. V., 548 Dimsdale, J. In sum, cultural environments in North America and East Asia provide different opportunities for learning whether positive self-views are desirable or not. Because of this, for example, when these people are in America nontexts they feel especially Chinese, and when they are in Chinese
contexts they feel especially American. Moreover, it's not just the size of the groups are. When the background is changed, the fish no longer look quite the same. Journal of Personality and Social Psychology, 85, 132-141. Jacobs, R. Alzheimer's disease European-Americans
higher European-Americans higher 9. Analytic thinking is evident in the Platonic perspective that the world is a collection of discrete, unchanging objects that can be categorized by reference to a set of universal properties. Not only did the mothers of those distressed juveniles react, showing that the mothers recognized the sound of their offspring's
voices, but the other females also reacted, by looking at the juvenile's mother, indicating that they too recognized the sound of the voice as belonging to that mother's offspring. The vessel in the foreground is a spittoon, signifying a very different attitude toward spitting than is present in the United States today. You can't always get what you want:
Social class, agency, and choice. Their tendency to focus on entire scenes should mean they would do poorly on tasks that require separating a scene into its component parts. This chapter discussed how around the world cultures have been becoming more interconnected, individualistic, and intelligent. All of the centers had high scores of specific
symptoms, such as lack of insight, predelusional signs, flatness of affect, and auditory hallucinations. This brings us back to the paintings that we saw at the beginning of this chapter. There were no gender differences for collectivism, agency, or assertiveness. Selective international migration by social position, health behaviour, and personality.
Cultural differences in the perception of geometric illusions. A question in Japan such as, "Is it okay if I park my car here?" might very well be answered with a pause, a strained look on the face, and only the words that are said in many situations are
sometimes less important than the way they are said. Annual Review of Sociology, 23, 63-95. The emotional turmoil for this child should be immeasurable. SUMMARY The field of cognition and perception is concerned with some of the most basic and fundamental operations of the mind. Brown, R. self-serving bias. A tendency for people to view
themselves in unrealistically positive terms. Cambridge, MA: Bradford Books. Sambian views of sexual identity stand in sharp contrast to those of Western society. To the extent that situations from one culture are consistently responded to differently from situations from another culture, this would suggest that the two cultures provide
participants with different kinds of experiences. 4, pp. J., 221 Gellantly, A., 384 Gelman, R., 396 Gendron, M., 412 Gentile, B., 94, 312 Gentner, D., 184, 185 Georgas, J., 462 Georgiades, S., 249 Gerton, J., 260 Giachello, A. In his bestselling book Bowling Alone (2000), political scientist Robert Putnam made the case that social life in the United States
has changed considerably since the 1960s. independent, 8-14 education and, 191-96 holistic, 349-72 language and, 382 morality of, 501-4 operation of the mind and, 10 Russian cultural-historical school view of, 30 talking and, 374-79 universal vs. Roopmarine & D. de la Fuente, J., Santiago, J., Roman, A., Dumitrache, C., & Casasanto, D. math. The
Whorfian hypothesis: Varieties of valuation, and disconfirmation; and the evolution of genes is an enormously slow and gradual process that occurs across many, many generations, as the percentage of individuals carrying certain genetic
variants slowly changes over time. How is it that humans have come to be so successful? Which of these three principles of distributing resources do you think is the most fair? Acculturation and mental health. When we are assessing ourselves in terms of how tall, intelligent, or punctual, we are, what matters is how tall, intelligent, or punctual we
view ourselves compared to most other people around us. Journal of Genetic Psychology, 36, 414-434. We are less able to confidently generalize our results if we do not have much evidence from a diverse range of samples. M., Rapold, C. L., Little, A. Most of the studies covered in this book were conducted with such samples. Boys are viewed as
existing in the female world, hanging out with their mother, and doing what are viewed as female tasks, such as babysitting and weeding. The ethic of community, on the other hand, which defines moral agents in terms of their social groups and views moral obligations as stemming from the individual's memberships in those groups, seems to
characterize all religious orientations, regardless of whether one is more orthodox or progressivist. Rozin and colleagues explored this question by going to supermarkets in France and the United States and measuring the portion sizes. M., 171 Isaka, H., 507 Ishii, K., 219, 266, 315, 341, 381, 382, 465 Ishikawa, S., 562 Ito, K., 145, 358 Ito, T. S., 318
NAME INDEX Landis, K. First, the goal of many cultural studies is either to demonstrate similarities across cultures in the ways that people think (thereby reflecting universal psychological tendencies) or to demonstrate cultural differences (thereby reflecting culturally shaped psychological tendencies). East Asians tend to see foreground objects as
bound to their background context, whereas Westerners focus on foreground objects and relatively ignore the background. It is not always clear how well findings that emerge from college students generalize to nonstudent populations. First, it is surprising to learn how powerful it is. Furnham, A., Bond, M. A third basic relational structure is equality
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matching, which is based on the idea of balance and reciprocity. The participants were then given the opportunity to make sculptures out of clay. Individuals can thus potentially profit by free-riding (unless everyone does, and then they'd only receive $10 each), but the best collective outcome is obtained when everyone cooperates. Norwood, NJ:
Ablex. The Chinese's thoughts about their social roles involved more of their temporoparietal junction, a brain region that is more typically involved in understanding other people's beliefs. So if we are trying to figure out if we feel happy, one clue that we might consider is whether we are smiling. J., Kamble, S., Cheng, T. On the universality and
cultural specificity of emotion recognition: A meta-analysis. Interrelationships among vertical and horizontal collectivism, modesty, and self-enhancement. Ecological variation and evoked culture represent important reasons underlying cultural variation and evoked culture represent important reasons underlying a message may hurt the relationship:
Cultural differences in the difficulty of using an answering machine. And, as captured in the title of his book, whereas bowling remains a popular activity in the United States, in the past most bowlers were part of a league that met weekly to bowl and socialize, whereas today they are more likely to bowl on an ad hoc basis, either with friends or by
themselves. H., 53 Crook, T., 538 Crooks, L., 39 Crosby, J. Maternal strategies for regulating children's behavior in Japanese and American families. One way that cultures differ is in the metaphors they use to indicate a healthy body. Sex Roles, 25, 451-467. Shrinking in a growing economy? Thorpe, S. According to economic theory, if you're a rational
person, you wouldn't give the other person a penny. And because ethnic minorities so often receive the brunt of negative stereotypes. Gilligan, C. Although Americans will reliably tell you that they prefer having many choices, their behaviors indicate that they actually
fare better when they have only a few choices to make (Iyengar & Lepper, 2000). ethic of community or social hierarchy. Consider this passage from the early English ballad, Old Robin of Portingale: "And at the wakening of your first sleepe/ You
shall have a hott drinke made. Daedalus, 59-68. Continuing-generation students were more motivated by an independent message. L., & Worchel, P. Max Weber: An intellectual portrait. Context and content are viewed as unwanted in the
highly controlled environment of the laboratory to provide the purest view of the CPU. Endangered minds: Why children don't think and what we can do about it. M., & McLean, A. Culture, Medicine and Psychiatry, 13, 147-161. However, the degree to which people from these Who Am I? This shows that the identity of the interdependent person is
experienced as somewhat fluid in different situations. He's using that stick in his hand to reach up and knock them off the shelf." By appreciating what Bonzo is trying to do with the stick, the individual can internalize Bonzo's goals and be better able to reproduce them. For example, in the 17th century, Boston was settled largely by Puritans whereas
Philadelphia was settled largely by Quakers. Was it because it seemed like the prudent thing to do, or did you think that having this particular major would ultimately make your life happier than if you didn't have it? New York, NY: Sage. In general, the most common strategy people are likely to pursue is the integration strategy. This is admittedly an
unusual explanation for the regional differences in violence, and when we encounter these kinds of extraordinary evidence to be convinced. J., Baca, L., Davis, L. propinquity effect An effect which states that people are more likely to befriend people they interact with frequently. R-21 R-22 REFERENCES Halmi, K.
199-230). unsolicited, 462-63 Africa/Africans absence of eating disorders, 566 collectivism, 218 continental axis, 73, 74 control feelings, 326 economic development, 105-7 equality matching practices, 587 kufungisisa, 571 lactase persistence, 527
parenting interactions with infants, 174 personality studies in, 249 self-concept of, 209 slave trade and, 105-7 subjective well-being, 430 voodoo death, 570 S-1 S-2 SUBJECT INDEX African-Americans co-sleeping and, 175 extremity bias, 129 frame-switching, 282 health, 547-49 height, 536 hypertension, 548, 549 ideal body weight, 449-50 income
and health, 546 reference-group effect, 133-34 self-enhancement, 306 social behaviors, 467 stereotype threat, 274-76 age differences in psychological processes and, 275-76 suicide and, 579-80 agency, 323 of groups, 326-27 independence/interdependence and
224 language and perceptions of, 389-90 motivation and, 322-37 aggression, 154-55 agonias, 571 agreeableness, 247, 249 agriculture disease resistance and, 528 gender norms and, 322-37 aggression, 154-55 agonias, 571 agreeableness, 247, 249 agriculture disease resistance and, 528 gender norms and, 322-38 allen, Woody, 436
alternation view, 281 altitude, genetic adaptations for, 526 "altruistic phobia," 578 altruistic phobia," 578 altruistic phobia," 578 altruistic phobia, 314 Americans, see United States/Americans, See United States/Americans, See United States Americans, See United States Amer
Americans; South America amok, 568-70 Amundsen, Roald, 80 The Analects (Confucius), 244 analytic thinking, 349-72 attention and, 351-59 defined, 349 reasoning styles, 364-67 tolerance of contradiction, 367-72 understanding other people's behaviors, 359-64 Anderson, Elijah, 282 Anderson, J. If social concerns are of greater importance in East
Asian cultures than they are in North America, we might expect East Asians to evince more concerns and anxieties about the possibility of committing an embarrassing faux pas. Hall, R. R., 471 Lee, H., 436 Lee, H. E., Kuang, M. These changes in lifestyle that came with acculturation are associated with a variety of adverse health outcomes
for acculturated Latino-Americans compared with their less acculturated peers (Abraido-Lanza, Chao, & Florez, 2005; Allen et al., 2008; Corral & Landrine, 2008). There are other ways in which acculturating individuals can fare worse over time. If you have taken a course on introductory psychology before, think back to the questions that were
investigated in that course. For example, when people from around the world learn about North American cultural practices, it is not uncommon to hear, "They put their babies in cages when they sleep!"; "They talk to young children as if they were psychotherapists, asking them Where Does Cultural Psychology Come From? Yeh (Eds.), Chinese
societies and mental health (pp. The Whorfian hypothesis has a certain amount of intuitive appeal, and it has independently been proposed by a number of eminent thinkers (see Hunt & Agnoli, 1991, for a review). A., 163 Renaud, S., 532 Rendell, L., 38 Renshaw, K., 21, 452 Rentfrow, P. San Francisco, CA: Freeman. The key role that cultural fit plays
in successful adjustment can also be seen when first-generation students begin college in the United States. Y., & Heine, S. R., Rothbaum, F. 6 SELF AND PERSONALITY CHAPTER OUTLINE Who Am I? King, C. If they are, this would suggest that the various facial expressions evolved as a product of natural selection—perhaps as means to
communicate information before our species had the linguistic capabilities to describe feelings. Where do we find individualistic and collectivistic cultures? R., 458 Landrine, H., 271 Landy, D., 464 Lang, F. People in some cultures believe that more rights,
privileges, and power than women. This is a critical distinction for understanding why individuals in collectivistic cultures are willing to allow some choices to be made for them by others. Journal for the Scientific Study of Religion, 37, 90-107. Cultural expectations and norms can shape the ways that people understand and react to most aspects of
mental health treatment. internal attribution Interpreting that an event is caused by characteristics of the person involved. Is there a genetic contribution to cultural differences? Alegria, M., Canino, G., Shrout, P. G., McKeown, R. And it seems that the regular exposure to busier environments among East Asian facilitates their ability to process busy
scenes: Wang et al. Oxford, UK: Clarendon Press. P., 544 Kleinman, A., 21, 562, 563, 564, 573, 576, 583 Kleis, A., 174 Kline, M. In general, the generation of novel ideas appears to be facilitated by individualism, and Westerners, accordingly, appear to generate more ideas than East Asians. MTV products and ideas. Hominid use of fire in the lower and
middle Pleistocene: A review of the evidence. Boyd, R., Richerson, J. Malinowski, B. Fiorito, G., & Scotto, P. Each of the people was showing an emotional facial expression. How have cultures been evolved to have enough melanin in their skin to allow
sufficient UVR to penetrate to synthesize vitamin D, but not enough to break down folic acid. co-sleeping Children sharing the same bed with their caretakers. Why Are Humans Adept at Cultural Learning? A comparison study of United States and African students on perceptions of obesity and thinness. compensatory self-enhancement The means of
compensating for doing poorly on a particular activity by focusing on how good one is at something unrelated to that activity. R., 209 van Harten, P. Psychosomatic Medicine, 52, 544-557. People with incremental theories about intelligence should thus be strongly motivated to study hard, especially when their grades aren't as good as they want. In
contrast, in a low-context culture there is relatively less involvement among individuals, and there is less shared information to guide behavior. L., 568 Chudek, M., 39, 168, 170 Chung, C. For example, there are no large indigenous mammals in Hawaii, and native Hawaii and native H
consisting of physiological responses, this competing school of thought maintained that emotions are primarily the interpretations of those bodily responses. Arendt, H. S., 171 Trommsdorff, G., 182, 183, 190, 326 Troppe, L. A person's total self-esteem score would be calculated by first reverse-scoring the responses for the
items written in the direction of low self-esteem (i.e., on a 7-point scale, we would need to change the 7's 131 132 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY to 1's, the 6's to 2's, the 5's to 3's, and leave the 4's as 4's) and then adding all of these together with the items written in the direction of high self-esteem. Child
behavior and child rearing in Japan and the United States: An interim report. People with interdependent selves tend to view ingroup and outgroup members quite differently toward these individuals. The prediction of psychological and socio-cultural adjustment during cross-cultural transitions. In many ways, cultural
participation manifests itself physically inside people as well. Perhaps the current state-of-the-art method for therapists working in multicultural settings is the cultural consultation service (Kirmayer, Grolean, Guzder, Blake, & Jarvis, 2003). Anxiety symptom presentations in Han Chinese and Euro-Canadian outpatients: Is distress always somatised in
China? However, the commonality across these diverse Western perspectives of mental illness is that the underlying evaluation of people and their conditions hinges on the client's ability to engage in a psychological discourse that is grounded in shared cultural meanings (see Kirmayer, 2007). It was the worst natural disaster in U.S. history. Belmont
CA: Thomson Wadsworth. This made for stimulating classroom discussions, but it also meant that my courses on cultural psychology were typically limited to small seminars for senior students. 0.8 0.7 0.6 0.5 0.4 0.3 0.2 0.1 0 2 4 8 Group Size 16 Is Culture Unique to Humans? R., 278 Bräuer, J., 41 Bravo, M., 571 Brehm, J., 232, 305 Breslow, L., 545
Brewer, M. Steele, C. Furthermore, the reasons that Japanese offer for not liking answering machines are different from the ones offered by Americans. Morling, B., Kitayama, S., & Miyamoto, Y. This reflects authority ranking, the second relational structure. This recently found and quickly growing body of evidence for cultural variability in cognition
and perception is calling into question some very basic assumptions that psychologists have held about how the mind operates. D., 182 Landes, D. Zhang, F. A theory of objective self-awareness. This suggests that rough quantity estimation skills might be innate whereas numerical skills beyond 2 are acquired through cultural experiences. H.
Gunther, M. Living in a busier physical environment seems to foster the ability to attend to a lot of information at once. They perceive that they have few opportunities to form new relationships, and their commitments and obligations to them, continue to guide them. K., & Rettek, S. These cultural differences emerged
consistently across a variety of themes and styles (Figure 9.1). There are many other ways that we can see how America has become more individualistic across time. Apparently, the Chinese are reacting to the arguments in that they have noticed the contradiction and it reminds them that the world is often contradictory, making it difficult to say
which side is right and which is wrong. Immigrant youth in cultural transition: Acculturation, identity, and adaptation across national contexts. Calvin's justification for this impersonal and focused attitude toward work was that a casual attitude and idle socializing were evil because they detracted from one's work for God in their calling (Bendix,
1977). For example, your instructor can give out a limited number of good grades to the class. If I think that I'm the only one who is uncomfortable about the amount of drinking on campus, then I am likely to be shy about expressing my concern and may go along with others and drink excessively myself, thereby further contributing to the
misconception and perpetuating the drinking culture. Other people have a large number of relationships and are thus influenced by a large number of people, and vice versa. However, the controversy continues because it is difficult to agree upon what kinds of evidence would be best suited to test a question of universality. Sociality influences because it is difficult to agree upon what kinds of evidence would be best suited to test a question of universality.
cultural complexity. Note that the appropriate level of universality for a given psychological phenomenon can often be debated because some evidence might suggest a different level. Semen is viewed as the physical basis of jerungdu. 139-176. Indeed, because becoming part of a team renders a
player's own goals to be largely consistent with those of his teammates (they all want to win the game, after all), it is likely that he would not feel that his choices had been stripped away when he was required to coordinate his behaviors with others. Negotiating biculturalism: Cultural frame switching in biculturals with oppositional versus compatible
cultural identities. © 2010 Itan et al. For example, one study compared psychiatric outpatients in China and Canada by employing three different assessment procedures: unstructured clinical interviews (which allowed patients to choose what to report), structured clinical interviews (in which patients were asked specifically whether they did or didn't
have certain symptoms), and questionnaires (which allowed patients a greater sense of privacy and anonymity in responding to structured questions; Ryder et al., 2008). One is to emphasize the integrity of the wall at the expense of the individual stones. They then went into separate rooms and completed either a personality measure or a measure of
their social background. British immigrants and Australia: A psycho-social inquiry. Being consistent in Korea is not associTABLE 6.3 ated as strongly with feeling good about oneself Cross-cultural comparison of correlations with (see Campbell et al., 1996, for similar findings self-consistency. Participant: If it was a mad dog, you could beat it with the
hatchet and the hammer and it would die. Fat phobic anorexia nervosa: A comparative study of 70 Chinese patients in Hong Kong. Davies, I. B., Sims, T., Markus, H. Goncalo, J. We're often skating on thin ice in trying to confidently assess what is going on in the minds of others. The challenge with having a diet based on fruit,
however, is that it is ripe for only brief periods. Eating disorders are more common in places that have experienced more Western cultural influence. Americans have long been recognized as an especially mobile people (see Oishi, 2010). M., & Lam, S. Relative brain size and basal metabolic rate in terrestrial vertebrates. W., Kim-Prieto, C., Diener, E.
Pierro, A., et al. For example, at that time, American men stood at approximately the same height as Australians, 1 inches taller than Italians, and more than 7 inches taller than the Japanese (Floud, 1994; Floud & Harris, 1997; Steckel, 1994; Whitwell, de
Souza, & Nicholas, 1997). In sum, a microculture was produced where four people had adapted to a norm of seeing the light move about 16 inches. Rumors or legends that spark strong feelings should thus facilitate a sense of shared connection with others. New York, NY: Summit Books. For example, one study contrasted Chinese and American
students in terms of how they viewed the importance of a tennis game that was framed either as trying to achieve a positive outcome—which is discussed more in Chapter 8) or as trying to avoid a loss (which indicates a prevention orientation, where people trying to achieve a positive outcome—which is discussed more in Chapter 8) or as trying to achieve a promotion orientation.
to avoid a negative outcome; Lee, Aaker, & Gardner, 2000). L., Simeonova, D. R., Yik, M. The researchers also averaged the Australian and Japanese faces together. Among the Brazilians, about 50% of the high-status participants viewed the practice to be universally wrong, and about 56% felt that the man should be punished. The Western
participants showed more activation in the medial prefrontal cortex (and to a lesser extent the anterior cingulate cortex) when thinking about themselves than when thinking about themselves than when thinking about themselves than when thinking about themselves, K. Journal of Cross-Cultural Psychology, 33, 37-55. Gelman, R., & Gallistel, C. For example, on the South Pacific island of Truk, men
traditionally had to go on dangerous deep-sea fishing expeditions to secure food for their families. In T.Sugiman, M. Even cultural differences in ways of thinking can be influenced by geographic differences in Ways of thinking can be influenced by geographic differences. S., Fiegler, H., Redon, R., et al. He
results are very informative. Thus, what should always be the initial step in studying people from other cultures is to learn something about the experimental method allows, these response biases are no longer a concern, because the
comparison is across groups that share a response bias. On the other hand, we can consider ourselves from the perspective of an object, the same way that was prized as the ideal female form then is not the same as what appears to be prized now. A second
step to take when studying cultural messages is to derive a specific hypothesis to test. The memory function of sleep. A., 188 Cavalcanti, T. W., Yang, H., Falk, C., Adam, H., Adair, W., et al. Invited address at the 6th Convention of the Society for Personality and Social Psychology, New Orleans, LA. 9. J., Katz, I. Multimethod probes of individualism
and collectivism. THINK ABOUT IT 1. People living in Protestant countries also have more pro-market economic attitudes than ones living in non-Protestant ones (Hayward & Kemmelmeier, 2011). A limitation of this method is that self-reports might reflect more about what people think about how they should be sleeping as opposed to how much they
are actually sleeping. Numbers are harder to learn in English than in Japanese, Korean, or Chinese, because there are more irregular number words in English. M., 470 Ker, R. Children of immigration. However, the profile of the stranger the participants saw had actually been filled out by the experimenter, who had made these "responses" highly
similar to those of the participant (a high-similarity condition) or quite dissimilar (a low-similarity condition). In communal sharing every person is treated the same—each has the identical rights and privileges as every other member of that group. 6, pp. Latitudes and attitudes: An atlas of American tastes, trends, politics, and passions. Manning
(1990) estimates that by 1850 Africa's population was only half of what it would have been had the slave trades not occurred. Given this situation, it is not surprising that people tend not to like speaking to answering machines. Many understood that the cartoons could be seen as offensive to some, but, as many Western commentators argued, such
a bachelor's degree has steadily increased over the past century, with particularly notable increases among women. Indian Journal of Applied Psychology, 19, 92-97. A cognitive model of social phobia. It is distinctive in that it is concerned with proportionality and ratios. People believe that their mind has been damaged by excessive thinking and can
thus no longer properly function, and they experience panic attacks and irritability. These studies suggest that East Asians are not less consistent in different ways. In contrast, in cultures in which the environment is more benign and food is plentiful and more easily acquired, more androgynous gender roles
are more likely to emerge (see Cohen, 2001). The Protestant participants reported viewing Mr. B. This kind of high-fidelity social transmission requires accurate imitative learning and sophisticated communication. And, as we have seen, mothers go about socializing their children in different ways across cultures. Lancet, 1984(1), 1003-1006. As
another example, in regions of the world where HIV infection is especially high, it is expected that major genetic resistance against the virus could evolve in as little as 50 years (Cromer, Wolinsky, & McLean, 2010). Rosch Heider (1972; Rosch Heider & Olivier, 1972) conducted a seminal series of studies investigating this question. Cultures vary not
only in the number of emotion words that they have but also in the ways they carve up the emotion words not existing in English emotion words not existing in the many non-English emotion words not existing in the many non-English emotion words not existing in the many non-English emotion words not exist n
relationships with others. Parenting of Asians. Once we have determined the impact of status within each culture, we can then compare the magnitude of this impact between cultures. For example, traditional and contemporary forms of psychotherapy that are practiced in the West—in which clients seek out professional help when they have
concerns, reflect upon themselves as individuals, explore their inner selves, and verbally disclose their private feelings and emotions to a therapist whom they have likely just met—are very much bound up in several of the Western cultural ideas that have been discussed thus far in this book. There are many instances in which two ethnographers
describe the same culture in strikingly different ways (e.g., Freeman, 1983; Mead, 1928). E., 116, 405, 406 Singhal, M., 103 Sinha, M., 568 Siy, J. For example, collectivistic cultures often include cultural practices such as children sleeping with their parents, classes of schoolchildren being promoted together to the next grade
regardless of the performance of some individual children, marriages being arranged by parents, companies compensating their employees on the basis of how long they have been employee, and extended families living under one roof. Cirrhosis of the liver African-Americans higher Hispanics higher 13. Journal of the American Medical Association
270, 2464-2469. Access to medical care among the Hispanic population of the Southwestern United States. E., & Klein, W. The chips were chosen so that the target chip was equally distant from Chips 1 and 2 in terms of hue; however, Chips 1 and 2 fell into two different perceptual categories. E., Caldara, R., & Schyns, P. Blais, C., Jack, R. Within-
and between-culture variation: Individual differences and the cultural logics of honor, face, and dignity cultures. Developmental Psychology, 43, 1239-1255. A., Denissen, J. For example, there is clear evidence of people sharing many similarities with those who cluster around them in terms of dialect, crime rate, self-concepts, political attitudes,
product consumptions, and lifestyles (Harton & Bourgeois, 2004; Mark, 1998; Plaut, Markus, & Lachman, 2002; Weiss, 1994). International Journal of Psychology, 30, 377-400. One real-life situation in which nonverbal information is not communicated is when people leave messages on answering machines. One study directly explored this question
(Kashima et al., 1995). F., 565 Szapocznik, J., 170 Szirmák, Z., 249 T Tadmor, C. Often referred to as an "outsider's outsider," Lee has been able to approach his subjects in a more naive way, free of the expectations that govern the perceptions of cultural insiders. When mothers were asked to state the minimal standard that would lead them to be
satisfied with their child's performance, American mothers gave a number that was considerably below the level at which they expected their child to perform. For example, if we compare cultures using the standard definition of obesity rates around
the world, ranging from approximately 1.5% of Chinese women to 55% of Samoan women (World Health Organization, 2005). In sum, people show evidence that their perception of the different colors is influenced by the color categories used in their respective languages. The typical criteria for a diagnosis of the "offensive type" of TKS (which is a
evidence is such that there is room to interpret it in either way. Psychological Bulletin, 112, 179-204. In many Latin-American cultures, people place an emphasis on maintaining harmonious relationships, and on making expressive displays of graciousness, hospitality, and personal harmony (Sanchez-Burks, Nisbett, & Ybarra, 2000). What kinds of
groups are cultures? Journal of Social and Clinical Psychology, 10, 37-46. Furthermore, not until the 16th century and the birth of the Protestant Reformation did something akin to self-enhancing motivations first become clearly evident. Ngui, P. Desai, S. A., & Coreil, J. Although this same set moral foundations may undergird the moral
reasoning among people from different cultures, sometimes different foundations are called upon to solve the same problem. Research suggests that Americans tend to view male gender identity (e.g., Feinman, 1981). Other positive emotions, such as feeling calm or at peace, involve a low degree of
arousal. Y., 577 Minoura, Y., 170 Mirowsky, J., 131 Miura, I. Critical history of the acculturation psychology of assimilation, separation, integration, and marginalization. Journal of Biosocial Science, 41, 51–57. Cross-cultural differences in infant and toddler sleep. Moreover, cultures differ in the ways that they educate their children, and these
differences affect the ways that children perform in their classes. We all suffer some social fears on occasion, as we find ourselves in situations where we realize, often quite rationally, that we stand to look foolish and perhaps lose the favor of others. Culture and Health In recent years there has been a growing realization among medical researchers
that people's cultural backgrounds have important and often not well understood implications for their health. Her critics maintain that she was actively involved in the Quebec separatist movement. Although we sometimes see ourselves as more flexible than our social worlds and other times see the social worlds as potentially more malleable than we
are, the extent to which we hold these beliefs can vary importantly across cultures. I., Faravelli, C., Greenwald, S., Hwu, H. People's reporting of their subjective well-being is also affected by whether they believe that life is inherently good or that life is inherently composed of both good and bad events. That's not how average works. This
means that when they sat in a room facing south, they usually arranged the pictures in the same way as English speakers, because east is on their left side. That is, people tend to evaluate the decisions of parents as either "good" or "bad," and parents go through a lot of grief trying to ensure that they are raising their child in the best possible way
C., 316 Aiello, L. Mandelbaum, D. The researchers explored the role of a number of variables, including the average wealth of the society, sex, age, family income, household size, and education. S., 41, 45 Savani, K., 244, 329, 330, 331, 356, 427 Schacter, S., 116, 339, 405, 406, 451 Schaller, M., 84, 85, 90 Schapiro, S. Rather, how societies opt to
educate their children reflects their implicit beliefs about what kinds of knowledge are most important, what kinds of learning styles are most effective. The effects of perceived culture?
The premium that is placed on acting consistent, This chapter provides an overview of how culture is considered by psychologists. I grew up playing Space Invaders, a game in which one could choose between moving left or moving
right while shooting at a grid of descending blobs (aliens, I guess) before they shot you. Well, the bit about their learning English well was something of an exaggeration because no one in the class seemed to understand a word of my speech. culture of honor A culture in which people (especially men) strive to protect their reputation through
aggression. Furthermore, the focal point of each of these color categories (e.g., the most prototypical green in an array of different shades of green) is largely similar across language groups. 1-18). Perhaps all of these reasons, and others, apply to your case. American parents were the only ones in a survey of 100 societies who created a separate
identity integration (Benet-Martinez, Leu, Lee, & Morris, 2002). H., 541 Smith, C. M., & Zemba, Y. Indeed, if we imagine that we had instead been born and raised somewhere else, such as in Afghanistan, and described our identities in terms of our favorite sport of buzkashi (the national sport, which involves passing a goat carcass among players on
horseback; Figure 6.3) and our preferences for folk music played on the rohab (something like an Afghani violin), our identities might not be all that different. J., Nishii, L. Because American universities tend to have relatively independent
orientation is often a poor fit with these norms, and they can experience more stress because of this (Stephens, Townsend, Markus, & Phillips, 2012). Ultimately, the authorities put an end to these matches, although it wasn't clear whether the primary concern was the well-being of the chimps or of their hapless
challengers (Farley, 2004; Noell, 1979). The principles of psychology. Identifying culture specifics in the content and structure of values. Dehaene, S. C., Adams, G., & Anderson, S. The language instinct. Guns, germs and steel: The fates of human societies. Stigler, R. In general, Americans are less likely to participate in formal groups than they were
in the past. This suggests that Japanese are habitually attending to the tone in which things are said more than they are to the precise content of what is being said. A., 373, 374 Nimmo-Smith, I., 405 Nisbett, R. Journal of Personality and Social Psychology, 93, 814-830. Huntington's thesis has been controversial, in part because a common perception
of many people, particularly academics, is that the world is quickly becoming secularized. To the extent that this story captures widely shared beliefs among East Asians, we would expect differences in the ways people predict how the future will unfold. "Raven's Progressive Matrices" is a registered trademark, in the U.S. and/ or other countries, of
Pearson Education, Inc. C., Nishida, T., Reynolds, V., Sugiyama, Y., et al. Chang, Y. This chapter looks at the tensions between culturally universal and outgroups As Figures 6.5 and 6.6 indicate, people with independent selves have a number of close relationships with members of their
ingroup; however, those relationships are less self-defining than are the corresponding relationships of those with more interdependent selves. Even today within North America, there are many young people in their twenties, particularly those of Indian and Pakistani descent, who are participating in arranged marriages. For example, the simple act
of an American college student going out to have a cappuccino might mean for that student a chance to quench her thirst, a demonstration that she has quit her diet, an effort to wake herself up so she can study, or an opportunity to pursue a romantic partner. In sum, compared with other species, humans are less genetically distinct from each other.
but different populations of humans do differ from each other in apparent contradiction with each other (e.g., Chinese individuals would provide answers that suggested they had both high self-esteem and low self-esteem; also see
Bagozzi, Wong, & Yi, 1999). In contrast, the positive interpersonally disengaged emotions for Japanese and the positive feelings. Since the day our daughter came home, she has slept in our bed. The origins of analytic and holistic thinking are argued to arise
from the different social experiences people have within individualistic and collectivistic societies. A tendency to agree with most statements is known as an acquiescence bias and is an issue for cross-cultural comparisons. D., 583 Cantlon, J. 501 502 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE We can contrast
Carter's guilty feelings about his lustful fantasies with the apparently unrepentant feelings that Sigmund Freud had about all of the rather nasty thoughts he entertained. S A B C Motivations to Fit In or to Stick Out found that hardly anyone got the answer wrong when tested individually. Selected writings of Edward Sapir in language, culture, and
the most normative strategy among Westerners today, was evident in only 31% of small-scale societies for men, and only 8% for women. Interestingly, the stories that were more often told by European-American parents focused on a past success of the child. It appears that the tendency to attend to directions relative to one's own egocentric position
is a relatively recent development, and one that is peculiar to some industrialized cultures. Science, 339, 953-957. Evidence for adolescents. R., & Kurokawa, M. As you may know from the previous chapters, such cultures are
typically referred to as individualistic cultures. Is the Mind Independent from, or Intertwined with, Culture? Indeed, a sizable portion of the multibillion-dollar cosmetics industry is directed at selling products that conceal anything that makes one's skin appear less than pristine. Another famous instance involved Juzo Itami, who at the time of his
suicide in 1997 was Japan's most internationally renowned movie director and who had directed the cult classic Tampopo. The findings were quite revealing, as can be seen in Figure 10.14. Unlike, say, depression or anorexia, for which there is much consensus for which there is much consensus.
globally about what suicide is, although the behavior may be motivated by a wide range of conditions assimilation strategy. An acculturation strategy that involves an attempt to fit in and fully participate in the host culture while making little or no effort to maintain the traditions of one's heritage culture. Researchers are more interested in the
reasons participants give to justify their answers than in the context of the world's cultures Close Relationships (e.g., Henrich et al., 2010) may be because of the relatively itinerant lifestyles that they lead. One day Imo was giver
some pieces of sweet potato, and she went to some nearby water to wash the sand off before eating them. There is not a widely shared understanding of the best Percentage Protecting Interpersonal Obligation Percentage of Participants 492 100 90 80 70 60 50 40 30 20 10 0 Indian American Extreme Moderate Extremity of Justice Breach Minor
FIGURE 12.3 When interpersonal and justice obligations, whereas Americans tend to prefer protecting interpersonal obligations, whereas Americans tend to prefer protecting justice obligations. Situation Sampling One inherent shortcoming in cross-cultural background. Placing the protecting interpersonal obligations conflict, Indians tend to prefer protecting justice obligations.
face in context: Cultural differences in the perception of facial emotion. Although suicide is recognized quite similarly across cultures, its frequency varies enormously. What can we make of this finding? These experiences shape How Do Early Childhood Experiences Differ Across Cultures? For example, in Germany, Protestant counties in the 19th
century were wealthier than Catholic counties, and this was associated with greater literacy in the Protestant regions (Becker & Woessmann, 2009). M., 583 Chua, H. Indeed, research reveals that Japanese tend to actively avoid leaving messages on answering machines and are less than half as likely as Americans to do so. Well, it would seem that the protestant regions (Becker & Woessmann, 2009). M., 583 Chua, H. Indeed, research reveals that Japanese tend to actively avoid leaving messages on answering machines and are less than half as likely as Americans to do so.
individuals who have more of an interdependent view of self would tend to focus more on monitoring their sense of belongingness and connection with others than do those with more independent views of self. There is also a greater emphasis on faith in Christianity (especially Protestantism) than in Judaism. With an external attribution, people
attribute the cause of their actions to something outside themselves, in contrast to an internal attribution, in which people locate the cause within ourselves, such as our abilities (e.g., Zuckerman, 1979). Hollywood movies, too, are watched the world over. When people locate the cause within ourselves, such as our abilities (e.g., Zuckerman, 1979).
better week than the Asian-Americans did. There are other kinds of tasks for which holistic thinkers should perform especially badly. F., 59 N-3 N-4 NAME INDEX Cameron, J. The social brain hypothesis. Acculturation experiences are diverse enough that we cannot predict how well a given person has adjusted to his or her new culture just on the
basis of how many years the individual has spent there (Rhee, Uleman, Lee, & Roman, 1995). L., & Stepper, S. Even within a country, we can see clear differences in people's perceptions of choice and control. In that paper, they made the case that many psychological processes, such as cognitions, emotions, and motivations, can be viewed through
the lens of the self-concept. Among Westerners, interpersonally disengaging acts feel especially good, subjective well-being is associated with positive feelings, people operate under the implicit theory that more positive emotions are preferred. The
Hong Kong participants' self-evaluations appear to be the product of what they think others (in this case, a single other who is a stranger) think of them. That is, they felt that the male gender identity was more mutable, and less essentialized, than the female gender identity (also see Mahalingam, 2003). How is social support perceived differently
between East Asians and Westerners? B., Halperin, E., Eskin, E., Ballinger, D. Population Reference Bureau. Journal of Cross-Cultural Psychology, 19, 267-286. H., Olson, J. At first glance, it would hardly seem to be culturally influenced, because there are creative people in all cultures of Who Am I? M., 221, 267, 341, 342 Stepper, S., 419 Stepper, A.
544 Sternberg, E., 88 Stevenson, H. The top line in the graph indicates that Americans who encountered the contradictory Argument A. Y., & Ahuvia, A. In the "no race prime" condition, the African-American and European-American students did
equally well when controlling for SAT scores. Rothbaum, F., Pott, M., Azuma, H., Miyake, K., & Weisz, J. Journal of Personality and Social Psychology, 101, 337-353. Thus, whether your distant ancestors tended to use a plow to raise their crops appears to have a curious influence on whether your own mother worked outside the home. How do the
cultures compare in their emotional experiences? In interdependent contexts people do not so much choose whom they will have relationships with; instead, the relationships are perceived to exist naturally without negotiation—the default state between two such individuals is that they have a relationship. First, as in the paintings, the height of the
horizon in the picture was measured. A., 183 Chase-Landsale, L. Journal of the Optical Society of America A, 21, 2061-2064. International Journal of Psychology, 31, 207-217. Balke, B., & Snow, C. If there is a way that we can easily help someone else, especially if there is little cost to ourselves, we feel a strong urge to do so. Last, if we conclude that
a psychological phenomenon is equally accessible in all cultures then we conclude that it is an accessibility universal. Management and Organization Review, 6, 313-327. What moral ethic do you think is most on display in the constitution of your country? The ethic of autonomy appears to be of critical importance in all cultures, and indeed it's hard to
imagine how any culture could function if its members did not view harming each other to "Why is it we never focus on the things that be problematic. However, because of response biases, we would not be able to confidently assess whether this finding reflected different attitudes toward the high-status person or different response biases. If you call
all three of them a "hammer," that won't be right either. For example, looking at the 15 leading causes of death in the United States, African-Americans have higher death rates than that of European-Americans for 12 of them (see Table 13.1). G., Shipley, M. Face is always vulnerable, and because others determine a person's face, people must count
on the goodwill of others to be able to maintain their face. Approaching hysteria: Disease and its interpretations. For example, we could operationalize the quality of life as meaning the average level of positive emotional experiences among cultural members, as this would indicate people's subjective satisfaction with how their lives are going
Contrast the above kind of statement about oneself with another kind that one could make—for example, "I am a younger brother." How does this statement reflect on a person's cultural background? The James-Lange theory maintains that our bodies respond to stimuli in the world by preparing us to react in a survival-facilitating way (such as
running away from the bear), and our emotions are our bodily changes that signal how we should behave. L., Mann, J., Murrell, A., & Dovidio, J. However, one of the saddest facts of human existence remains that people from Different but Often Unequal 273 different cultures are not all treated with equal respect. J., 293 Ng, F. Nature, 427, 311-312
In G. When psychoanalysis was introduced in the United States in the 20th century, it was modified somewhat by Carl Rogers, who emphasized a client-centered approach in which the therapist aids the client in his or her self-discovery. The Four Elementary Forms of Relationships Given that this book has revealed some pronounced cultural
differences in various psychological processes, it's perhaps not surprising to expect that cultures might differ in their kinds of relationships. For those about which there is adequate information, about half of the saints refused food and became greatly emaciated because of a belief that this reflected divine intervention—a condition that has been
termed "holy anorexia" (Bell, 1985). That noticing of difference was very important" (Csikszentmihalyi, 1996, p. E., 126, 310 Choi, H., 267, 370, 436 Choi, S., 185 Choi, Y., 131 Chow, R. The idea that left is perceived as the origin of time in English is somewhat arbitrary and
is likely determined by the fact that English is written from the left to the right. We were not born with the innate capacity to reason about numbers in these ways, which is evident by the fact that people from some cultures are incapable of even counting numbers past 3 or so, or of estimating the amount of rather small quantities (we'll explore this
more in Chapter 9). KEY TERMS Acculturation, 258 Migrants, 260 Heritage Culture, 260 Host Culture, 260 Host Culture Shock, 262 Cultural Distance, 264 Cultural Distance, 264 Cultural Distance, 260 Heritage Culture, 260 Host Culture Shock, 262 Cultural Distance, 264 Cultural Distance, 260 Host Culture, 260 Host Culture
274 Blending, 278 Frame-Switching, 278 Bicultural Identity Integration, 286 Integrative Complexity, 292 297 Indians do not seem to be as motivated to make individual choices compared with Americans. We rely on culture more than any other species, and it is our reliance on culture that has allowed us to succeed in such diverse environments.
to evolve. Such a conclusion, however, would be grossly incorrect. Chimps from Mt. Assirik in Senegal have 37 38 CHAPTER 2 CULTURE AND HUMAN NATURE FIGURE 2.2 An example of cultural learning among chimpanzees. Twenty years of health in Alameda County: The human population laboratory analyses. Higgins, E. Source: Rosenberg
(1965). People became "civilized" as a growing set of rules and norms came to regulate the behaviors of people across all classes of society. Schaller, M., Conway, L. In an absence of talented models to copy from, the ratchets will slip, and cultural knowledge will deteriorate. Together with education, then, comes a heightened willingness to consider
information beyond what one has experienced or heard about firsthand, and to apply logical principles to it. R., Staurowsky, E. Ekirch, A. Chapter 13 Page 518: © Peter Erik Forsberg/Lifestyle / Alamy; p.521: Russell H. For example, the decathlon includes the 100-meter sprint and the 110-meter hurdles. Cultural psychology had become a
tremendously interesting and important discipline, and had rapidly developed a rich theoretical and empirical foundation unique from other approaches that considered the influences of culture. Schmidtke, A., Weinacker, B., Apter, A., Batt, A., Berman, A., Bille-Brahe, U., et al. European Journal of Personality, 12, 75-101. M., Lavallee, L. Confronting
racial disparities in infant mortality: Reconciling science and politics. Measuring the physical in physical attractiveness: Quasi-experiments on the sociobiology of female facial beauty. Well, because North Americans tend not to view semen as a precious resource, a key source of vitality, or a bulwark against disease, they likely wouldn't be all that
anxious about losing it. Markus and Kitayama labeled this second construct the interdependent view of self, which is represented graphically in Figure 6.6. Consider how the features in this figure contrast with those from Figure 6.5. First, contrary to the independent view of self, the border surrounding the interdependent self overlaps considerably
with an individual's significant relationships. You may be trying to delay finding a job. Each family gets a turn at this, so every handful of years each one enjoys a short period of wealth. herds of cattle and rely on milk from their herds, whereas the Dinka regularly slaughter their herds and rely on the meat. Useful Ideas Spread Humans are an
ultra-social species, and one way that our social orientation is highly visible is that we like to help others. Appetite, 56, 558-563. Country reports and charts. Oishi, S., & Diener, E. I would also like to thank Andrew Ryder for his guidance in writing the mental health chapter. Sternberg (Ed.), The encyclopedia of human intelligence (pp. Prentice, D., &
the worse they performed in school (Suarez-Orozco & Suarez-Orozco, 1995). Put simply, he found that a few years of schooling led to some rather dramatic effects on the cognitive abilities of children. Some of these reflect feelings that English speakers are probably familiar with, even though the language doesn't contain a single term to express
them. In contrast, approximately two-thirds of those taking the American bar exam each year pass it, with about three-guarters of them passing it on their first attempt (National Conference of Bar Examiners, 2010). Marsh, A. Journal of Personality and Social Psychology, 98, 1-15. A., & Berry, J. For example, there are few White, heterosexual males in
the most commonly observed subtype in most locations, although the proportions varied considerably across locations. Micale, M. Attitudes to food and the role of food in life in the USA, Japan, Flemish Belgium, and France: Possible implications for the diet-health debate. Free Inquiry in Creative Sociology, 20, 1-11. "Some love" doesn't seem so great
compared to the "lot of love" that they had for each other earlier. A second interpretation is to note that urban Western environment, and that people develop a moral framework that best fits their environment. But it wasn't as easy as I thought it would be, as at
first, I failed to appreciate just how much new and significant research was being conducted. Height, health, and economic growth in Australia, 1860-1940. Population size predicts technological complexity in Oceania. It also reduces the amount of chewing that is necessary, which has led to humans' jaw muscles and teeth also being much smaller
than those of chimpanzees. Rubinstein, D. A., 544 Mauss, I. Psychological Bulletin, 115, 102-141. A., 170, 290 Lee, S., 567 Lee, S. New York, NY: Holt. PLoS ONE 6(3), e18239. That is, the East Asians found the absolute length judgment to be especially difficult, which is a finding that replicates much past research (e.g., Kitayama et al., 2003), and
indicates cultural differences in analytic versus holistic reasoning, as we'll explore in more detail in Chapter 9. New Directions for Higher Education, 17, 1-15. IQ has been increasing at a rate of approximately 6 points per decade in many countries around the world. Transmitted culture is the process by which one learns a cultural idea from another.
(1997b). From that time until 40,000 years ago, the rate increased to about 0.05 innovations per thousand years. C., 233 Fredman, T., 43 Freedman, J. Gellantly, A. On average, first-generation students in the United States are more likely to be from a working class background than those whose parents also went to college, and they tend to have
more interdependent views of self. In this case, each participant would be randomly assigned to listen to either a fast-talking salesperson or a slow-talking one, and we would measure their persuasion and compare these across conditions. J., Snyder, M., Zehm, J. Moreover, stress is more likely to be experienced when a person is feeling a lack of
                      ital & Cortez, 1988). H., 355 Guugu Yimithirr (Australia), 390-92 H Hadza (Tanzania) absence of endowment effect, 308, 309 dictator game, 510 physical attractiveness, 447 SUBJECT INDEX Haidt, J., 493-95, 499 Haiti, 256 Hall, Edward, 380 hallucinations, in schizophrenia, 582, 584 halo effect, 464 Handel, George, 292 happi
409-14, 429-38, 454-55 Harris, Eric, 188 Harris, V. Otherwise our day started off with a half-hour-long tantrum of inconsolable ear-splitting screams as my son vented his anger and frustration at having been deprived of his favorite task. Acculturation stress: The role of ecology, culture, and differentiation. Kitayama, S., Markus, H. Whether this
single transformational experience is largely behind the dramatic generational changes in social engagement is not clear; however, at this point it is the single variable that has the most empirical support. 2. Williams, T. H., 493-95 Korea/Koreans altruistic vs. The wiring between the different semiconductors is not affected by the context that they are
in, nor of the content that they are processing. Although there may be a different word to 413 414 CHAPTER 10 EMOTIONS express "happiness" in almost every language, everywhere around the world people communicate their happiness by orchestrating their facial muscles in a fairly similar way. Poor people are less likely to adhere to medical
treatment regimens, which is likely influenced by the same kinds of distraction and cognitive overloads that the experience of poverty engenders (Karter et al., 2004; Katz & Hofer, 1994; Neal et al., 2001). People are likely to make socially desirable statements because they wish to maintain a positive impression. Psychological Science, 20, 444-446.
Given that Native Americans are a relatively invisible minority group to most Americans because they represent a small percentage of the population, often live on isolated reservations, and rarely appear in mainstream media (e.g., Mastro & Greenberg, 2000), these few stereotypical portrayals stand to greatly influence the way that Native Americans
are perceived by others. This is a profoundly different orientation of the individual. Interestingly, when people move to new culture's attitudes toward relational mobility, although not all of them (Zhang & Li, 2014). Which of the multitude of cultural differences between Japanese and Americans can
account for this difference? One possibility is that co-sleeping is something that you do only if you don't have enough space in your home to give the children their own rooms. Not surprising to anyone who has watched episodes of the reality TV programs like Survivor or Big Brother, it was the dissenter who was quickly voted out of the group. H., &
Cyphers, L. Norms for civic cooperation remain relatively low in Russia and many other societies around the world, which makes it more difficult for governments to band citizens together in cooperative ventures. Gislen, A., Dacke, M., Kroger, R. A second characteristic that appears to be universally viewed as attractive is bilateral symmetry. Murray
S. In The Analects (Slingerland, 2003), Confucius stated that "by nature people are similar; they diverge as the result of practice," reflecting the incremental view that individual differences (see Figure 6.18). B., Wosinka, W., Barrett, D. This
question was investigated by exploring whether feelings of life satisfaction are more highly correlated with overall positive affect in individualistic cultures (Suh, Diener, Oishi, & Triandis, 1998). Thus, a Protestant drive to be creative and productive may be based on an effort to rid oneself of any thoughts that might not be
spiritually pure (also see Cohen, Kim, & Hudson, 2014). Westerners might expect people to attend their friend's ceremonies, but they generally don't think they should be punished for not attending. Merill-Palmer Ouarterly, 34, 223-237. To be diagnosed with anorexia nervosa, one must refuse to maintain a normal body weight, be intensely fearful of
gaining weight or becoming fat, deny the seriousness of one's low body weight, and, for postmenarcheal females, miss three consecutive menstrual cycles. The more the average participant's response to that item reflects a negative attitude, the more the average participant's response to that item reflects a negative attitude, the more the average participant's response to that item reflects a negative attitude, the more the facial feature reveals a small and unhappy face. The Himba language also contains five basic
color terms, which, likewise, correspond roughly to black (zoozu), white (vapa), red (serandu), yellow (dumbu), and green (burou), although the boundaries of these colors differ somewhat from those of the Berinmo (Figure 9.15). In contrast, however, another study found that Englishspeaking expatriates living in Singapore who scored high on
extraversion reported feeling more boredom, frustration, depression, and health problems than those who scored low. Second, therapists should develop knowledge about the cultural background of their client, and the kinds of expectations that the client likely has for the counseling relationship, so that they can interact with their client in the most
effective way. As any of you who have taken this exam know, these items are quite difficult. Y., 168, 170, 540 Cheung, F. Retrieved from www.reason.com/0512/co.mw.they.shtml Wen, J. Numerical cognition without words: Evidence from Amazonia. French paradox The fact that despite eating a cuisine that's rich in fat, French people have low
obesity rates and relatively long lifespans. R., 589 Sogon, S., 217 Sokol, B., 580 Sommers, S. How does stereotype d groups? Much recent research has shown that when other populations are investigated, the findings often look quite different across cultures. S., & Grimm, S.
Smeekes, A., Verkuyten, M., & Poppe, E. According to FIGURE 6.12 A statue of the Hindu goddess Durga. His and her marital satisfaction: The double standard. The chimpanzees did a little better: After dozens of hours, 4 of 33 chimps reaching Stage 2, and 1 reached Stage 3. A few decades ago, it was observed that Protestants in the United States
were more likely to enter high-status, nonmanual occupations than Catholics of the same occupations to be debated variables (Jackson, Fox, & Crockett, 1970). Fodor, J. 42 CHAPTER 2 CULTURE AND HUMAN NATURE The points about what specifically wild chimpanzees can and cannot do continue to be debated
in the literature (de Waal, 2001; Tomasello et al., 1993; Whiten, 1998), and it is difficult to say conclusively what is the full extent of their capabilities. The number of choices has continued to grow, which has lengthened the period of adolescence,
sometimes referred to as a "failure to launch," or "emerging adulthood" (Arnett, 2000). Another method commonly used in cross-cultural studies is to measure brain activity at certain electrodes placed along the scalp using an electroencephalograph (EEG). Culture and social support provision: Who gives what and why. Soon, however, in response to
consumer demand, Starbucks created an even larger 16-ounce size. Blowing your nose was a common topic in older manners books, and one's technique was seen to indicate one's status. STEVEN J. The most famous single incident of suicide in Japan is documented in the true legend of the Chuushingura, better known in the West as the "Forty-Seven
Ronin" (Figure 14.7). Hong, Morris, Chiu, and Benet-Martinez (2000) proposed that multiculturals do engage in frame-switching and that it should be evident in how their minds operate at the most fundamental level. S., & Zhang, X. For the vast majority of items, doctors and laypeople tended to have similar answers to the questions. Journal of Cross-
Cultural Psychology, 45, 1561-1578. In 1880, approximately 65% of baby boys and 55% of baby girls received one of the 50 most popular names of those years. Learning what feelings to desire: Socialization of ideal affect through children's storybooks. The odds that by chance people would tend to make facial expressions so similar to the ones that
you and I make, even though they have had no contact with our cultures, are extremely remote. R., Terracciano, A., & 79 members of the Personality Profiles of Cultures Project (2005a). experiment was investigating how a new vitamin called Suproxin affected vision, participants were given an injection under one of three conditions. Figure 8.3 shows
this relation clearly. Indeed, in West Africa, the term "fat" is often viewed as complimentary, indicating strength and beauty (Cassidy, 1991). The demonstrations left dozens of people killed, and a number of embassies were burned to the ground. The other half of the participants were asked to evaluate both of the contradictory arguments. Mahler, I.
In contrast, majority-group memberships play a far smaller role in people's identities. For example, more than 60% of Chinese high school students said that the key to success in math was to study hard. Other researchers argue that antisocial punishment can be adaptive in contexts where the rule of law is insufficient, as it's a strategy for
establishing status and obtaining the associated benefits when the system can't be relied upon to deliver those (Sylwester, Herrmann, & Bryson, 2013). Wolsko, C., Park, B., Judd, C. Socratic learning that emphasized the mastery of
material (Tweed & Lehman, 2002). Similar approaches have been taken in other cultures. We can hypothesize that the more culturating more to backgrounds, and in living in busier physical spaces, is associated with better
skills for finding details in a busy scene. They found that the averaged Eurasian face and the averaged biracial face were the most attractive of all, particularly as judged by members of the opposite sex (Figure 11.3). Why do you think Japanese people sleep so much less than North Americans and some Europeans? R., 331, 333 Lerner, C., 395 Lert, F.,
541 Leu, J., 286 Leuers, T. Over time spent in North America, the average person of East Asian descent comes to more closely resemble European-Americans and to less closely resemble East Asian descent comes to more closely resemble European-Americans and to less closely resemble East Asian descent comes to more closely resemble European-Americans and to less closely resemble East Asian descent comes to more closely resemble European-Americans and to less closely resemble East Asian descent comes to more closely resemble European-Americans and to less closely resemble European-Americans and to less closely resemble East Asian descent comes to more closely resemble European-Americans and to less closely resemble European-Americans and to less
African worlds. (2006). For example, an immoral action would be a son's failure to attend his parents' wedding anniversary celebration by calculating an agreed-upon value of the exchange. G., 577 Hynie, M., 183 I Ickes, W., 240, 241, 467 Ickovics, J.
Much of this research has investigated cultural differences in subjective well-being. A cross-cultural comparison of behaviors and independent review, 3, 305-314. However, these new dimensions have not yet
received as much attention, and as we continue to explore these and other possible dimensions of cultures we will have a better system for understanding cultural variation. Chen, C., Lee, S.-Y., & Stevenson, H. In contrast, bilinguals who learned their second language early in life showed activation in the same part of the brain, regardless of whether
they were hearing their second language or their native one (Kim, Relkin, & Lee, 1997; also see Chee et al., 1999). F., 190, 305, 310 Bavadra, K., 450 Bayraktaroglu, A., 463 Beach, F. In search of East Asian self-enhancement. Liberals are primarily concerned with harm and fairness; conservatives are also concerned about ingroup loyalty, authority,
and purity. Are people in some cultures more creative than others? For example, Berlin and Kay's (1969) findings regarding the patterns of color categories are not arbitrary nor solely dependent on the language that one speaks. In
contrast, humans from all cultures, even those from cultures that appear to be guite simple or "primitive," have remarkably complex grammar and syntax, and they all have rich vocabularies. In learned helplessness, an individual feels that he or she is unable to control or avoid unpleasant events, and they person will suffer from stress and potentially
depression (e.g., Abramson, Seligman, & Teasdale, 1978). N., Pond, R. Humans evolved to be able to function in large social groups, which offered more cultural learning opportunities. Cromer, D., Wolinsky, S. Diener, E., D
tablecloth have had a selective advantage over the norms for engaging in these behaviors. This cultural difference in the relation between talking and thinking has other implications as well. The first year of family- and couple-initiated marriages of a Turkish sample: A longitudinal investigation. Academic Psychiatry, 25, 223-233. The second factor
that Schacter and Singer manipulated was the amount of physiological arousal the participants would be experiencing. Complete this guestionnaire by listing 20 statements that best describe who you are. S., McDonald, K., Sevcik, R. Human Development Reports, H., 455 Holoien, D. Journal of Personality and Social Psychology, 81, 922-934. Hence,
we would expect that Protestants who were led to think about spiritual quests should become motivated to work harder. Participant: If we're getting firewood for the stove, we could get rid of the hammer, but if it's planks we're fixing, we can do without the hatchet. Culture and the self: Implications for cognition, emotion, and motivation. New York
NY: Holt, Rinehart & Winston. Most noteworthy are the findings that symptoms of depression are more likely to be somatized within some cultures KEY TERMS (e.g., China), whereas they are more likely to be psychologized in others (e.g., China), whereas they are more likely to be somatized within some cultures KEY TERMS (e.g., China), whereas they are more likely to be somatized within some cultures KEY TERMS (e.g., China).
p.396: Peter Gordon, Numerical Cognition Without Words: Evidence from Amazonia, Another study found that patients of Irish and Anglo backgrounds (Zborowski, 1969; also see Bates, Edwards, & Anderson, 1993), although some kinds of self-report measures
of pain do not reveal consistent cultural differences (Zatzick & Dimsdale, 1990). Cultural Variation in Kinds of Emotional experiences In addition to research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions and emotion terms across cultures, other research that has contrasted facial expressions across cultures, other research that has contrasted facial expressions across cultures across cultures.
cultural differences—namely, the Western cultures scored higher on agency and assertiveness whereas the Eastern cultures scored higher on collectivism and relatedness. Likewise, Japanese today value independence in their children more than they did a few decades ago. Differences in climate exert a strong selective force, such that those
individuals who are better adapted to the local climate will produce more surviving offspring. This way of thinking would be an example of rule-based reasoning. Similar kinds of within-country differences in individualism have been found in Japan as well (Kitayama, Ishii, Imada, Takemura, & Ramaswamy, 2006). D., 88 Harkness, S., 539 Harpending.
H. For example, the American author Richard Wright, who wrote many of his novels in France, reflected on his time in France by noting that "once I went (abroad) it was extremely exciting for me to become a new personality, to be detached from everything that bound me, noticing everything that was different. Mischel (Ed.), Cognitive development
and epistemology (pp. The stones would change to accommodate the wall. 4. 9-24). On the other hand, the second solution would require Ben to violate an interpersonal obligation, as his friend is counting on him to deliver the rings on time. Past research has explored cultural messages in domains as diverse as magazine advertisements (Han &
Shavit, 1994), laws (Cohen, 1996), newspaper articles (Morris & Peng, 1994), fairy tales (Doyle & Doyle, 2001), children's stories (McClelland, 1961), sports coverage (Markus, Uchida, Omoregie, Townsend, & Kitayama, 2006), web pages (Wang, Masuda, Ito, & Rashid, 2012), and personal ads (Parekh & Beresin, 2001). Ayurvedic medicine from India
proposes that there are three metabolic body types, thus maintaining that one's metabolism rate provides the foundation of individual temperaments. We talk, therefore we think? And we tend to be unaware of how dependent our thinking is on such cultural tools until we are in a situation in which that tool is not available to us. Culture and lay
theories of change. Statistics Canada. Pluralistic ignorance and political correctness: The case of affirmative action. J., Washington, S., Lasaleta, J., & Henrich, J. Keeping the coders blind prevents their motivation to get good results from leaking into the subjective decisions they have to make. Even though there were no religious
differences in terms of the perceived immorality of the behaviors, there was a pronounced religious difference in people's reactions to someone thinking about engaging in such behaviors, there was a pronounced religious difference in terms of the behaviors. 139-176. The Latino mortality paradox: A test of the "salmon bias" and healthy migrant hypotheses. However, it's worth noting that almost all of the studies that
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this review was based on were of speakers of European languages, which all suffer from a paucity of odor terms. Both of these stories were covered in the New York Times and the World Journal, the leading English and Chinese language newspapers. If you also want what is best for your extended family, it very well might not feel like you are being
stripped of your freedom to choose, but that you are engaging in actions that were thoughtfully and wisely decided as furthering your family's goals. G., & Robins, R. Science, 344, 603-608. Creative solutions are better at producing useful
ideas. Herdt, B. Despite the intuitive appeal of the Whorfian hypothesis, it has been subject to some of the most intense debate and controversy in the field of psycholinguistics (e.g., Pinker, 1994; Roberson, Davies, & Davidoff, 2000). Well, then, please consider who your best friend is. Male Difficult Developmental Transitions adolescents seem to be
especially violent when there are relatively few females around (Vandello, 2004), arguably because they are competing with each other for access to mates. What are the forces that keep cultures stable across time? KEY TERMS Sensitive Period, 163 Co-Sleeping, 175 Incest Avoidance, 178 Protection of the Vulnerable, 178 Female Chastity Anxiety,
178 Respect For Hierarchy, 178 Sacred Couple, 178 Authoritarian Parenting, 181 Authoritative Parenting, 181 Noun Bias, 184 201 A Japanese family sharing a meal. New York, NY: Kluwer Academic/Plenum Publishers. In 1971 Starbucks started selling Italian-style coffee products to Americans. My self-
views should be guided by impressions of how others view me. The fact that an idea can come to catch on, even though the individuals who follow this idea may be more likely to die themselves, demonstrates how the forces of cultural evolution occur in terms that are independent from the processes of biological evolution. antisocial punishment, 513
anorexia, 567 arranged marriages, 469 background focus, 356 body mass index, 531 choice making, 331-33 creativity, 373 depression, 558, 572-76 expectations of the future, 171, 172 frigophobia, 570 holistic thinking, 350, 351 independence/interdependence study of, 144 individual vs. Power reflects the quality of the design of your study—is your
study designed so that it is sensitive enough to identify the anticipated effect? Reprinted with permission from AAAS; p. 8 (top): National Geographic/ Getty Images; p. 80: Bettmann/Corbis; p. 80: B
later asked to recall the events. Of course, when we communicate our ideas, not everyone is equally likely to be our communication partner. This woman sometimes flirts with Mr. B. This code contains the ethical principle that one is obligated to preserve the standards mandated by a transcendent authority. Human Evolution, 6, 193-200. Nature, 415
137-140. Remember that for something to be considered immoral it needs to be viewed as universally wrong and as something that should be prevented. As of yet, there is no widely accepted explanation for this increase, but it most certainly reflects some kind of change in the cultural environments in which people are participating. The
experimenter gave the group an extremely straightforward task. You're probably in your early twenties or older and are reading this chapter for a university or college course. Hong, J. This was interesting to me because from what I had learned in my psychology classes, people should think in the same ways everywhere. In 2012, the percentage of
Americans over the age of 25 (both men and women) who had more than an eighthgrade education was approximately 94%; 58% had some schooling after high school, and approximately 11% had postgraduate degrees (U.S. Census Bureau, 2014). (2010b). The measurement of culture distance and its relationship to medical consultation,
symptomatology, and examination performance of overseas students at Edinburgh University. What is the best way to deal with group differences in a multicultural community? Emulative learning can be a very clever and creative form of learning. Case Study: The Culture of Honor in the Southern United States cultural difference. The question of
cultural variation in happiness is further complicated in that the kinds of positive emotions people desire also seem to vary considerably across cultures. However, when you look across schools and countries, this relation gets reversed. When describing an accident in English, people commonly use an agentive description. If a concern with face leads
to a prevention orientation, and East Asians are more concerned with face, we should expect to see greater evidence of prevention orientations among them. They refer to the code of ethics inherent in Kohlberg's model as 487 488 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE an ethic of autonomy. Friendships are universal relationships—we
see them in all cultures; however, the nature of these relationships can vary. A comparative study of locus of control. P., 103 Lutz, C., 424 Lydon, J. Journal of Research in Personality, 17, 412-422. S., 189 Hall, R. Self-Awareness The self is a unique entity because it can be considered from two very different vantage points. What is one to do if one's
livelihood can be easily stolen and there isn't much of a police force around to guard it? "They saw a game": Self and group enhancement in Japan and the U.S. Journal of Cross-Cultural Psychology, 34, 581-595. Psychological Review, 96, 506-520. Wertsch, J. Ekman demonstrated this by creating some stories appropriate for each of the six emotions.
However, you might not realize that your creation of this simple invention is possible only because of your reliance on millions of years of accumulated cultural information. American Psychologist, 54, 5–20. A., Waldrip, A. One study revealed that 98% of Taiwanese fifth-graders had a desk in their home, compared with only 63% of American kids.
Talking and Thinking Having a spoken language is one key way that humans differ from other species, and language has been argued to be, in part, responsible for humans' impressive cultural achievements. Many of Jean's ancestors were slaves who had intermarried with the Arawak as well as with Spanish and French colonists. Berry, J. Du Bois, W
M., 565 Garnett, F. IQ gains over time. Some researchers have addressed this question by exploring whether there are other ethical principles aside from justice and individual rights on which people in other cultures base their moral reasoning. P., 182 Roman, R. Oishi, S., Diener, E., Scollon, C. Did people try to rationalize their
decisions? Minoura, Y. For example, after experiencing a failure, Asian-Canadians were three times more likely to seek upward social comparison targets (White & Lehman, 2005). W., 233 Barrett, J. Animal Behaviour, 60, 629-638
"Taking" an aerobics class in the U.S. and "entering" an aerobics class in Japan: Primary and secondary control in a fitness context. (2005b). In general, such investigations reveal that although the Five Factor Model does appear to be fairly cross-culturally robust, it does not seem to provide an exhaustive list of personality traits in other cultures.
Typically, half of the items in a measure are designed to be reverse-scored—that is, they are written so that agreeing with them indicates an opinion opposite to that measured in the construct. Furthermore, if the SES differences were a result of differential access to medical treatment, it would follow that the differences should be more pronounced
for diseases that are more amenable to treatment than those that are not. Cultural differences in neural function associated with object processing. Cultural Diversity and Ethnic Minority Psychology, 8, 290-297. It seems that people feel good when their rights are not threatened and they have opportunities that are comparable to those of their
neighbors. (2003b). THIRD EDITION CULTURAL PSYCHOLOGY THIRD EDITION CULTURAL PSYCHOLOGY STEVEN J. Pluralistic ignorance is the tendency for people to collectively misinterpret the thoughts that underlie other people's behaviors. A., O'Regan, J. (1979). A prototypical example of authority ranking in action is in the military, where
rank determines benefits, power, 455 456 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS duties, prestige, and obligations. Inhibiting and facilitating conditions of the human smile: A nonobtrusive test of the facial feedback hypothesis. Savani, K., & Markus, H. But before cooking the chicken, he has sexual intercourse
with it. What aspects of your own cultures do you think have been shaped by the local geography? Canberra: Australian National University Press. Some researchers have proposed that because extraversion should facilitate communication everywhere, extraverts should always fare better in the acculturation experience compared with introverts
(Gardner, 1962). C., & Yamaguchi, S. Our moral intuitions regarding what is fair and just are guided by our cultural experiences. Journal of Personality, 124 Power, 124 Independent Variable, 124 Dependent Variable, 124 Back-Translation, 127
Response Biases, 128 Socially Desirable Responding, 128 Acquiescence Bias, 131 Reference-Group Effect, 136 Between-Groups Manipulation, 137 Within-Groups Manipulation, 137 Within-Groups Manipulation, 138 Situation Sampling, 141 Cultural Priming, 143 Unpackaging, 147 Occam's Razor, 148 Culture of Honor, 150 157 This Cameroonian mother
provides her infant with far more direct personal contact than what is typically found among European mothers and infants. Lewis/National Geographic Society/Corbis; p.198: © The New Yorker Collection, 1998, Mike Twohy from cartoonbank.com. Cogan, J. Brains are highly plastic throughout our lives, especially when we are young. Chua, who lives
in New Haven, Connecticut, described her parenting experiences with her two daughters, and, frankly, many Western parents were shocked (Figure 5.9). There is a clear relation between GDP and life expectancy, until the average GDP per capita reaches approximately $30,000. Japanese mothers have been shown to speak less to their young children
than their American counterparts (Caudill & Weinstein, 1969), and Chinese infants as young as 7 months have been shown to vocalize less in response to laboratory events than European-American infants (Kagan, Kearsley, & Zelazo, 1977). Molecular Psychiatry, 3(6), 508-511. The distinction between spending eternity in heaven or in hell was a
sufficient motivator to lead people to make great efforts to interpret their situation in a favorable light. Humans are capable of producing, recognizing, and using approximately 150 phonemes (units of sound) in communication; however, no language uses more than 70 of them (Brown, 1991). Under the guise that the What Is an Emotion? Dweck, C
Azuma, H. One question asked how much people valued "enjoying life" and "pleasure." The findings showed that East Germans scored the second lowest (Schwartz, 1994). For example, fifth-graders Socialization Through Education were asked to imagine that there was a
wizard who would grant them anything they wished for (Stevenson, 1992). New York, NY: Metropolitan Books. Humans have far more sophisticated ways of communicating their ideas than any other primate species. One strategy is to express the anger (e.g., to
wait quietly, while getting angrier inside); a third strategy is to distract oneself from the anger source (e.g., convince yourself that the staff are very busy). It is the existence of the honeymoon stage that keeps the tourism industry in business.
(2006, August). progressive A term describing religious adherents who emphasize the importance of human agency in understanding and formulating a moral code. Some other commonly used IQ tests, such as the Wechsler, the Otis, and the CTMM, have shown moderate gains over time. The European-American parents viewed self-esteem as central
to child rearing and saw it as a positive quality that enhanced children's development and that should be cultivated by parents. Much of what is to be communicated can be inferred because people have a great deal of information in common that they can be less explicit in what they say. However, humans do seem to stand
out in contrast to other animals in the extent of their cultural learning skills. Here is an example of cumulative cultural evolution. Epidemiology of anorexia and bulimia nervosa in Bornholm County, Denmark, 1970-1989. J., 587, 588, 589, 590 Kisling, J., 466 Kitayama, S., 10, 12, 121, 140, 141, 142, 145, 147, 204, 205, 219, 233, 266, 278, 302, 307,
309, 311, 315, 325, 327, 350, 351, 353, 361, 381, 408, 421, 423, 427, 428, 529, 578, 586 Kivimäki, M., 266 Klein, W. Preschool in three cultures. One study found that among immigrants who had lived in the United States for less than a year, only 8% were obese. On average, Indians felt that Kumar's body would act more like a woman if it had Mina's
brain in it. Because everything is perceived to be fundamentally connected with everything else and constantly in flux, real contradiction ceases to exist. Take the example of the Moken, a tribe of sea nomads in Southeast Asia who spend seven or eight months a year living on small boats in the archipelagos off of Burma, Thailand, and Malaysia. A
second way that geography leads to cultural variation is that people come to learn about particular cultural practices through social learning or by modeling others who live near them. J., 578 Steinberg, L., 182 Stephens, N. Openness to experience did not correlate with any of the Chinese factors (this factor is the least reliably found of the five
factors), and interpersonal relatedness was uncorrelated with any of the Big Five factors. A., Rothmann, S., & Meiring, D. Issues in Applied Linguistics, 5, 383-407. Compared with the Chinese children, the American children were more likely to describe themselves with individualistic statements about their own qualities and preferences (e.g., "I like
hockey" or "I'm a very smart person") and were less likely to describe themselves with collectivistic statements (e.g., "I am from Albany" or "I am in the second grade"; we'll explore this point in more detail in Chapter 6). One way to investigate how schools affect the ways children think is to compare schools and students from different cultures in
their performance in various subjects. One particular advantage of large groups, as we discussed before, is that it facilitates cultural evolution. Depression: Social and cognitive aspects. Wagman, D. S., & Reyes, J. W., Vasilescu, V., & Henrich, J. Overall, there were pronounced differences in the kinds of reasons that members of the different Baptist
sects gave for justifying whether a practice could be seen as morally right or wrong. What are some implications that we might expect for immigrants if it becomes harder to acquire new cultural information after a certain age? al. This latter question is important to consider, given that cultural psychology's focus on differences between cultures can
touch upon some sensitive issues that are highly relevant to our lives. Friendships are not just about sharing good times or deriving positive benefits; they also entail some substantial costs when obligations need to be fulfilled. People on each side of the conflict were angry and rather mystified at the reactions of those on the other side. C., 447, 448,
449 Little, B., 361 Little, T. Cross-language speech perception: Evidence for perception during the first year of life. People who enter arranged marriages thus usually trust their families to make the right decision for them, taking into account all the parties involved and making a choice based on what seems to be best for everyone in
the long term. Kühnen, U., Hannover, B., & Schubert, B. Jensen (1997b) reasoned that the ethic of divinity seems to bear a close affinity with orthodox conceptions of morality. If depression in the West, how can we say that the two kinds of depression reflect the
same underlying condition? self-esteem The positivity of individuals' overall evaluation of themselves. A., 163 Ahn, C., 248 Ahrens, A. Although there is not much of an archival database out there on attitudes toward violence in general, there is an extremely detailed database on police records of homicides. Self-construals, coping, and stress in cross
cultural adaptation. It is possible, for example, that Ekman and Friesen obtained such similar responses among these different cultures because the cultures because the cultures weren't all that different to begin with. This is a picture of me (second from the right in the back row) together with the other teaching staff from Obama Junior High School in Nagasaki
prefecture, where I taught for a couple of years FIGURE 4.4 The author (back row, second from Pight) with the other faculty from Obama Junior High School. As noted in Chapter 1, the vast majority of psychological research is conducted with a limited sample that is not only largely restricted to participants from Western cultural backgrounds but is
also usually further Behaviors of German Bar Patrons 80 Percent of People 70 60 50 East Berlin West Berlin 40 30 20 10 0 Smiling Upright Posture FIGURE 8.10 Bar patrons in East Berlin showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of depression than bar patrons in East Berlin Showed more outward signs of the Ea
that is covered in this book. The results of these studies suggest that although some ideas (such as interdependence or prevention orientations), these less-common ideas are still present within American culture—that is, they are at least
existential universals. Personality maturation around the world: A cross-cultural examination of social investment in an institutional setting. In this chapter, we'll consider why humans lost their muscles, and related issues
regarding the evolutionary trade-offs that our human ancestors confronted when they became a cultural differences be acknowledged and be viewed as a source of strength? C., et al. Rather, individuals and society are expected to adapt themselves to this ordained moral code (Jensen, 1997b). CHAPTER 1 24 22 20 18
16 PSE 14 12 10 8 6 4 2 s te t ua rg r de un ic er of Am s an So ut h Af ric an ro p Eu h ut ad en l sc ea n de Se ne ga ar i le Ba ss ko oo un An lu Zu an H u um nd To ro Yu e ku e ng Su Fa ng w So Ija te Be er Af ric an M in Sa n s 0 So 24 FIGURE 1.8 The larger the point of subjective equality (PSE), the more pronounced is the Müller-Lyer illusion. This
would especially be true in contexts with little variability in the health of potential mates, because physical attractiveness would be a less useful basis for selecting a mate. M., Auman, C., & Colcombe, S. On a fixed occasion, every family in a tribe makes an equivalent contribution of money to a pool and one family gets to take the entire amount. All
questions have been updated according to Norton's assessment guidelines to make it easy for instructors to construct quizzes and exams that are meaningful and diagnostic. It is these secular attitudes that Weber argued spread throughout Protestant communities, particularly in the United States, and laid the foundation for the development of
capitalism. Somehow, it seemed that European-Americans viewed pens of a relatively unique color—in terms of its minority number—as more desirable. In contrast, Johnson argues that since that time, many of the programs on television have become steadily more complex. In addition, the mere exposure effect appears to be a cultural universal. The
chimps wore facemasks to protect opponents from their fierce teeth. American nervousness. FIGURE 2.5 The evolution of the hammer, from the archaeological record to modern times (Hough, 1922). Journal of Personality and Social Psychology, 76, 349-366. Apparently, when people are responding in English, they start thinking in ways that are
more characteristic of native English speakers. R., Fung H., & Liang, C. If humans are biologically prepared to learn the surrounding culture, what kind of culture might you expect of children who are reared in the wild? We need to consider what makes people tick. People using this strategy have positive views toward both their heritage and their
host culture—they are seeking the best of both worlds. Indeed, from the subjective perspective of the multicultural person, there is much discussion about frame-switching between cultural contexts. Across cultures, parents rely on different parenting styles to socialize their children. H., Welsh, R. One domain where the English language is relatively
impoverished is that there aren't many words used to describe odors. Psychological Processes Can Vary Across Cultures 23 But the cost of this sampling method for psychology has become more and more evident as cross-cultural studies have been conducted. your emotions, you might conclude that you're not feeling much emotion. In Gemeinschaft
groups, the interpersonal obligations that bind individuals together are not objective or impartial enough to be governed by a system of justice and contracts (Snarey & Keljo, 1991). Gould, S. J., Heath, G. Often when we feel that we're making a unique choice, we're really making choices that allow us to fit in to consensually agreed-upon norms for
how good, interesting, responsible people behave. The ideas that became the foundation for capitalism were ones that grew out of the Protestant Reformation. Journal of Personality and Social Psychology, 104, 87-102. Gladwell, M. Some examples of Western situations in which it operates are exchanging Christmas cards, taking turns, exchanging
dinner invitations, and car pooling—people keep track of what they have received and the system is out of balance until they have paid back the original benefits in kind (see Figure 11.7). Musicians from a different shore: Asians and Asian Americans in classical music. Cognitive Science, 30, 531-553. northern U.S., 149-56 vitamin D, 525 vocal tones,
381-82 Volkerpsychologie (Wundt), 29 voodoo death, 570 Vygotsky, Lev, 30 W Wang, H., 358, 359 Warlpiri (Australia), 395 Watters, Ethan, 588-89 wealth happiness and, 449-50 eating disorders and, 565 U.S. immigrants'
weight gain, 271 WEIRD (Western, educated, industrialized, rich, and democratic) societies antisocial punishment and, 512 generalizability of findings and, 124 hallucinations in, 584 personality studies in, 221, 249-50 psychological studies based on, 22-25 self-enhancement research on, 306 Weisz, J. Cognitive, Affective, and Behavioral Neuroscience,
3, 207-233. interdependent view of self A model of the self in which individuals are perceived not as separate and distinct entities but as participants in a larger social unit where identity is contingent upon key relationships with ingroup members. A recent study tested whether 4-year-old children are indeed more likely to imitate the behavior of a
prestigious model (Chudek, Heller, Birch, & Henrich, 2011). Seder, J. P., 222, 455 Fiske, D. Cross-cultural studies find that, as in the case of depression, lifetime prevalence rates of bipolar disorder vary around the world, with the rates being found
in South Asia and East Asia (Merikangas et al., 2011). The principle of equity does appear to be the dominant form of resource distribution in the West. Many surveys reveal that Americans feel more financially pressed than before, even though real incomes have been rising, and time pressures have increased as two-career families have become more
common. The nationwide epidemiological study of mental disorders in Korea. On the optical theory of underwater vision in humans. But before we can understand how cultures come to shape the ways we think, we first must understand how cultures come to shape the ways we think, we first must understand how cultures come to shape the ways we think, we first must understand how cultured experiences come to shape the ways we think, we first must understand how cultured experiences come to shape the ways we think, we first must understand how cultured experiences come to shape the ways we think, we first must understand how cultured experiences come to shape the ways we think, we first must understand how cultured experiences come to shape the ways we think the company of the company
people in that culture are exposed to more cultural messages that encourage them to think in independent ways. L., Knutson, B. V., 319 Cavalli-Sforza, L. The more concrete the scenario, the less likely it is that people from different cultures would interpret the meaning differently. autonomy ideal A moral principle that young children should sleep
alone so they can learn to be self-reliant and take care of themselves. That is, people acquire a set of skills, habits, and ways of thinking that work effectively in the new culture. Why did people conform so often in the Asch conformity study? Objects are understood in terms of how they relate to the rest of the context, and their behavior is predicted
and explained on the basis of those relationships. However, if we spend a great deal of our time thinking of ourselves as members of groups, and thinking of ourselves as members of groups, and thinking of ourselves as members of groups, and thinking of others in terms of the groups to which they belong, we might also think of control in a different way. Indeed, humans do have quite enormous brains. Rather, the notion of predestination brought
with it "a feeling of unprecedented inner loneliness" (Weber, 1904/1992, p. How journalists spread rumors during Katrina. Personality and Social Psychology Bulletin, 38, 933-945. It is possible to rank cultures on any given variable; however, the problem is in choosing the variable that makes sense. My favored approach is to be sure that at least one
of the primary investigators on a project is fully bilingual in the languages that are being compared. We have a long way to go before having a clear understanding of the different kinds of psychologies that exist around the world. The autokinetic effect is caused by the involuntary saccadic movements of the eyes, which, in the dark, create the illusion
of movement. Berkman, L. Current Anthropology, 30, 1-26. Height and per capita income. social anxiety disorder A fear that one is in danger of acting in an inept and unacceptable manner, and that such behavior will bring disastrous social consequences. Studies find that Americans report having more friends than people in other cultures (and these
are real friends, not Facebook ones). Dutton, D. The SAT was originally designed to measure innate aptitudes and not efforts in one's classes. 203-226). 4. The ways that people are different from each other have been a primary concern of the field of personality psychology. G., 525 Jack, R. Snibbe, A. One way that you might have conjured up this
memory is from the perspective that you had as a subject at that time. Emotion, 10, 404-415. When the confederate did this, the rest of the participants turned around and laughed at him! Apparently, deciding to stand up against a crowd can be so ludicrous that people find it quite funny. In one study, for example, Chinese and American participants
adequately capture parenting styles elsewhere. W., 135, 405, 407, 408 Leventhal, T., 543 Levine, R. Perhaps not surprisingly then, when English speakers wish to avoid blame for an event, they are more likely to describe it in nonagentive ways, such as Ronald Reagan's famous mea culpa: "Mistakes were made." In Spanish, in contrast
nonagentive expressions such as "Se rompio el florero" ("The vase broke itself") are more common. Evidence for Blending If multicultural people respond to their experiences in different cultures by blending and averaging those experiences in different cultures by blending and averaging those experiences.
monocultural people from the different cultures. The top line indicates that the Chinese became less convinced in the plausibility of Argument A when they encountered an apparently contradictory argument, even though that argument tended to be viewed as less plausible. Heine, S. A number of large-scale international research projects (e.g., Hinds
et al., 2005; International HapMap Consortium, 2005) have been mapping the frequencies of different gene variants and have identified several that have been associated with psychological variables that differ in their frequencies around the world. Social relationships and health. NY: Grand Central Publishing. Perhaps not surprising, people who live
Nisbett, 2008) have considered. More generally, people's moral views differ in accordance with their political attitudes. Object permanence in young infants: Further evidence. Proceedings of the National Academy of Sciences, 102, 8939-8943. In 2007, in contrast, the percentages of b abies receiving one of the top 50 names was less than half of the
existence of the disorder. Sticking out of the man's coat pocket was a train ticket to San Francisco. Do people have positive attitudes toward their heritage culture? In FIGURE 5.3 A Cambodian woman, Rochom P'ngieng, apparently lived in the jungle on her own
from the ages of 8 to 26. Washington, DC: American Psychological Association. Cambridge, UK: Basil/ Blackwell. I am interesting in having North American friends. Butting in vs. A., & Boyd, R. Our ancestors who did this were more likely to acquire the highly useful cultural knowledge that gave them a survival advantage compared with those who did
interdependent self-concepts lead to other differences in ways of thinking about the self. Needham, J. 347 348 CHAPTER 9. COGNITION AND PERCEPTION FIGURE 9.1 continued how people categorize information, and the ways people understand the objects and events they encounter. Wiseman, C. The alien biologists would surely wonder what
kind of strange beasts we are. Child Development, 63(5),1266-1281. Cohen, D., Kim, E., & Hudson, N. C., 570 Hui, C. E., & Paulhus, D. In an extensive effort to document the different kinds of early life experiences around the world, Heidi Keller (2007) studied parenting interactions with 3-monthold infants in five diverse cultural contexts: urban
those of European-American background and those of East Asian background. First, it implicates a significant other in one's self-concept. Can everyone become highly intelligent? Probably not, because this trend toward globalization is simultaneously paralleled by an opposing trend toward increasing tribalism, such as the dissolution of many former
Eastern bloc countries into smaller and more culturally distinct nations, independence movements for Quebec and Scotland to separate from Canada and the United Kingdom, respectively, and Muslim fundamentalists battling Muslim secularists throughout the Mideast and South Asia. H., 580 Rubio-Stipec, M., 571 Ruby, M. D., 281 Triandis, H. This
entails a shift from the concrete to the abstract. If anything, religion may even be growing in importance across the planet (Berger, 1999). This understanding of others' intentional states is evident in humans across all cultures, and it appears to develop at a fairly similar rate across cultures (Callaghan et al., 2005). If we conclude that a psychological
phenomenon is used to solve the same problems across cultures, then we move up to the next step in the decision tree. The stronger the bonds among members within a group, the weaker the ties between groups. MHC-heterozygosity and human facial attractiveness. In the United States in 1960, 77% of women and 65% of men had passed all five
milestones by the age of 30. Indians are more likely to resolve the conflict by fulfilling their interpersonal obligations than Americans are. Karter, A. Each unit is of the same magnitude in a linear counting, we are counting, we are counting, we are counting in linear units. A., Zhao, S., Nelson, C. Self, ethnicity, and social group memberships in two generations of
Italian Canadians. The earth has grown warmer over the past few decades, indicating that it will continue to grow warmer over the next few as well. Sypeck, M. Uhlmann, E. Behavioral and Brain Sciences, 28, 795-855. We are not able to separate the individual cultural practices and meanings from each other because they are always wrapped up
together, as if in a package. (1999). One way that discrimination can affect acculturation experiences is evident in how majority members of a culture often view minority members. T., Jr. (1987). Boston, MA: Brealey. Super, C. D., van Erp, T. Latinos in the United States, for example, do not tend to suffer much from adverse health outcomes. Genes
play a key role in explaining individual differences in height within a particular culture. S., 331, 333 Iyer, R., 499 Izard, V., 395, 397, 409 NAME INDEX J Jablensky, A., 583, 584 Jablensky, A., 58
excellent advice, helping to make this a stronger text overall. "Once they understand this is the norm you expect, they'll get used to it," he says. Some research suggests that holistic thinking is quite widespread throughout the world and that analytic thinking is the relatively unusual thinking style, in that it is largely restricted to people who have had
much contact with Western society or education systems (see Varnum, Grossman, Kitayama, & Nisbett, Attention 2010). This time the confederate looked thoroughly ticked off at being interrupted once more. However, since then, northern Italian regions have built powerful and competent regional government organizations, whereas the southern
regions have made comparatively little progress and remain the least civic regions of the country (Putnam, Leonardi, & Nanetti, 1993). New York, NY: Springer-Verlag. Indeed, if there is one thing that varies tremendously across cultures, and across historical time, it is artistic traditions. A contrarian view of the five-factor approach to personality
description. D., Backlund, E., Johnson, N. Journal of Personality and Social Psychology, 54, 768-777. Deity and destiny: Patterns of fatalistic thinking in Christian and Hindu cultures. Norton & Company: Jillian Burr, Evan Luberger, Rachel Mayer, Jane Searle, Patrick Shriner, Scott Sugarman, Julie Tesser, Stefani Wallace, and Lauren Winkler, who
have endeavored behind the scenes and have made many important contributions to this book. And this high-precision cultural learning provided humans with a truly unique advantage over other species that has profound implications: Human cultural learning is cumulative. K., 260 Collado, R., 570 Collard, M., 82 Collins, J., 549 Colzato, L. M., 182
that drove the evolution of the costly human brain were associated with our being able to attend to, and accurately understand, the intentions and activities of a reasonably large group of individuals with whom we regularly interacted. If one had fewer opportunities to form new relationships, then physical attractiveness should be Close Relationships
less valuable as an asset; there would be fewer people one could potentially attract. Secondary control strategies are an effective means for managing one's successful functioning in group contexts. In sum, East Asians appear to hold views about themselves that are more contradictory than those held by North Americans. All known languages have a
minimum of two color terms. She might be free to sleep when she wants, and work when she wants, and work when she wants, and work when she wants, and cumented appear to be generational changes. Journal
of Cross-Cultural Psychology, 36, 750-761. Dzokoto, V. A strikingly large positive correlation (r = .62) was found between the average well-being scores for people in American ethnic groups and the well-being scores for people in American ethnic groups and the well-being scores for the countries from which those ethnic groups were originally descended. K., 41 Perra, N., 58 Perry, G. W., & Masuda, T. The drug
was expensive to make, but the druggist was charging 10 times what the druggist was charging them. This suggests that marketers and fund-raisers in different cultures need to adopt different
strategies to have maximal influence. Chen, E. Journal of Personality and Social Psychology, 72, 1268-1283. Heart disease African-Americans vs. In contrast, Americans are more likely to experience situations that lead to anger, but not those that lead to shame (Boiger, Mesquita, Uchida, & Barrett, 2013). Further progress on the Laetoli trails. We can
infer that the more money you would need to be paid to violate each of these intuitions, the more strongly you are concerned about protecting each of these initial differences that lead to effects over long periods, often through indirect relations. 3-15). Apparently,
different amounts of average income of nations at lower income levels can make a dramatic difference in people's willingness to pass along the stories countries can provide basic medical services. A variety of features of the stories increased people's willingness to pass along the stories. S., 435 Rodin, J., 544 Rodriguez, J., 229 Rogoff,
B., 30, 187, 191 Rogot, E., 550 Rohner, R. Universalism in lay conceptions of distributive justice: A cross-cultural examination. latah A condition in which an individual falls into a transient dissociated state in which he or she exhibits unusual behavior after some kind of startling event. Cohen, G. Hsu, L., Woody, S. If people hold an incremental theory.
about intelligence, they will tend to think that how intelligent they are is due to how much they study. W., 266 Berry, John, 31, 267 between-groups manipulation, 137-38 bias(es) acquiescence, 131-32 ethnocentrism, 483 extremity, 129-31 moderacy, 129-31 moderacy, 129-31 moderacy, 129-31 moderacy, 129-31 moderacy, 120-31 moderac
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Osama, 482 biological evolution, 73-78, 520-22 adaptations in, 103-4 cultural evolution and, 82-83 genetic, 524-30 bipolar disorder, 573 birds, cultural learning by, 39 bisexuality, 16-17 Blackburn, T. LINGUISTIC RELATIVITY AND COLOR PERCEPTION. Much of the
debate over the Whorfian hypothesis has occurred in the context of color perception and memory. H., 536 Steele, B. R., Pott, M., Miyake, K., & Morelli, G. He was interested in their ability to engage in taxonomic categorization—the way that they lumped items together using an abstract concept. Language is thus integral to human cultural learning
Science 15 October 2004: Vol. Laetoli toes and Australopithecus afarensis. In contrast, for the Chinese-Canadians, their most common response was to reappraise the situation in a less angry way or to make efforts to distract themselves from the anger-provoking event. You could communicate fine if you were just 1 foot away, and you could also
communicate fine if you were 15 feet away. FIGURE 10.6 The pride expression. To make the task easier, you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and supplies that will last you for one year, so that you're provided with various kinds of equipment and you're provided with y
B. L., 447 Pilati, R., 512 Pinker, S., 45, 383, 426 Pittinsky, T. So the Japanese teacher, who had been taking notes throughout my speech, started to give an accurate word-by-word translation. That is, the majority perceived it to be quite disgusting. Of course, this
is the effect I had been trying to achieve with my feel-good "You're all terrific" speech, but my words had failed miserably. & Van Reken, 2009), and thus they often identify more as global citizens. What color are the bears in Novaya Zemyla? Akhtar, S. By now you have participated in countless surveys in your life—for example, when a marketing
research firm calls your house, when you evaluate your instructor at the end of a course, or when you fill out the registration Considerations for Self-enhancement for conducting Research Across Cultures card after purchasing some computer software.
(see Figure 8.1). I realize that among some North American families there has been a growing trend in this direction (take the example of children suing their parents, or parents paying children suing their paying children sui
nuclear family has been affected. W., 260, 461, 463 Li, Y. However, the game is set up such that participants are tempted to free-ride. Cross-cultural similarities and differences in perceptions of fairness. When asked why they killed others in these raids, the men would answer that they kill because of liget. By ensuring that half the items are reverse
scored, any acquiescing tendency would be canceled out because individuals would be agreeing with items that decrease their total score (the positively worded items), thereby neutralizing the effects of this bias. painter Paul Klee (Tajfel, 1974). Cavalcanti, T. What does
cultural psychology offer to the field of psychology and to people more generally? Social Science Medicine, 18, 487-490. An important question to consider, then, is why some ideas are transmitted whereas others are not. During that time the south of Italy was ruled by Norman kings in an autocratic manner that engendered much corruption and
(advice column), 176 anorexia nervosa, 565-68, 588-89 anti-Semitism, 104-5 antisocial punishment, 512-13 ape species, strength of, 36-37 Apicella, Coren, 309 Arabic, time perception in, 393 Arab-Israelis, 287 Arab nations/Arabs display rules, 417 holistic thinking, 351 women as elected officials, 225 Arakaki, Nagisa, 582 archival data, 151-52
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281 assertiveness, 224 assimilation strategy (acculturation), 269, 270 associative reasoning, 364, 365 Atahuallpa, 72 ataques de nervios, 571 athletic task performance, 275-76 Atran, S., 89 attention, in analytic vs. Another way of considering the self is reflected in the kinds of statements commonly made by the Masai and Samburu. The former is
known as a moderacy bias and the latter as an extremity bias. Personality and Social Psychology Bulletin, 23, 1188-1199. You may be a student because you want to enhance your status in society, or because you want to enhance your status in society, or because you may be a student because you may be a stud
case? Herders would seem to live a rather precarious existence indeed. So there are two conflicting perspectives about the best way for people from different cultures to deal with each other. Oishi, S., Ishii, K., & Lun, J. What did she mean when she said that your fashion sense was "unique"? Human emotions: Universal or culture specific? Boiger, M.
Gungor, D., Karasawa, M., & Mesquita, B. For example, people who feel that they do not have much control in their jobs tend to have a higher risk of heart disease (e.g., Marmot, Bosma, Hemingway, Brunner, & Stansfeld, 1997), and low levels of control more generally are associated with poor physical functioning and an increased likelihood of
illness (e.g., Feldman & Steptoe, 2004; Seeman & Seeman, 1983). Branching versus blending in macroscale cultural evolution: A comparative study. 105-126). First, the distinctiveness of the Sambian initiation rituals underscores how humans live in cultural worlds. Bhawuk (Eds.), Asian contributions to crosscultural psychology (pp. Kuczaj (Ed.),
Language development: Language, cognition and culture. Is there any support for a stronger version of the Whorfian hypothesis—namely, the notion that we are unable to think about something unless we have the corresponding language available to us? F., Leung, K., Ward, C., & Leong, F. More generally, individualism appears to be related to the
likelihood that one emphasizes romantic love in marriages. Herein lies a problem in which cultural psychology is caught right in the middle. In one study, Japanese and American participants left a message on an answering machine while engaging in a demanding cognitive task. However, findings that the cultural differences in somatization and
psychologization are at least as pronounced in terms of patients' private responses to specific probes in questionnaires regarding their condition, suggests that there is more to the cultural difference in somatization than merely stigma (Ryder et al., 2008). The light was actually
attached to the wall, so any perceived movement was entirely illusory and a product of the autokinetic effect. incremental theory of the world A view of the world as flexible and responsive to an individual's efforts to change it. S., 271 Phillips, W., 383 Phinney, J., 268 Phinney, J. On one extreme is the English language, which has more than 2,000
people's willingness to openly discuss certain topics is not just a matter of social desirability. This was not an isolated incident, and throughout my 2 years as a teacher I was chastised many times by the other teachers for praising the students too much. Hence, there are pronounced enough differences in facial expressions across cultures that people
are more skilled at accurately identifying those expressions when they are made by people who are more familiar to them. New York, NY: HarperCollins. Seniority systems weaken the link between one's inputs and outputs so that individuals might not be motivated to work as hard, although they do promote harmonious relations by decreasing
intragroup competition. There are many reasons to remain optimistic that the deleterious consequences of stereotype threat will someday be reduced. Every language has the capability of describing how objects are distributed in space, yet there are some rather fundamental ways that languages differ in how they do this. Paris dress shop Dresses for
street walking. On this task, most of the 2.5-year-olds got 100% correct, whereas most of the apes scored 0% correct. And languages with eight color terms add either purple, pink, gray, or orange to the list. M., & Boroditsky, L. Schizophrenia has been a primary concern for psychiatrists throughout history, and an enormous amount of research has
explored it. Hakuta (Eds.), Child development and education in Japan (pp. Here—take this one." The experimenter then replaced the chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same kind of pen that the previous participant in the free-choice condition had chosen pen with the same pen with the free-choice condition had chosen pen with the free-choice pen with the free-ch
see how much agreement there was between the participants. Pneumonitis African-Americans higher European-Americans higher Source: National Center for Health Statistics (2003); Williams (2005). two-factor theory of emotions A theory that maintains that emotions are primarily our interpretations of physiological responses to stimuli. The
suicides tended to be sparked by arguments with their peers or families, often about seemingly trivial matters. 355 CHAPTER 9 356 COGNITION AND PERCEPTION Percent of Attention to the Center Figure Attention to the Center Figure as a Function of Time and Culture FIGURE 9.5 100 90 American Japanese 80 When looking at a picture.
periods and become extremely debilitating. Jimmy Carter was raised as a Southern Baptist, one of the most fundamentalist sects in Protestantism (although he abandoned the sect at the age of 76, interestingly, over a disagreement in moral worldviews). A third code of ethics that Shweder proposed is an ethic of divinity, which is concerned with
sanctity and the perceived "natural order" of things. I., 352 Hsu, L., 577, 578 Hsu, L., 577, 578 Hsu, L. Relationship; otherwise, such people would remain in the default state of relations between independent individuals, which
is a null relationship. Lefebvre, L., & Giraldeau, L. The means for the different Canada 4.09 4.54 countries are presented in Table 6.1. Malaysia 4.05 4.01 Several findings from this study are noteworthy. F., 397 Carnegie, D., 458 Carpenter, M., 41 Carr, J. Acta Psychiatrica Scandinavica, 108, 4-18. Journal of Personality and Social Psychology, 105,
996-1012. Human Development, 50, 300-319. Cultural differences in using the eyes and mouth as cues to recognize emotions in Japan and the United States. Apicella; p.316: Alamy; p.330: © Money Sharma/Demotix/ Corbis; p.333: Bruce Eric Kaplan/The New Yorker Collection/The Cartoon Bank. After all, mathematicians and physicians have proved
the existence of various mathematical principles that occur outside of our cultural worlds, such as Einstein's famous equation, E = mc 2. International Journal of Japanese Sociology, 13, 120-133. And 9 years later, the issue was still at the center of a violent conflict. If the different coders are making different decisions, this means that the data are not
reliable and the coders need more training about the boundaries of the different categories. I chose that example from the study because it's very effective at making the point. The motivation to be consistent has held a privileged place in social psychology. Furthermore, specific aspects of diets in cultures appears to affect height; dairy consumption
in particular has been linked to height (Wiley, 2005). J., & Renshaw, K. Koro meets the criteria for a culture-bound syndrome, because its symptomology is nearly absent in most cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although it is not clear what cultures (Tseng, 2001), although 
 understood in terms of their component parts. Such misunderstandings can often lead to the discovery of interesting cross-cultural differences. F., Dohrenwend, B. H., 418 Yoshida, K., 530 Yoshihara, M., 372 Yoshihara, M., 372 Yoshihara, M., 372 Yoshihara ago
and in many cultures heavier bodies are preferred. Ma, V., & Schoeneman, T. M., 589 Shipilov, A., 293 Shipley, M. In collectivistic cultures, individuals are often in situations in which they must yield their own preferences to others. This is a rather heavy existential question, and it becomes much more challenging when you consider it from a cross
cultural perspective. In contrast, if people's attitudes are largely the product of transmitted culture, then the different communities within each tribes, regardless of whether they lived in farming regions or in herding regions. Seeman, M., &
Seeman, T. Why have so many cultures around the world become more individualistic over recent decades? What kinds of considerations should a Western clinician take into account when treating a client from an unfamiliar cultural background who is presenting an unfamiliar collection of symptoms? Skin color, social classification, and blood
pressure in Southeastern Puerto Rico. For example, even though Barack Obama and Mitt Romney are similar in that they both were highly accomplished men trying to be elected presidential campaigns, they have strikingly different personalities. R-41 R-42
REFERENCES Nowak, M. Chapter 14 Page 558: © Steven Vidler/Eurasia Press/Corbis; p.566: Pascal Le Segretain/Getty Images; p.569: Drawing by George Cohen from Spores, J. An increased understanding and appreciation of cultural differences can lead people of different cultural backgrounds to get along
better, be more engaged in their work, and be able to detect discrimination when it exists. J., 276 Stavrova, O., 512 Steckel, R. Diamond, E. A perspective on social psychology. Because Kenya is a developing society, the authors divided their Kenyan sample into groups that should theoretically vary in terms of how much they were exposed to Western
cultural ways. Pearce, N. That is, the same array of meanings that may be derived from the experience of an American college student going to a coffee shop are not available in all cultures; instead, other arrays of meaning are available there. People do not reason at a conventional level before they have reasoned at a preconventional level, and this is
argued to be as true of Zambians as it is of Americans. Journal of Experimental Social Psychology, 46, 785-791. The experimental Social Psychology, 46, 785-791. The experimental Social Psychology, 46, 785-791. The experimental Social Psychology and in all cultures, yet it plays a different role in marriages across cultures.
tend to be more interdependent than Americans. J., Kueh, H. Whereas some moral violations are quite universally recognized as problematic, the perception of others varies considerably (e.g., Abarbanell & Hauser, 2010), addressing a central theme of this book regarding the tension between universal and culturally variable aspects of mental
processes. Phylogenetic analysis of the evolution of lactose digestion in adults. Child Development, 55, 677-691. On average, Americans are among some of the heaviest people on the planet, and there are considerable health costs to the weight gains that American cultural habits have produced. is a 1992 graduate of the University. If cultural
differences do appear in psychological studies, this universalist perspective would suggest that they must reflect the contamination of various sources of noise, such as translation errors, or the differences in familiarity that people have with being in 9 10 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? American Anthropologist, 88, 584-594. In
the first few months of their experiences, the migrants were having an especially positive time in their visit. Jensen, L. I ultimately believe that every individual has to do what they have to do. 3.5 3 2.5 Adapt Prime Observe Prime No Prime buyers' ratings of the creative innovations of the various fashion collections in fashion shows. Predicting
performance in the Peace Corps. The Gidjingali aborigines of Australia use one word (gurakadj) to express both shame and fear. Na, J., & Kitayama, S. Second, the X's inside the circles reflect aspects of identity—the kinds of features that people consider when they think of themselves. Is a particular way of thinking peculiar to North American
culture, or does it characterize the way of thinking of humans everywhere? K.-Y., 374 Levenson, R. Specifically, the more connections with traditional culture that were present in a community, the lower the community, suicide rate. Shoaling preferences and social learning of foraging information in
guppies. M., Abebe, E. University of Michigan. Chao, R. The same height would yield a different response to the statement, "I am tall" in these different contexts, and that's because the statement and that's because the statement, "I am tall" does not have the precise same meaning in all cultures. Brafman, O., & Brafman, R. You might not like all of your in-laws, but you still have to
maintain relationships with them. Stern, J. L., & Goode, M. Bond, R., & Smith, P. In standardization, each participant's own personal averaged, and then the individual items are assessed with respect to how much they deviate from the participant's own personal averaged, and then the individual items are assessed with respect to how much they deviate from the participant's own personal averaged, and then the individual items are assessed with respect to how much they deviate from the participant's own personal averaged, and then the individual items are assessed with respect to how much they deviate from the participant's own personal averaged.
ways people view themselves. 569-594). The findings revealed that Americans were more attracted to similarity and felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships than the Japanese did. Journal of Personality and Felt they had more opportunities for forming new relationships the Personality and Felt they had more opportunities for forming new relationships the Personality and Felt they had more opportunities for forming new relationships the Pers
ingroup members as an extension of themselves while maintaining distance from outgroup members. Social, Cognitive, and Affective Neuroscience, 5, 227-235. Gottesman, I. G., & Jaeger, A. In a series of other similarly lopsided battles, Pizarro and his small band of soldiers continued on their rampage, and ultimately the Spaniards conquered the
Incan empire. Their surveys revealed that country music was more popular among working-class Americans, whereas rock music was more commonly listened to by upper-middle-class Americans. In particular, excessive concern about one's weight may be especially susceptible to cultural influences, which suggests that anorexia may well be an
existential universal, in that it is present everywhere, although the frequency varies considerably across cultures. In that sample, 65% of the men but only 24% of the most powerful gods are female (e.g., Shakti, Kali everywhere, although the frequency varies considerably across cultures. In that it is present everywhere, although the frequency varies considerably across cultures.
Durga, Maya; see Figure 6.12). Transactions of the Royal Society of Tropical Medicine and Hygiene, 95, 149-152. H., 306 N-13 N-14 NAME INDEX Livingstone, F. Langer, E. He who speaks does not know." Practitioners of many Eastern religions pursue truth through silent meditation rather than through spoken prayer. This hypothesis has been
explored in a number of ways. Indianapolis, IN: Hackett. There are two key ways that traditional agricultural cultivation is generally conducted. J., 523 Langer, E. Several studies have found that living in other cultures leads to more creative thinking across a wide variety of measures (e.g., Maddux, Adam, & Galinsky, 2010). Kashima, Y., Siegal, M.
Tanaka, K., & Isaka, H. Many of the early Protestant sects maintained a belief in predestination, the idea that before people were born, it had already been determined whether they would be one of the wretched many doomed to burn in hell forever.
This suggests that the criteria for what constitutes mental health and what constitutes problematic abnormalities will vary significantly across cultures (for reviews, see Kleinman, 1988; Lopez & Guarnaccia, 2000). Cultural differences in the endowment effect. 223 224 CHAPTER 6 SELF AND PERSONALITY Gender and Culture The constructs of
independence and interdependence have been useful for understanding cultural variation in psychological processes. M., Dyer, N., Ohbuchi, K., & Fukuno, M. For example, native Indonesian speakers who move to a predominantly English-speaking a
blended language of "Englonesian." Rather, they usually speak Indonesian in Indonesian contexts and English in English contexts. The semantic-procedural interface model of the self: The role of self-knowledge for contexts and English in Engli
other species, the alien biologists would notice that we've populated more parts of the world, in more diverse ecologies, using a broader range of subsistence systems and social arrangements, than any other species. As you might imagine, Weber's ideas were, and continue to be, controversial. Hajat, A., et al. Journal of Personality and Social
Psychology, 91, 890-903. Among Americans, when they feel less positive about their helping than when they feel less positive about their helping than when they don't have any specific interpersonal obligations (such as seeing a family member in need). Journal of Cross-Cultural Psychology, 25, 273-283
However, it often isn't this simple—in many ways, what people are thinking and how they answer a survey question might not be exactly the same because of the existence of response biases. Could it be that the labels are irrelevant to the experiences of emotion? As we discussed in Chapter 5, people in collectivistic societies tend to be socialized in
relational contexts and to have their attention directed at relational concerns (e.g., Lavin, Hall, & Waxman, 2006; Tamis-LeMonda, Bornstein, & Cyphers, 1992; Wang & 349 350 CHAPTER 9 COGNITION AND PERCEPTION Conway, 2004).
the subject and demonstrate little awareness of themselves as individuals. Because the English word "tall" was already taken, they went with an Italian word and called this size grande. First, there are cognitive tools that are universally available to people; however, as you'll see, in some of these studies it appears that these tools are not always used
with the same frequency or for the same purpose. People tend to be attracted to similar others, but this effect is less clear in some non-Western cultures, notably Japan. Permissive parenting is characterized by parents being very involved with their children, with much expressed parental warmth and responsiveness, but placing few limits and
controls on the children's behaviors. Hunter, J. Journal of Cross-Cultural Psychology, 14, 153-171. Unpackaging allows cultural psychological studies not only to significantly advance our investigation of the cultures under study but also to provide an added level of explanation for why psychological processes operate as they do in a given culture
would be for acting in a certain way. Furthermore, people move to cultures that vary in their similarity to their heritage culture. A great deal of research has indicated, however, that this increase in vocabulary is not distributed equally across all different forms of words: The first words that young children tend to learn are nouns (e.g., Gentner, 1982).
Huttenlocher & Smiley, 1987). Japanese patterns of behavior. However, doctors tend to be trained within the cultures they grew up in, and within which their patients live. 10 min. One example among Westerners is the calculate the ratios of the goods that are exchanged exchanging of Christmas cards. S., & Carter, W. Other studies revealed similar
effects (Balcetis et al., 2008), Lindquist, K. Kagitcibasi, S.-C. E., 305, 360 Jones, R., 50 Jones, 
when there are fewer role distinctions and when youths are more in contact with adults, as they are in more traditional, agricultural societies. So ultimately the passenger died. James, S. Winners and losers of the information revolution: Psychosocial change and its discontents. A real-life example of these weaker norms for civic cooperation can be
seen in the game show Who Wants to Be a Millionaire. Journal of Nervous and Mental Disease, 181, 157-165. In some instances in which people have unavoidable relationships might develop into full-blown enemyships. The cultural shaping of depression: Somatic symptoms in China,
psychological symptoms in North America? Touching: The human significance of skin, Love Let's talk about love—that ineffable, indomitable, and invaluable commodity that likely occupies a substantial amount of your thoughts. If Hong Kong Chinese are thinking Chinese thoughts, they should explain the fish's behavior in terms of the pressures from
the group it is in. Multicultural minds: A dynamic constructivist approach to culture and cognition. Current Biology, 17, R1004-R1005; p.61-62 (from left to right): Steve Heine; Isselee/Dreamstime; Tim Jenner/ Dreamstime. possible that not all cultural habits picked up along the way are inherently desirable. Savage-Rumbaugh, E. The abilities to
speak and have a theory of mind were key adaptations for cultural groups there were adults who reasoned at the conventional level, and in no cultural groups did the average adult reason at the preconventional level, although many
samples of children revealed evidence of preconventional reasoning. Indeed, in the British civil servant study, all of the words was opposite
to the tone in which it was delivered. REFERENCES Abarbanell, L., & Hauser, M. Cultural influences on neural substrates of attentional control. Rather, it appears that an extraverted personality makes a better cultural influences on neural substrates of attentional control. Rather, it appears that an extraverted personality makes a better cultural influences on neural substrates of attentional control. Rather, it appears that an extraverted personality makes a better cultural influences on neural substrates of attentional control.
well with the culture. Because humans are cultural beings, their actions, thoughts, and feelings to be meaning ful (see Bruner, 1990, for an in-depth discussion). Human conversational behavior. 34 33 32 31 30 29 28 27 26 25 1965 1970 1975 1980
1985 1990 1995 Motivations for Face and Self-Improvement in those who are in a one-child family (Cai, Kwan, & Sedikides, 2012; also see Cameron et al., 2013). S., 418 Bauer, R., 534 Bauer, S. There are two competing interpretations of these pronounced cultural differences. Lighter skin emerged as an
adaptation to absorb sufficient ultraviolet radiation in higher latitudes. In contrast, Arabic is written from the right to the left, P., & Oishi, S. A., 28 Rin, H., 570, 583 Ritter, P., 415 Rivers, W. The principle of equity, in which resources are tied to an individual's
contributions, is more favored in the West than it is in India or Japan. A related idea emerged out of this individualized relation between God and each person. People in collectivistic societies should, on average, be more concerned with the goals of their groups and more willing to adjust their behaviors (and reduce their choices) to coordinate with
the actions of the group toward those goals. There are a few ways that we might expect cultural differences in self-awareness to emerge. An Indian colleague of mine who had been in a successful arranged marriage for some time explained it to my perplexed Western mind thus: Getting a husband is not all that different from getting a new puppy.
Hashimoto, H. In hierarchical, collectivist societies, such as the kinds found in East Asia, face takes on special importance. Furthermore, the Natyashastra included four emotions that are not typically seen as "basic" emotions (love, amusement, enthusiasm, and wonder; Masson & Patwardhan, 1970). Within the United States the freedom to speak
one's mind is a birthright, protected by the First Amendment to the Constitution. "Where are you really from?" Asian Americans and identity denial. H., 355 Guthrie, G., 569 Guthrie, G. J., 541 Fox, J. Koleva, S. E., 450 McLean, A. Journal of Personality and Social Psychology, 45, 357–376. Personality and Social Psychology Review, 11, 1-24. And one
thing that characterizes adolescence is that, more than any other developmental stage, it is often a period of great turmoil (although, thankfully, rarely as tumultuous as the lives of Harris and Klebold). In sum, although there are some similarities in how men and women are perceived across the world, there are marked differences in the equality of
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the opportunities that men and women have. However, other factors appear to be involved in the poor health outcomes of many African-Americans than just SES. Cultural differences in facial expressions in a social situation: An experimental test of the concept of display rules. Hence, working hard is okay, and playing hard is okay, but the idea is not
to mix the two. Culture and conformity: A meta-analysis of studies using Asch's (1952b, 1956) line judgment task. In later years, however, those in arranged marriages profess more love than those in love marriages. "Who am I?": The cultural psychology of the conceptual self. And social media have capitalized on this desire, as they allow people to
easily share whatever useful information they encounter with their online friends. Smith (Ed.), Motivation and American attitudes. People all over the world are able to think of themselves in terms of both abstract psychological attributes and concrete roles
and relationships. If this were the case, then the cultural differences would simply reflect the linguistic skills required by the languages rather than a cultural difference. For some of the vignettes, the target analyzes her feelings about why she's upset, whereas in the others she does not analyze her feelings. Psychological Review, 84, 231-259. Indeed,
Zajonc and colleagues (1975) found that even chickens are more attracted to those chickens they had been exposed to the most. What is perhaps one of the highest relationally mobile contexts is the life of the American college student (see Figure 11.9). Psychological Science, 20, 838-845. Daddy truck loves older brother truck. Because child care is
undertaken more by women than Gender and Culture FIGURE 6.11 A man cultivating a field with a plow. In regions where slaves were most frequently captured (Figure 3.13), a fear of capture spread, and people were motivated to acquire weapons, such as swords and firearms, to defend themselves. In another study, Dutch participants who were
motivated to do their best on a brainstorming task came up with more original, but not more useful, ideas compared with those who were not motivated to do their best. Why do cultures vary in terms of what part of the face they attend to when judging other people's facial expressions? Trends in Ecology & Evolution, 20(9), 481-486. The Morality of
Thoughts Average Amount Required to Violate Taboos Harm Fairness Ingroup Authority Purity Never (no matter how much) One million $100,000 $1,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,000 $10,0
liberal have stronger moral intuitions for harm avoidance and fairness when compared with their intuitions, upward social comparisons tend to be rather painful because the contrast can make your own performance look that much worse (although there are
important exceptions to this pattern; Lockwood & Kunda, 1997). Indeed, the expression "to lose face" entered the English Dictionary, 1989). Ann Arbor, MI: University of Michigan Press. Journal of Cross-Cultural Psychology, 32, 434-443. G., & Schreckenbach
H. What is different between social anxiety disorder and taijin kyoufushou? Appetite, 46, 304-308. People holding a pen between their lips. Rather remarkably, then, the shape of your feet can also be seen as a cultural product. People from both cultural groups initially
responded with similar degrees of anger to the obnoxious experimenter, as measured both by a self-report questionnaire and by their blood pressure. European-Americans seemed to view the same situation as something that stripped them of their freedom to choose. Given ideal growing conditions, an organism's right and left sides will develop
identically. Studies that track people's happiness over time find that their happiest times are when Close Relationships they are with others (Csikszentmihalyi & Hunter, 2003). New York, NY: Oxford University Press. Kraus, M. Overall, there was little difference in neocortex ratio between these two groups. However, the general thrusts of the
arguments are in opposition to each other. A review of changes in IQ scores in 14 nations revealed that the average increase in IQ was between 5 and 25 points per generation (Flynn, 1987). Journal of Abnormal and Social Psychology, 62, 356-363. This should perhaps not be too surprising, given what you have read in earlier chapters. Their task was
to look at a small light on the opposite wall and to report how far they thought the light moved. The last principle to guide the Indians' decisions was respect for hierarchy, in which postpubescent boys are conferred social status by allowing them to not have to sleep with parents or young children. I enjoy typical North American jokes and humor
Furthermore, Japanese seem to struggle much more than Americans when actually trying to leave a message on a machine. One way would be to distribute them by the principle of need, which dictates that resources are directed toward those who need them the most. As Malcolm Gladwell (2011) put it, "Who comes out on top, in any ranking system."
is really about who is doing the ranking" (p. Thousand Oaks, CA: Sage. K., & Gerton, J. However, speaking to machines should be especially challenging for Japanese given their reliance on nonverbal communication. Conceptual/integrative complexity. frame-switching The tendency for bicultural people to switch between different cultural selves.
You're told that, if you want, you can give some of your $100 to the other person, but they will never know your identity. 2009 Statistics. For example, one story that participants read referred to a man who found a dead rat inside a soda bottle. Furthermore, Americans who do feel they had enemies were more likely than the Ghanaians to view those
enemies as coming from outside their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group, such as those who held ethnic prejudices against their group.
that humans' default understanding of numbers may be logarithmic and that we only come to have a linear understanding of numbers by training and exposure to linear numeric terms (for another interpretation, see Cantlon, Cordes, Libertus, & Brannon, 2009). Chandra, S. Lysgaard's original study of sojourners' adjustment investigated Norwegians
moving to the United States. However, interpreting and comparing survey responses from people of different cultures is far more challenging than interpreting and ew N Ja pa n In di a Ko re T a H aiw on an g Ko Si ng ng ap M ore al ay si
a C hi In n do a Ph nes ilip ia pi n Th es ai la n C d an ad a U S Vi A et na m 11.0 FIGURE 13.8 This shows the amount of sleep, including naps, that parents report that their infants and toddlers get each day around the world. One kind of evidence they gathered was archival data (see Nisbett & Cohen, 1996). F., Heine, S. Some have noted that by
certain measures of creativity, Westerners seem to fare better: For example, Nobel Prizes have been disproportionately awarded to people in East Asian countries, particularly China (Kanazawa, 2006; but note that Chinese scientific innovations arguably
led the world in the 15th century; Needham, 1956). Proceedings of the National Academy of Sciences, 103, 17568-17573. That is, to the extent that the world is an interconnected place that is always changing, which is how it appears with a holistic point of view, then most statements have some truth in them. The underlying cultural foundation of
different parenting styles can be seen in that some parenting styles appear to produce different outcomes across cultures. The authors hypothesized that this cultural difference should lead Poles to be more affected by trying to be consistent with how they
themselves have behaved in the past. Would we expect to find, then, that people who are traditionally thought of as monocultural might also have access to multiple cultural frames? Humans have an especially long and dependent period of infancy, and if we did not feel very powerful feelings of love toward our children it would be very difficult for
them to receive the enormous amount of care they need in order to survive. This suggests that Japanese are habitually more attentive to situations that allow them to boost the positivity of Some Methods Particular to the Study of Culture their
self-views. Now, however, imagine that before reading the essay you are told that the writer had been instructed to write an essay defending Castro, whereas those who wrote antiCastro essays had been told to write an essay
criticizing Castro. That depends on whether you ask me in English or Chinese: Self-enhancement effects of language as a cultural mindset prime. Luria, A. The reality of repressed memories. In contrast, when the progressivists reasoned about abortion, 90% of them offered at least one reason that was consistent with the ethic of autonomy—that is,
they tended to emphasize that individuals had to interpret the scriptures and reach a conclusion for themselves that avoided harming others. Mehler, J., Jusczyk, P., & Lambertz, G. As shown in Figure 8.6, Americans were better able to recall the situations in which they had influenced others than those in which they had adjusted to others; Japanese
remembered more adjusting situations than influencing ones. What does it mean to say that humans live in cultural worlds? Is there a sensitive period for acquiring cultural knowledge? In the 14th century, when the bubonic plague was killing large swaths of the European population, many people suspected the deaths had been caused by Jews
poisoning the In the Face of Change, How Do Cultures Persist? color-blind approach Looking beyond individuals' ethnicities or race in an effort to focus on their common human nature. To have a better understanding of ourselves and of people from other cultures, we need to learn about what drives us and others. At more abstract levels there is
often more evidence for universals; however, at more abstract to be of much utility. Primary control is an extensively researched construct in psychology, and it also goes under the related names of an internal locus of control, influence, ancey
agency. 223-243). Waqa, G., & Bavadra, K. For example, Americans were more likely than Japanese to report feeling that students use primary and secondary control when preparing for an exam? R., Oakley-Browne, M. Truth be told, neither obaachan nor
myself really knew all that much about treating illnesses. Every study has potential methodological shortcomings or alternative theoretical explanations. As we discussed in Chapter 6, East Asians do attend more to the perspective of others than Westerners do (e.g., Kim, Cohen, & Au, 2010; Wu & Keysar, 2007), and this is a key component of face
maintenance. 389: Figure 1 reprinted from Cognition 130(2), A. voodoo death A condition in which an individual is convinced that he or she has been cursed or has broken a taboo, which results in a severe level of fear that sometimes leads to death. Lee, D. As shown in Figure 11.12, people in both countries showed some evidence for idealization, in
that they viewed their own romantic relationships as significantly more positive than most other people's romantic relationships. They looked for any behavioral signs of depression, such as frowns, slumped body postures, or a lack of expressive gestures. As horrific as they are, these feelings of anti-Semitism were passed down from generation to
generation in the regions in which the prejudice was strongest several centuries ago. This again provides evidence that East Asian contexts (e.g.
Kitayama et al., 1997). Zanna (Eds.), Culture and social behavior: The Tenth Ontario Symposium (pp. Child Development, 56, 524-528. A., 360 Hart, D., 209, 219 Harton, H. Cavalli-Sforza, L. We had Japanese and Canadian participants rate a list of 10 music CDs in terms of their desirability. Catching fire: How cooking made us human. One important and social behavior and social behavior and social behavior and social behavior.
basis of why propinquity is attractive is known as the mere exposure effect. New York, NY: Doubleday. How do people who speak languages that do not have many number terms think about quantities? (2004, January 12). Drawing these kinds of inferences reveals an assumption that talking reflects thinking and engagement in class. In a usurped
choice condition, the participant was allowed to choose a pen; however, after he or she made the choice, the experimenter said, "I'm sorry. But at that point, the field lacked an undergraduate textbook that could be used in large lecture classes on cultural psychology, and consequently, very few students were learning about it. Danziger, S., & Ward
R. Jensen examined their responses 497 498 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE to see how similar their justifications were to each of the three ethics. G., 493-95 dictator game, 508-11 Diener, E., 315 diet brain and, 528
height and, 535-37 Dinka (Sudan), 66, 77-79 discounting, 305, 307 discrimination hypertension rates and, 549 against migrants, 272-78 diseases attractiveness of mates and, 76-77 in Eurasia, 73, 74 introduced to the Americas, 74 disgust, 409-12 display rules, 417-19, 423 dispositional attributions, 360 dissonance, cognitive, 231 dissonance
reduction, 231-32 distal causes, 73 divinity, ethic of, 488-89, 493-99 divorce rate, 474 doctors, cultural shaping of, 551 Dolgan (Siberia), 510 dolphins, cultural learning by, 38 domesticated species, 73, 74, 526-27 S-9 S-10 SUBJECT INDEX Donne, John, 210 downward social comparison, 304-5, 307 Druze (Israel), 306 DSM-IV-R, 562, 570, 572, 573
Du Bois, W. Local knowledge: Further essays in interpretive anthropology. Moreover, speakers of Indo-European languages from highly distant languages from h
271-281. Later, the chimps started wearing gloves after one chimp named Snookie rammed both thumbs up a man's nose and yanked them apart, tearing his nostrils. Menon and colleagues were interested in how newspapers in the United States and Japan (specifically, the New York Times and Asahi Shinbun) reported this and various other rogue.
trader scandals that were in the news. Whereas approximately half of students from India and Pakistan said that they would marry this person (and another one-quarter said that they would not, and only a small percentage (less than
5%) of people from these countries said they would. Other research has also found that people of lower socioeconomic status show more of a concern with the ethic of divinity (Horberg, Oveis, Keltner, & Cohen, 2009). Counting in Chinese: Cultural variation in a basic cognitive skill. This assumption might not be especially problematic when we are
looking for patterns of responses across a broad array of measures—for example, if we provide people with an inventory of many different personality traits. In sum, independent selves tend to be viewed as distinct, autonomous entities whose identities are grounded in a variety of internal component features and who interact with other similarly
independent entities. For example, America's most famous infant sleep expert, Dr. Richard Ferber, had the following to say about co-sleeping in his 1985 book: "If you find that you actually prefer to sleep with your infant, you should consider your own feelings very carefully." Dr. Ferber also states that "even if you and your child seem happy about his
sharing your bed at night, and even if he seems to sleep well there, in the long run this habit will probably not be good for either of you." The moralization of co-sleeping is even more evident when we consider some guidance provided on this topic by two advice columnists, Ann Landers and Prudence: Dear Ann Landers: I have three children, ages 2,
3, and 5. 2), 1-27. In one set of studies, parents in Taiwan and the United States were interviewed regarding their attitudes toward child rearing (Miller, Wang, Sandel, & Cho, 2002; Miller, Wiley, Fung, & Liang, 1997). S., Rhee, H., Kim, Y. The way to the other lab was through a narrow hallway that had a row of tables along either side. In sum,
money can buy a lot of happiness if you're struggling to survive; however, it has much less impact if your basic needs have been met. G., 407 Duval, S., 240 Dweck, C. Hortacsu, N. One study (Norenzayan, Atran, Faulkner, & Schaller, 2006) investigated 42 folk tales by the Brothers Grimm and had trained raters count the number of counterintuitive
elements in each of the tales (e.g., talking mirrors, a house made of gingerbread). permissive parenting Being very responsive, warm, and involved with one's children, but placing few limits and controls on their behaviors. That is, these actions, thoughts, and feelings come to relate to other things beyond them. These range from theories that
aggressive spirits such as ghosts cause disease (which is the most widespread theory of disease) to accounts of witchcraft, sorcery, mystical retributions, and sinful violations of taboos. Cultural variation in the importance of expected enjoyment for decision making. He also saw that the man had more than enough money in his coat pocket to buy
another train ticket. Behavioral and Brain Sciences, 20, 186-187. The shift is even more dramatic when you look at the kinds of bodies that were glorified in the days of Peter Paul Rubens or Pierre-Auguste Renoir (Figure 11.4). Controlling for other relevant variables (socioeconomic status, population density, geographical location), the researchers
showed a clear relation between the community's suicide rate and various indicators of the community's connection to its traditional cultural facilities, self-governed education system, and traditional community law enforcement, and whether it was negotiating a claim to
traditional lands). Journal of Cross-Cultural Psychology, 33, 56-70. Many cultures demonstrated tendencies for adolescence ways familiar to the "I'm sorry, but but so so far medical hasn't "I'm sorry, but but so so far medical science science hasn't comeup upwith withaacure curefor foradolescence." adolescence." West; however, this was by
no come 189 190 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION means universal. One aspect of the model that is not proposed to be universal is in the levels that different cultures reach. J., Ainsworth, B. American Scientist, 63, 4-53. Journal of Comparative Family Studies, 19, 37-54. Happiness does seem to be a central value among many
people from Western cultures. San Jose Mercury News, A1-A12. Moreover, the kind of control one strives for can be seen in the ways that people use religion to help them deal with future life events. What Is the Evolutionary Advantage of a Large Brain? Because human thought is sustained by the meaning that people pursue, any efforts to bleach out
this meaning to more clearly reveal the underlying CPU would only distort and misrepresent what the mind actually is. What can psychologists do to ensure that they don't rely so much on WEIRD samples? W., 246 Alogna, V. Market pricing relationships are highly ubiquitous in Western society, and modern theories of economics view all transactions
in these terms. Modern capitalism, as Weber viewed it, was thus concerned with the accumulation of wealth for its own sake, and not for the material pleasures it brought. Likewise, a conceptually similar mental illness—bipolar disorder—is also characterized by the presence of depressive episodes. Behavioural and Brain Sciences, 16,
681-735. Vouloumanos, A., & Werker, J. International Journal of Intercultural Relations, 19, 59-86. Psychological Science, 22, 1254-1258. As an example, consider what kinds of athletic talents are needed in order to do well at a decathlon competition. After they had made their choice, we investigated whether they had rationalized their decision.
Franklin's ships ran aground near King William Island and the 128 men were left to fend for themselves as they awaited help (Figure 7.1). Cognition, 75, 1-28. Social functioning and adjustment in Chinese children: A longitudinal study. How does creativity compare
across cultures? Suffice it to say that not all cultural habits lead to positive outcomes, and immigrants who pick up these less-desirable habits will also suffer their consequences. Even at this young age there is evidence of cultural variation in positive self-views. Are cultures becoming more individualistic? I'm going to go out on a limb and guess that
none of the readers of this book are best friends with Rugi Ngoma from the village of Chitimba, Malawi. In T.-Y. T., 23, 108, 252 Campbell, J. Self-reflective Americans were considerably more depressed than self-reflective Russians. Metaphoric structuring: Understanding time through spatial metaphors. Voters vote beautiful: The effect of physical
appearance on a national election. Sophisticated cultural learning is possible, in part, because humans have a theory of mind. Emotion, 9, 441-456. A similar bias holds for Asian-Canadians and Japanese, but it is much smaller. These findings suggest that personality information is not seen as equally important for explaining the behavior of others in
all cultural contexts, although the cultural differences are most pronounced when the situational information is made highly salient (e.g., Choi & Nisbett, 1998). There are large gaps in our knowledge base waiting to be filled regarding how culture influences psychology. M., & Wells, A. Moreover, much of what is described through ethnographic
observation is information filtered through the ethnographer's own peculiar set of beliefs, biases, and values acoust the following arithmetic problem? Thus, perhaps the strongest evidence for Shweder's contention that general psychology does not concern itself with content or context is the fact
that psychology has adopted a sampling methodology that itself largely ignores questions about the generalizability of its findings. They also had a "neutral prime" condition, in which participants viewed pictures of environmental scenes. The origins of madness. Cultural evolution is powerful enough that ideas can spread even if as many as 50% of
those who follow the ideas lose their lives from doing so (Cavalli-Sforza & Feldman, 1981). Culture-Bound Syndromes The picture for anorexia is somewhat more complex. Misty Hyman had just won the gold medal for the United States in women's swimming, specifically in the 200-meter butterfly stroke. Apparently, then, Americans tend to maintain
promotion orientations. People are cured when they learn to live productively in spite of their symptoms (Reynolds, 1980). Haidt and Graham (2007) expanded on Shweder's three ethics, by identifying five moral intuitions that guide people's moral reasoning. Is there any "free" choice?: Self and dissonance in two cultures. All people who were
subsequently born in, or emigrated to, Boston and Philadelphia have needed to adjust themselves to the prevailing cultural traditions, and this has perpetuated the distinctive cultures. Spontaneous symbol acquisition and communicative use by pygmy chimpanzees (Pan paniscus). The Bar Examiner, 79(1). Berry and Annis (1974) reasoned that the
complex social stratification of the permanent settlements of the Tsimshian was more similar to mainstream Canadian culture than were the less socially stratified, somewhat migratory patterns among the Eastern Cree, and the moderate stratification of the Carrier should be in between. Distributing Resources One way that we can see how people
decide what is fair is by considering the ways that they distribute resources. For example, in a study of 136 societies, infants in two-thirds of these groups slept in the same bed as their mothers; in the majority of the other cases, infants in two-thirds of these groups slept in the same bed as their mothers; in the majority of the other cases, infants in two-thirds of these groups slept in the same bed as their mothers; in the majority of the other cases, infants in two-thirds of these groups slept in the same bed as their mothers; in the majority of the other cases, infants in two-thirds of these groups slept in the same bed as their mothers but in a different bed (Whiting, 1964). Kleinman (1982) examined the
neurasthenia patients, and after extensive interviews with each of them, concluded that 87% of the patients could be described as Universal Syndromes suffering from some form of clinical depression. Who has the most accurate perspective of an individual? The results indicated that European-Canadians were more likely to choose the fun game.
whereas Asian-Canadians were more likely to choose the useful game (Falk, Dunn, & Norenzayan, 2010). Self and Identity, 11, 409-427. (2003). Are eating disorders culture-bound syndromes? The civilizing process. Asian-Americans have been shown to be better than Euro-Americans at imagining what is being seen in the mind's eye of others (see
Wu & Keysar, 2007). Riegel & J. In addition to the informational value of the stories, then, people are motivated to pass on stories that convey a lot of emotion. Edgerton, R. An inherent limitation of cross-cultural research is that the primary independent variable, culture, cannot be manipulated by the experimenter because participants arrive at
experiments already enculturated. In many ways, we would seem to be ill adapted to survive. Take a look at your own responses to the Twenty-Statements Test to see how much your self-concept is based on personal characteristics or on roles and memberships. G., & Dion, K. To the extent that navigating multiple cultures is similar to
navigating multiple languages, we would expect that people can also frame-switch or alternate between different cultures. 2, pp. Weber (1904/1992), The Protestant ethic and the spirit of capitalism. Kenrick, D. Holmberg, A. Masuda, T., Ellsworth, P. Journal of Cross-Cultural Psychology, 44, 1294-1303. The nearby Etoro and Kaluli, for example, also
believe that it is important for boys to acquire semen to get power; Etoro boys perform ritualistic oral sex like the Sambia, whereas Kaluli boys receive their regular doses of semen through the anus. Why is it difficult to find patterns of psychological adjustment that reliably apply to all people's acculturation experiences? As shown in 453 CHAPTER
collectivistic views of self. Second, regardless of where the data were collected, within a culture, men and 226 CHAPTER 6 SELF AND PERSONALITY women tended to share fairly similar views about gender equality. Merril-Palmer Quarterly, 44, 157-172. There I was with my BA degree in psychology, not knowing what to do with it. Social
Indicators Research, 57, 119-169. Human development report 2005. Review of General Psychology, 7, 3-37. Ed. Andrew Lang. When people are facing severe chronic stressors in their lives, their risk for illness often increases. Kim, Zeppenfeld, and Cohen (2013) looked through a large archival database of a set of high-IQ A merican children from the
1920s who were followed longitudinally throughout their lives. D., Chang, C., & McDevitt, T. First, consider the following question: "Which of these three is least like the other two? Journal of Personality and Social Psychology, 79, 174-189. If people feel that someone should not be prevented from engaging in an act, they are viewing the act as a
matter of personal choice and not Ethics of Autonomy, Community, and Divinity a moral obligation. moral categories, concepts, or principles, and all individuals in all cultures go through the same order or sequence of gross stage development, though they vary in rate and terminal point of development" (1971, p. For many of the ways of thinking
describe in the other chapters of this book. D., 52, 53 Masseland, R., 319 Masson, E., 333 Masson, J. Quarterly Journal of Economics, 123, 139-176. If you could design a society that would allow immigrants to have the most positive outcomes in their acculturation experiences, what kind of society would you create? A theory of
mind means FIGURE 2.3 Humans' prestige biases can that people understand that other people about the minutiae of Kim Kardashian's life. Following the assassination, all 47 retainers then themselves committed seppuku to preserve the
likely to select Chip 1 as Chip 2 in the second example, whereas Berinmo speakers tend to choose Chip 1. Kashima, Y., Siegal, M., Tanaka, K., & Kashima, E. promotion orientation A concern with advancing oneself and aspiring for gains. Also, agriculture allowed for enough food production that some people could devote their activities to non-food-
producing tasks, such as working to create various tools and innovations. Heath et al. For example, there are emotion words from many languages that do not have an equivalent counterpart in English (e.g., amae in Japanese, schadenfreude in German, fago in Ifaluk). Zinacantecans, however, approached Greenfield's survey with an expectation that
the interaction would follow their conversational norms—that is, when you give an answer to someone's question, the questioner then doesn't just ignore your answer and go ahead and ask another question that sounds almost the same as before. Journal of Social Issues, 49, 53-69. In sum, Americans could be led to think like Chinese with the priming
of information that was related to interdependence—a key aspect of Chinese self-concepts. The acculturation experiences of many migrants are fraught with discrimination, which can often result in the deleterious consequences of stereotype threat. THINK ABOUT IT 1. EMOTIONS The most dramatic demonstration of liget occurs in the Ilongot
head-hunting rituals. That is, you could have a clear plan of the shape of the wall that you want to erect. Some of these offices were in the North, and some were in the North, and some were in the South. Violations are considered to be moral ones only if they are objective obligations that can be legitimately regulated. However, in a situation with their peers, those with
interdependent selves show evidence of heightened conformity; indeed, out of the 133 studies in which the Asch conformity paradigm has been tested (Bond & Smith, 1996), the two studies that revealed the largest amount of conformity paradigm has been tested (Bond & Smith, 1996), the two studies in which the Asch conformity paradigm has been tested (Bond & Smith, 1996), the two studies in which the Asch conformity paradigm has been tested (Bond & Smith, 1996).
groups that included their peers (Chandra, 1973; Williams & Sogon, 1984). The use of traits and contextual information in free personality descriptions across ethnocultural groups in South Africa. A., 135, 218 van den Wildenberg, W. Pyszczynski, T., & Greenberg, J. Russian interdependence and holistic cognition. Here's a thought experiment to
illustrate how transmitted culture tends to be of more importance than evoked culture (see Boyd, Richerson, & Henrich, 2011). socially desirable responding A response bias in which people's responses are distorted by their motivation to be evaluated positively by others. Are they the same traits? TRANSMITTED VERSUS EVOKED CULTURE. The
above arguments suggest that geographical differences lead to different cultural responses—for example, a dependence on food sources obtained through bravery leads to a greater respect for bravery and masculinity. P., 27 Apicella, C. However, some of those fish were presented with the same background they had appeared in earlier, whereas
other fish were shown with a novel background. and they both know that she would be willing to have a sexual affair with him. Around the time of Lao Tzu, a few thousand miles away Aristotle was offering a very different scheme for making sense of the world around us. Illusion and they both know that she would be willing to have a sexual affair with him. Around the time of Lao Tzu, a few thousand miles away Aristotle was offering a very different scheme for making sense of the world around us.
565 Palumbo, F. In the West, adolescence is typically described as a chaotic period of "storm and stress" when teens act out against authority figures, commit acts of delinquency and criminal behavior, suffer from a great deal of emotional stress, and are at risk for substance abuse and suicide. A highly centralized Italian state was created in the
1870s, and the same laws and reforms were applied across all of Italy. In contrast, however, in many East Asian cultural traditions there has been considerably less emphasis on talking, if not outright suspicion of the spoken word. On the other hand, when I am in the Netherlands, which has the tallest average height in the world, I feel very short
indeed. Even guppies (Lachlan, Crooks, & Laland, 1998) and different species of octopus (e.g., Fiorito & Scotto, 1992) have shown evidence of learning from others. American Economic Policy, 3, 157-179. W., 568 Nguyen, A. In contrast, holistic thinkers should be more likely to make sense of a situation by considering the relationships among objects
or events. O., & Toriyama, R. Whether others agree with you or whether there are rules that contradict you are independent of whether the action is viewed to be moral. E., 522 Lieberman, M. Countries in which a large percentage of the population practiced Christianity, in particular Protestantism, were more likely to have egalitarian gender views,
whereas countries with a large percentage of Muslims were associated with more traditional gender views. Journal of Language and Social Psychology, 24, 382-400. 80 70 60 50 40 30 20 10 19 19, 70 00 999 - 57 57 57, 4, 75 99 00 - 63 64, 7, 000 999 - 57 50 499 32 -31, 7, 000 999 - 37 38, 7, 000 999 - 44 45, 7, 000 999 - 51 50, 00, 00 999 - 57 57 57, 4, 75 99 00 - 63 64, 7, 000 999 - 57 57 57, 50 499 32 -31, 70 00 999 - 37 38, 70 00 999 - 37 38, 70 00 999 - 57 57 57, 50 499 32 -31, 70 00 999 - 57 57 57, 4, 75 99 00 - 63 64, 70 00 999 - 57 57 50 499 32 -31, 70 00 999 - 37 38, 70 00 999 - 37 38, 70 00 999 - 57 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 999 - 57 50 499 32 -31, 70 00 
00 999 -77 -76 , ,0 00 999 -8 2, 99 9 83 ,0 00 0 Estimated $US 2003 541 542 CHAPTER 13 PHYSICAL HEALTH to get a university degree and pursue a high-paying career, it's that you'll likely live longer. This suggests that, at least for the kinds of items in Raven's Progressive Matrices, Asian-Americans perform better if they are able to think
quietly to themselves. On the other hand, adherents of progressive religions emphasize the importance of human agency in understanding and formulating a moral code. Journal of Personality and Social Psychology, 58, 33-47. He argues that the guiding assumption of general psychology is one captured in the lyrics of a song by Paul McCartney and social Psychology.
Stevie Wonder: "People are the same wherever you go." Surely, in many ways people really are the same wherever you go, and some researchers have attempted to document the many ways people really are the same wherever you go, and some researchers have attempted to document the many ways people really are the same wherever you go, and some researchers have attempted to document the many ways people really are the same wherever you go, and some researchers have attempted to document the many ways people really are the same wherever you go."
migratory existence in which they grow millet and corn in the wet season and move about to let their cattle graze in the dry season. The numbers on the left indicate the alphabetical order of friends chosen, whereas the numbers along the bottom indicate the alphabetical order of friends chosen, whereas the numbers on the left indicate the alphabetical order of friends chosen, whereas the numbers on the left indicate the alphabetical order of the choosers (Segal, 1974). One domain in which this question has
been explored is with respect to subjective well-being. If, regardless of the situation that participants imagine, people in one culture indicate that there are learned cultural experiences that have become habitualized by people such that they govern
people's reactions across all kinds of situations. Cultural display rules thus alter the ways that people express their emotions, which, in turn, can potentially alter their emotions, which is perhaps not express their emotions.
worlds apart from his Taiwanese background. For example, in World War II, people were fed a daily ration of rumors, the majority of which were simply untrue. 565 566 CHAPTER 14 MENTAL HEALTH Furthermore, there is evidence that bulimia and anorexia (for which the evidence is more mixed) are more prevalent in some societies, particularly
those with Western cultural influences, than in others. The depravity manipulation had no impact on the sculptures of the Jews and Catholics. A participant would arrive in this chapter, Chinese children really shine in their academic performance,
particularly in math and science. Christakis, N. Whereas American doctors are more likely than doctors from European countries to use surgery rather than in virtually any other country. The useful component of creative ideas seems to be promoted in
East Asian contexts. One famous example is a study that was done on taxi drivers in London. E., & Streufert, S. & Nadel, L. The same task, then, elicits different patterns of brain activation as "Justin tore the bodice." Less commonly
used in English are more nonagentive sentences, such as "The bodice tore." Interestingly, people who heard the former description viewed Timberlake to be more at fault, 389 390 CHAPTER 9 COGNITION AND PERCEPTION and assigned a larger fine, than those who heard the latter description (Fausey & Boroditsky, 2010). We can be pretty
accurate in inferring others' thoughts when people's statements or behaviors accurately reflect their private thoughts. BBC News. Relationships in high-relational-mobility contexts are entered into, and are maintained, on a mutually voluntary basis. Formal schooling affects how people think. One could argue that rather than the individual Hong Kong
Chinese participants being exposed to two different cultural worlds, it might be more accurate to say that the participants are all exposed to a single, multifaceted culture. Y., 316 Wong, N. The case for motivated reasoning. More recently, another victim of horrendous child abuse in the United States, known as "the girl in the window" and made
famous by coverage on the Oprah show, was raised in silence until the age of 6, from which time she was moved to a caring adoptive family. Rather than elaborating on how behavior and thoughts emanate from the individual's inner features, viewing oneself as part of an encompassing social relationship means that behavior is recognized as
contingent upon perceptions of others' thoughts, feelings, and actions. Psychological Science, 24, 2530-2540. Kirmayer, L. Graham, J., Nosek, B. G. The cultures of mainstream America and that people need to learn how to behave differently
depending on which context they are in. In a self-consistency condition, participants were asked to imagine that in the past they had always complied with similar requests. Although both athletes had received the same instructions from the International Olympic Organization about how to talk to the media, they offered quite different accounts of
their victories. P., 252 Rothbaum, F., 180, 188, 323 Rothbaum, F. Because it is not clear what the critical behaviors for success are, individuals, whom they observe and try to imitate, regardless of what they are doing. S., Oyserman, D., &
Bond, M. The belief that we can easily change, and are expected to change, is referred to as an incremental theory of self (e.g., Dweck & Leggett, 1988). Everything else would be kept completely constant throughout their lives. Adolescent Rebellion On Tuesday, April 20, 1999, two teenage students, Eric Harris and Dylan Klebold, walked into
Columbine High School in Jefferson County, Colorado, carrying heavy artillery with the express purpose of killing their classmates. To be effective at treating mental illnesses of people from different cultures, therapists should strive to develop cultural competence. The anthropologist Clifford Geertz suggests that it is not. McClure (Eds.), Progress in
Asian social psychology (Vol. However, these results might be peculiar to Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and many are able to maintain a Chinese immigrants' experience in Vancouver, given that they have such a large community (the second largest outside of Asia) and the second largest outside of Asia) and the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second largest outside of Asia) and the second largest outside of Asia (the second l
appropriate for the problems at hand. In general, children are less happy with strongly controlling parents, and this effect is found across many cultures (but see Rudy & Grusec, 2006, for an exception). Moreover, whereas some studies conducted in other languages reveal evidence for factors in addition to the Big Five, other studies sometimes do not
find evidence for all five of the Big Five traits (DeRaad et al., 2010)—in particular, openness to experience is the trait that emerges the least consistently in studies conducted in other ways of thinking or with other groups of
immigrants remains to be explored. 15). M., 308 Azuma, H., 182, 188, 375 B Babiker, I. 105 106 CHAPTER 3 CULTURAL EVOLUTION Atlantic Slave Exports 0 1-50,000 50,001-100,000 100,001-1,000,000 1,000,001-1,000,000 FIGURE 3.13 Number of slaves from individual African countries that were shipped across the Atlantic. Trafimow, D.
Triandis, H. Paris: Stock. Social Cognitive and Affective Neuroscience, 8, 595-601. They might as well just live it up while they can. Some experimental control is lost when we use different procedures in the different cultures that we are comparing. When self-presentation is constrained by the target's knowledge: Consistency and compensation.
Autonomic nervous system differences among emotions. Schieffelin, E. Sleep Medicine, 11, 274-280. Journal of Personality and Social Psychology, 102, 1178-1197. Shweder & R. The existence of this noun bias is informative with respect to the
experiences that young children have. G., 589 Marian, V., 287 Marin, B. M., Ker, R. Residents of a nursing home were divided into two conditions. Journal of Cross-Cultural Psychology, 5, 382-406. MENTAL HEALTH with onset before the late 20s, and for which other psychiatric disorders cannot explain the primary symptom of withdrawal (Saito,
1998). In another task participants were shown an array of objects—for example, five batteries. So, the pattern of house prices changed from decreasing in value (2007-2009) to increasing in value (2011-2013). Striking evidence of culture's influence on motivations can be seen in studies of control and choice. Journal of Personality and Social
curve does not characterize the adjustment pattern of everyone's experiences (Church, 1982). Move the body, change the self-concept. Biological Variability of Humans To the extent that human biology varies across cultures, there are largely two distinct categories of explanation for this variation. Furthermore, the
cultural variability in children's social worlds is not just limited to the nearness of their mothers. Roberson and colleagues (2000) studied monolingual Berinmo speakers from isolated villages in Papua, New Guinea, whose language contains five basic color terms corresponding, roughly, to black (kel), white (wap), red (mehi), yellow (wor), and green
(nol). To be happy, then, is to suffer, but suffering makes one unhappy. 321-339). B., & Butler, E. More recently, a 1976 article in Le Monde stated that the French hospital patient had a right to a monthly bath and to weekly foot-washings. The reasoning is that if we use words such as "physically challenged" rather than "handicapped" to describe
people confined to wheelchairs, we will be more likely to think of these people as being capable and competent, which should serve to empower them. Culture, Medicine, and Psychiatry, 2, 269-293. Motivations for fairness are stronger among people who have been exposed to a world religion. If there
ever was a good argument Relation Between Mortality and Income in the U.S. Age-Adjusted Mortality Rate per 10,000 Person Years 90 FIGURE 13.9 This shows the mortality rate, adjusted for years, of people at different income levels in the United States. Much research reveals that North Americans tend to make more external attributions for their
failures, but Japanese often make more external attributions for their successes (e.g., Endo & Meijer, 2004). It seemed so ridiculous that even the experimenter couldn't help laughing! One potential cost of not conforming is that people might laugh at you. Sapporo, Japan: Hokkaido University, Center for Experimental Research in Social Sciences.
People do not have an explicit idea in their head that Americans explain a fish's behavior by making internal attributions. Approximately 50% of people are better than average in any given domain, and approximately 50% are worse than average. Cultural membership does not
determine individual responses. These species ultimately provided the basis for the development of Western agriculture, and no other region in the world has had as many plant or animal species that are suitable for domestication. Indeed, our strong desire to help each other is a critical adaptation that further distinguishes humans from our primate
relatives and has allowed us to thrive in such diverse environments. The groups that had more interactions were more likely to reproduce the complicated knot (Muthukrishna, Shulman, Vasilescu, & Henrich, 2014). Where shifting cultivation is practiced, women do most of the agricultural work, which entails planting and weeding, with
their children nearby. This would suggest that the boundary distinguishing ingroups from outgroups would be particularly salient for members of interdependent cultures. 61-89). This is the kind of information that is covered in textbooks, is discussed in class, and shows up on exams. Are there nontrivial constraints on colour categorization? A., &
Adams, G. Floud (Eds.), Health and welfare during industrialization (pp. Head hunting was a demonstration of the strong feelings of liget that were believed to make men great. Cognition and Emotion, 25, 22-30. Amae in Japan and the United States: An exploration of a "culturally unique" emotion. Is the imagery from your memories of your high
school graduation more consistent with a first-person perspective? Prejudice and discrimination have always been rampant, particularly within countries where people of different ethnic backgrounds interact. T., Li, N. Aside from their overall strictness, parenting styles differ across cultures in other ways. Two-year-olds
in many other cultures are not as obstinate and difficult as in the United States. Effects of culture and response style. F., 450 Wilson, T. Culture and language: The case of cultural dimensions and personal pronoun use. Haidt, J., & Keltner, D. A., 453 Foster-Fishman, P. Social Science and Medicine, 19, 479-487. Behavioral
and Brain Sciences, 20, 167-178. It is similar to being an exchange effects in cross-cultural research on categorization. It was a form of radium that a druggist in the same town had recently discovered. Regardless of how well their children might have done on a test, East
Asian mothers often direct their children's attention to the answers that they got wrong. S., Jr., 94 Poppe, E., 270 Population Reference Bureau, 484 Porto, J. It hardly makes sense to morally condemn something that is beyond an individual's control. Motivations for Face and Self-Improvement Another way to address the question of why motivations
for positive self-views vary across cultures is to consider the different kinds of positive views that a person who has a condition known as "liver fire" will have symptoms such as headaches, flushed face, and anger, and this illness
is believed to be caused by having too much yang and not enough yin. From is to ought: How to commit the naturalistic fallacy and get away with it in the study of moral development. However, people do not see all of these 301 ways as equally appropriate. A., et al. Current Directions in Psychological Science, 20, 286-290. L., 550 Gibson, K. In the
Kitayama and colleagues study, this second set of participants were asked to indicate how much they thought their selfesteem would have increased or decreased had they been in those specific situations. Greater Vancouver, where I live, has a population of more than 2 million. The American subjects showed more activation of object-processing
regions in the brain (such as the bilateral middle termporal gyrus, and right superior parietal gyrus, and right superior temporal gyrus, compared with the East Asians. D., Ashburner, J., Frckowiak, R. It is not certain why multiracial faces are perceived as so attractive—one account is that people should be attracted to genetic diversity as a marker of
healthy genes (Roberts et al., 2005). L., 111 Schoeneman, T. Also, when asked what they did when the instructor initiated a move that was too difficult for them, Japanese were more likely than Americans to say that they would try hard to keep up (i.e., they adjusted their routine to the instructors' standards), whereas Americans were more likely than
Japanese to say that they would do their own move instead (i.e., their preferences determined their routine). Social Psychological and Personality Science, 4, 369-375. However, Johnson makes a good argument that the average program broadcast today has grown progressively more complicated, and that even the mindless programs today are more
challenging than the mindless ones of the 1950s. However, the cost of this approach is that if we focus only on what is universal, we may well miss out on some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally specific symptoms that carry a great deal of meaning in some culturally spe
The dependent measure was how many items people were able to answer correctly. Children from many other cultures, in contrast, may live in an environment where their mother is always around—often, as in many cultures, the children are literally carried by their mother throughout the day. Chicago, IL: Rand McNally. WHO global comparable
estimates. A classic philosophical vignette called "the magistrate and the mob" serves to highlight this conflict (Smart, 1973): An unidentified member of an ethnic group is known to be responsible for a murder that occurred in a town. One way is reflected in many of the statements made by the American undergrads in that study. International
Journal of Intercultural Relations, 33, 177-180. Luria: Yet one fellow threw out the log. It would seem that it should be straightforward to demonstrate which view is better supported by the evidence; all you would need to do is measure some psychological variables across a number of different cultures, and if the results tend to look the same
everywhere, the general psychologists would win, whereas if the results look substantially different, the cultural psychologists would claim victory. of it. To the extent that a personality trait consistently fails to correlate with any of the core traits, it would suggest that this trait itself is an additional core trait (if so, we would then have the Six Factor
Model). Elias, N. Schacter, S., & Singer, J. A., Ranciaro, A., Voight, B. It often involves tendencies to behave inappropriately toward a close other, as a gesture to demonstrate how secure the relationship is (Niiya, Ellsworth, & Yamaguchi, 2006). T., & Zane, N. He noted that in Hindu myths, many more male gods change into female ones than female
goddesses change into male gods (Mahalingam, 2003). R., 190 Davey Smith, G., 547 David, R., 549 Davidson, D., 245 Davies, I., 383 Davies, I., 384 Davidson, D., 245 Da
talking aloud had on the performance of participants compared to answering the items in silence. Test Bank The test bank features 490 questions, including 35 multiple-choice and 5 short answer questions in each chapter. Journal of Personality and Social Psychology, 94, 615–630. Evidence that a simpático self-schema accounts for differences in the
self-concepts and social behavior of Latinos versus Whites (and Blacks). Some researchers argue that the diversity in emotion terms is relatively meaningless because our language use does not affect our underlying psychological experience (e.g., Pinker, 1994). Our self-concepts serve a number of key functions, and these functions represent some of
     central themes of research in social psychology, E., Epel, E. Manning, P. One technique for correcting the problems associated with the reference-group effect is to avoid subjective measures that might have different standards in the groups being compared, 161-198). Likewise, these relationships indicate the groups associated with the reference-group effect is to avoid subjective measures that might have different standards in the groups being compared, 161-198). Likewise, these relationships indicate the groups associated with the reference-group effect is to avoid subjective measures that might have different standards in the groups being compared, 161-198). Likewise, these relationships indicate the groups associated with the reference-group effect is to avoid subjective measures that might have different standards in the groups being compared, 161-198). Likewise, these relationships indicate the groups associated with the reference-group effect is to avoid subjective measures that might have different standards in the groups as a subjective measures that might have different standards in the groups as a subjective measures as a subjective measure of the subjective measures as a subjective measurement of the groups as 
and his or her identity can be experienced on the basis of these different group memberships. Moreover, more relationship partners might find more rewarding relationships elsewhere (Schug, Yuki, & Maddux, 2010). M., 27, 232,
274, 275 Stein, D. Festinger (1957) proposed that we have a powerful motivation to be consistent and that cognitive dissonance is the distressing feeling we have when we observe ourselves acting inconsistently. More important, different languages parse the spectrum of colors in dramatically divergent ways. Obst, L. Emotion and autonomic nervous
system activity in the Minangkabau of West Sumatra. E., Venkadesan, M., Werbel, W. A comparison of Protestant work ethic beliefs in thirteen nations. C., Marin, G., Lisansky, J., & Betancourt, H. Journal of Health Psychology, 2, 335-351. Microbes and Infection, 4, 521-527. Onset of frailty in older adults and the protective role of positive affect.
These researchers visited the two Germanys prior to unification and were able to conduct a number of interesting cross-cultural experiments. J., Apicella, C. Goode (1959) proposed that romantic love would become more important in cultures as the strength of extended family ties became weaker. Shorter, E. W., 30 Shavit, S., 145 Shay, T., 536 Shea,
S., 548 Sheldon, K. Evolution, 54, 998-1010. Convergent and discrimination validation by the multitrait multimethod matrix. Interpreting cultural differences in happiness is made more difficult by the findings that positive emotions appear to have different meanings and consequences across cultures. authoritative parenting.
parenting, in which parents try to understand their children's feelings but encourage them to be independent while maintaining controls on their behaviors. In contrast, TKS involves a number of physical symptoms, many of which are psychosomatic, such as extensive blushing, heightened body odor, sweating, and a penetrating gaze (for a thorough
review of TKS, see Cousins, 1990). Why do you think European-descent North Americans are so much more likely than most of the rest of the world to view co-sleeping as a morally bad parenting decision? or its affiliates(s); p. The influence of culture on cardiovascular response to anger. R-49 R-50 REFERENCES Scribner, S., & Cole, M. Through
such experiences you have gained much implicit knowledge about the survey process. Hence, prestige biases may be responsible for humankind's adept cultural learning, but they have also contributed to the creation of tabloids. (2000). What aspects of psychoanalysis reflect its Western cultural origins? Attributions and expressed emotion: A review.
Likewise, although research finds that people can predict the electability of political candidates within their own cultures of take to make the same kinds of accurate predictions when looking at pictures of taking, at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of their faces, they aren't able to make the same kinds of accurate predictions when looking at pictures of accurate predictions wh
C., 314 Large, F., 584 Larsen, H. Mental diseases peculiar to certain cultures: A survey of comparative psychiatry. Wong, S., & Goodwin, R. There must be other factors that influence well-being that have yet to be reliably identified. Do facial averageness and symmetry signal health? In many ways, life is like building a stone wall, with people as the
stones. Other research that has explored motivations for uniqueness in guite differences in self-evaluation: Japanese readily accept negative self-relevant information.
As an English speaker who has struggled with learning Japanese, I can testify that the difference in the explicitness of the language can be extremely challenging. Management and Organization Review, 6, 371-390. Gastrointestinal allometry in primates and other mammals. Cultural psychology's challenge to general psychology may strike you as
somewhat heretical; is there any empirical evidence that mind is enmeshed with cultural influences? The paradox of choice: Why more is less. Norenzayan, A., & Heine, S. Well, it's not so straightforward now, because we shouldn't assume that the writer expressed his or her true attitude due to the instructions to take a particular position. Shweder
argues that general psychologists, perhaps as captured in your intro psychology course, tend to be more captivated by arguments about human universality than about cultural variability. Some Zande are believed to be witches, and the source of their witches, and the source of the s
One demonstration of how intertwined culture and psychology are is that many psychological terms do not have equivalents in other languages. The razor blade in the apple: The social construction of urban legends. This suggests that the Chinese-Canadians and were more comfortable
with strategies that served to reduce their experience of anger, whereas the European-Canadians suffered from physiological consequences if they did not openly express their anger. Validity problems comparing values across cultures and possible solutions. The first person to report was a In the Face of Change, How Do Cultures Persist? A., 320
Poehlmann, K. The challenge, however, is to figure out a way to get these tiny snacks out of the large, rock-hard mounds they live in. L., 382 Whyte, M. International Journal of Behavioral Development, 16, 243-260. Walter, on the
other hand, speaks with no German accent whatsoever. Given this difference in the lexicons, it certainly is not surprising that so much interest in research on the emotions has emerged from English speakers and not from the Chewong. In contrast, Northerners did not show a significant difference in testosterone level between the two conditions.
Boserup argued that even when a country moved out of agriculture into industrial endeavors it tended to preserve some of the gender norms associated with its traditional cultivation methods. The Cold War was at its peak when the Soviets erected the Berlin Wall in 1961. For example, rather than having people indicate their answers on a 7-point
scale, you could have them respond with a simple "Yes/No" format. Journal of Personality and Social Psychology, Vol 105(6), Dec 2013, 996-1012. American Psychology, Vol 105(6), Dec 2013, 996-1012. American Psychology, Vol 105(6), Dec 2013, 996-1012.
are not as likely to be in a position to interact with their mothers through face-toface contact. H.-M., & Chan, M.-P. How might we test which of these two interpretations is most compelling? What are some advantages of using the experimental method in cross-cultural research? Inglehart, R. The success rates for identifying American-posed faces was
better among English speakers than among speakers than among speakers of other Indo-European languages (e.g., Swedish, Greek, Spanish), and these groups performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and all of these groups performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and all of these groups performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and all of these groups performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and all of these groups performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and all of these groups performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and these samples performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and these samples performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and these samples performed better than those who spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turkish, Malaysian), and the spoke non-Indo-European languages (e.g., Japanese, Turk
from New Guinea; Russell, 1994). Now that 493 494 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE you've read this, I'm guessing that you might even be upset that I asked you to read it. Such a theory of mind is not evident in most other species, and
even in our closest genetic relatives, chimpanzees, the evidence is somewhat mixed (Povinelli, Perilloux, Reaux, & Bierschwale, 1998; Tomasello, Kruger, & Ratner, 1993). Perception, 36, 1813-1820. These chimps also peel bark from twigs, but unlike the Senegalese chimps, they use the bark to fish out the termites (Whiten et al., 1999). In K.Vedhara
& M. Conceptualization and measurement of ethnic identity: Current status and future directions. Although average country scores on the TOEFL are influenced by many factors—such as the country who take the exam—these scores also vary considerably based on the participants' own mother
language (Table 7.1). However, considerable variation also occurred in the amount that each of the societies was willing to punish offenders. It would seem that if people have a promotion focus, they will strive for opportunities for advancement and, as such, should focus their efforts on things they can do well, because these will provide more
opportunities for success. Carey, S. Not only are individuals more varied and complex than the schematics in Figures 6.5 and 6.6, but cultures, too, are highly variable and are resistant to simple categorization. self-enhancement The motivation to view oneself positively. Psychological Science, 21, 1910-1917. E., Hornblow, A. Global landscape of
recent inferred Darwinian selection for Homo sapiens. Hinde (Eds.), Growing points in ethology (pp. Neuroimage, 34, 1310-1316. For example, what kind of self do you think would be more likely to develop in a culture where children are typically provided with their own bedrooms, where college students earn their own money from summer jobs to
217 218 CHAPTER 6 SELF AND PERSONALITY help pay for their entertainment and college tuition, where employees are paid on the basis of how much profit they help the company earn, or where the elderly use their own savings to pay the costs of moving into retirement homes? Another way that holistic or analytic thinking influences reasoning
styles is in the kinds of information people perceive to be relevant to a task. Strack, F., Martin, L. Rather, the norm in his day was for people to clean themselves by changing their clothes, often several times a day. In India, and likely other cultures in which interdependent concerns are more salient, people are likely to make moral judgments based
on the ethic of community. Cognition and Emotion, 13, 641-672. E., & Greenberg, B. This makes us realize to what extent the same language means the same language means the same mentality. One such source of evidence would be an indication that there is a sensitive period for being enculturated. O., Adams, R. As long as everyone else seemed to be in support of the
actions of the Third Reich, people collectively convinced each other that they were pursuing the right tack, and the culture persisted until it met an abrupt and violent end in World War II. Journal of Personality and Social Psychology, 92, 1-11. D., 466 Shields, C., 333, 532 Shih, M., 276 Shimoda, K., 361 Shin, S. M., 573 Weisz, J., 188 Weisz, J. Journal
of Zoology (London), 190, 309-323. Annual Review of Psychology, 51, 571-598. Sroufe, L. M., 129 Omoregie, H., 145, 204, 205, 327 O'Nell, C. Although some of these concerns seem particularly daunting, you'll see that—with appropriate consideration, creativity, and effort—we are able to surmount them, gathering compelling data that give us a very
nice perspective on what exactly is going on in the heads of people from other cultures. P., Graham, J., Iyer, R., Ditto, P. There are also instances of cultural factors shaping the genotype. Journal of Personality and Social Psychology, 105, 639-666. Different response to Plasmodium falciparum malaria in West African sympatric ethnic groups.
Progressivists reject the view that a transcendent authority reveals itself and its will to humans; they believe that humans play an integral role in the formulation of a moral code. Does travel broaden the mind? Shen, H., Wan, F., & Wyer, R. The achieving society. The term "secondary control" might thus be a misnomer in Japan, because this type of
control appears to be more common there than "primary control." However, both Japanese and Americans reported that influencing situations felt more powerful Number of Situations Remembered Number of Situations 9 8.5 8 Influencing Adjusting 7.5
7 6.5 Japan USA FIGURE 8.6 Japanese recall more adjusting ones, whereas Americans to take three generations to become fully acculturated. The effects of multicultural experiences on creativity are not just limited to performance in lab
studies. H., 565 Ahuvia, A. Second, the bold X's that indicate the key aspects of identity for interdependent individuals rest at the intersection between the individual and his or her significant relationships. However, when a team of cross-cultural psychologists explored how people from a number of subsistence societies FIGURE 1.7 Because of the
Müller-Lyer illusion, around the world perceived this illusion, together the line on the left looks longer; the angles at with samples of European-descent South Africans the corners suggest that it is farther away and American undergraduates (Segall, Campbell, than the line on the right. Interestingly, although it is often assumed that merit-based pay is
the way to ensure the greatest amount of effort from one's employees, Japanese workers have traditionally been among the hardest working in the world (e.g., there is a great deal of voluntary overtime and many never take their vacations), and Japanese companies tend to have more seniority-based pay than American organizations (e.g., Ouchi &
Jaeger, 1978). Human Nature, 8, 231-246. B., Rule, N. Second, the American sample is the outlier in this case; it represents the extreme end of the distribution. Current Anthropology, 46, 621-646. We may well have overestimated the pervasiveness of analytic thinking. To best answer this question, it is useful to first consider what kinds of
evolutionary advantages existed for other primates to have large brains, because, as noted earlier, primates themselves have unusually large brains compared with other kinds of mammals. Note, however, that this is a broad distinction, and an individual's religious impulses and political values do not always fall so neatly into these two types. The
presence of Latin-Americans in groups often comes with their simpático relational concerns, which can sometimes make for a warmer exchange. Other Culture-Bound Disorders A whole menagerie of rather bizarre clinical syndromes have been identified in specific cultures that are largely absent in the Western world (for a thorough review, see
Tseng, 2001). Beauty is talent: Task evaluation on their strengths, whereas Taiwanese stories were more likely to focus the children's attention on areas that needed correcting. This continued for 11 generations, resulting in a total of 11
microcultures of four people each, with each microculture having a slightly different membership from the previous one. B., Siegel, J. Ng, F. However, when one is making conclusions about what the feet of modern humans are like, one needs to consider whose feet one is examining. Science, 308, 648-652. F., 199, 310, 315 Ngui, P. Journal of Cross-
Cultural Psychology, 45, 1579-1583. This hypothesis was investigated in a couple of studies that compared Chinese-Canadians and European-Canadians in their anger responses (Anderson & Linden, 2006). the group and, 514-15 SUBJECT INDEX morality and, 504-15 resource distribution and, 504-7 fashion industry, 293-94 Fausey, C. holistic
thinking, 349-72 artistic traditions and, 346-48, 357-59 SUBJECT INDEX attention and, 351-59 creative thinking, 372-74 explicit vs. One challenge with studying sleep, and it's the main reason that sleep remains one of the most poorly understood aspects of human life, is that sleep is difficult to measure directly and unobtrusively; people typically
sleep in the privacy of their own homes, away from the watchful eye of the sleep researcher. com/2014/06/18/girl-in-the-window-danielleoprah-lierow n 5505079.html Hsiao-Ying, T. The anthropologist and psychiatrist Arthur Kleinman conducted a landmark study in a psychiatric hospital in Hunan province in China. B., 524 Silventoinen, K., 266
Silverstein, O., 438 Simeonova, D. Experimental evidence for the influence of group size on cultural complexity. German campground It is strictly forbidden on our black forest camping site that people of different sex, for instance, men and women, live together in one tent unless they are married with each other for that purpose. Given the range of
strategies we have to choose from, it becomes less surprising that so many people do have such high self-esteem and such unrealistically positive views of themselves. The chief complaints of these patients were primarily somatic: headaches (90%), insomnia (78%), dizziness (73%), and various physical pains (49%). For each 61 CHAPTER 2
CULTURE AND HUMAN NATURE Social Problem Solving 1.0 Proportion of Correct Responses 62 0.8 0.6 0.4 0.2 0 FIGURE 2.9B The performance of 2.5-year-old children, chimpanzees, and orangutans on social problem-solving tasks (Herrmann et al., 2007). This belief in a fluid and cyclical reality is perhaps most clearly evident in the writings of
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Lao Tzu, the legendary founder of Taoism. A., 223, 264 Noguchi, Y., 182 Nomura, N., 182 Nomura
environment in which the baby starts its life. Note, however, that this study shows that East Asians are more likely to use holistic reasoning in a situation when there is a conflict between an analytic and a holistic reasoning in a situation when there is a conflict between an analytic and a holistic reasoning in a situation when there is a conflict between an analytic and a holistic reasoning in a situation when there is a conflict between an analytic and a holistic solution. Whiten, A., Goodall, J., McGrew, W. R., 572 Valchev, V. What would happen if one tried to study dhat syndrome in North America?
To address these questions we need to consider the distal causes. 483-500). Young children from differences in Psychological Processes
Emerge with Age children have been socialized less deeply into their cultures. The different levels of the model reflect different abilities and motivations to attend to and conceptualize moral concerns. Languages with five color terms have the same words, including words for both green and yellow. An alternative taxonomic study of personality-
descriptive adjectives in the Italian language. Scores on Rubin's Love Marriages, Males Arranged Marriages, Males Love Marriages, Females Love Marriag
love than those in arranged marriages in the first few years of marriages in the first few years of functional universals. Given what we know about chimpanzee intelligence, if humans went extinct what kind of chimpanzee society would you expect to
develop? Hence, a "Don't forget forget to to take take a a handful "Don't handful of of our our complimentary lot of medical training does occur antibiotics on your way wayout." out." Medicine and Culture within the context of particular cultural meaning systems, even when the training is about internationally
recognized practices (see Angel & Thoits, 1987). Advances in Psychosomatic Medicine, 33, 97-114. Mothers play an important role in socializing their children to develop culturally appropriate ways of viewing themselves. International Journal of Group Tensions, 29, 17-49. Luria: Which one doesn't belong? Godart, F., Maddux, W. For example, in
Saudi Arabia there is much perceived stigma and shame attached to mental illnesses, so families may shelter a disturbed individual from the extended family and from the community. Imagine that you're put in the following situation: You 507 508
CHAPTER 12 MORALITY, RELIGION, AND JUSTICE have just been given some money, say $100. Both the dog and the rabbit are animals, so they share common attributes that differ from the attributes of the carrot, which is a vegetable. But if you ask people the same height as me to rate themselves on a scale of 1 to 7 for a statement such as "I
am tall," you will get different answers in these three different countries. A., Haidt, J., Iyer, R., Koleva, S., & Ditto, P. Nonetheless, the success of people's acculturate. The Spaniards also had horses, which allowed them to outmaneuver and
overtake the Incans, who were all on foot. To take FIGURE 9.11 The T'ai chi. There will always be a number of problematic phrases or words that require discussion between the translations do not sound awkward or unnatural. E., 544 Phillips, L. Studies with
some other cultures with limited number lexicons, such as speakers of Warlpiri in the Northern Territory of Australia, have found that people may use spatial strategies of trying to match the pattern of a set of objects to estimate quantities in the absence of numbers (Butterworth, Reeve, & Reynolds, 2011). B., Jr., 309 Sylwester, K., 512 Syme, S. Our
brain size, as determined by the encephalization quotient—the ratio of the brain weight of an animal to that predicted for a comparable animal of the same body size—is approximately 4.6. That is, our brain is about four to five times larger than that of other mammals our size. The thread of every cultural innovation must be woven into an existing web
of beliefs and practices. Psychological Medicine, 7, 653-659. Personality and Social Psychology Bulletin, 23, 389-400. For example, a recent analysis of the participants were American and 96% came from Western industrialized countries (Arnett, 2008). B., Wilson, W. W., 77, 447
Garcia, J., 277 Gardner, G. There were several iterations, spread out over many millennia, before people started to make the kind of hammer that you're probably most familiar with today. Self-concepts across two cultures: R-13 R-14 REFERENCES India and the United States. Different aspects of their identities are much more salient in some
situations than in others. 9 COGNITION AND PERCEPTION CHAPTER OUTLINE Analytic and Holistic Thinking Attention Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Other People's Behaviors The Fundamental Attribution Error Reasoning Styles Toleration Understanding Understan
CHAPTER 9 I COGNITION AND PERCEPTION magine that you are walking through a museum and come across some art from different cultures. J., 544 Kaushanskaya, M., 287 Kawamura, S., 37 Kawamura, T., 10, 353 Kawamishi, Y., 561 Kay, P., 383, 394 Kearsley, R. Another example of the reference-group effect comes from a curious pattern that
regularly emerges when comparing schools and countries on academic achievement. J., 450 Nel, J. Physiological reactivity to responsive and unresponsive and unr
each are only weakly correlated with social sensitivity, and most of the gene association studies have thus far only been conducted in the West. Dhat syndrome is characterized by a belief among young men that they are leaking semen, which causes them to be a source of vitality. This
chapter investigates how culture shapes people's mental health and delves into how culture shapes clinical and psychiatric conditions. Because these problems typically do not have the kind of conflict between holistic and analytic strategies that we saw in the studies by Norenzayan and colleagues, East Asians should have no difficulty solving them,
even though they involve analytic thinking. Socioeconomic Status and Health If you picked a person at random in any industrialized country and wanted to predictive power than almost any other is, "What is your household income?" That is,
socioeconomic status (SES), on average, plays an enormous role in people's health—a role that until a few decades ago was all but invisible to health researchers. American Journal of Public Health, 89, 302-307. G., 458 L Lachlan, R. Talk to your pediatrician about the way to wean these kids away from this habit. However, even though these four
basic elements are common everywhere, different cultures emphasize some more than others. N., 567 van Hoeken, D., 567 van Hoeken, D., 567 van Hoeken, D., 567 van Hoeken, D., 570 Oyserman, D., 144, 277, 287, 288, 289, 306, 350 P Pablos-Mendez, A., 550 Padmavati, R., 584 Page, K. Second edition. 617-
623). Archival data exist in accumulated documents or records of a culture. The effects of climate on certain cultural practices. W., Galinsky, A. Hypertension African-Americans higher 15. Goode, W. Sensitive Periods for Cultural Socialization 1800 in France, someone found a feral 12-year-old boy who had apparently lived in the wild
for most of his life. European Journal of Social Psychology, 20, 499-517. One way to understand this is to consider what happens when the self-concept become ingroup members, nor do close relationships easily dissipate into outgroup relations.
Kashima, C. Subjective well-being is the feeling of how satisfied one is with one's life. However, when humans moved to places where UVR; thus, those with less melanin in their skin had a survival advantage over their darker-skinned relatives, and their skin color evolved accordingly
(Figure 13.3). Despite the many studies that provide evidence against the strong Whorfian argument, there is one line of research that may provide support for it. Conscientiousness indicates how responsible and dependable an individual is. So, for example, if a model who is retrieving a toy from a plastic jar first taps the jar with a feather, 3- to 5-
year-old children who want to retrieve the toy will also do the same irrelevant feather tapping (Lyons, Young, & Keil, 2007). Cohen, D., Nisbett, R. The stimuli perceived by our brains are different across cultures. Why don't people come to accept the arguments from the other side and reach a peaceful consensus on these topics? However, there has
since been a great deal of controversy surrounding the universality of adolescent rebellion. Do these findings fit with the stereotypes that you have for these cultures? Recently, the economists Alberto Alesina, Paola Giuliano, and Nathan Nunn (2011) tested Boserup's thesis by exploring whether historical use of the plow in the 19th century (and
earlier) predicted current attitudes about gender roles and female labor force participation around the world. To the extent that individuals' efforts are not clearly linked to their outcomes, they should experience relatively less feelings of primary control. L., 184 Hajat, A., 544 Hall, D. E., 175 Davis, L. Understanding and sharing intentions: The origins of primary control around the world. To the extent that individuals' efforts are not clearly linked to their outcomes, they should experience relatively less feelings of primary control. L., 184 Hajat, A., 544 Hall, D. E., 175 Davis, L. Understanding and sharing intentions:
of cultural cognition. Lancet, 365, 579-587. English speakers are particularly well equipped to describe the most subtle of variations in their emotional experience. For example, one study found that Arabs showed at least as much evidence of holistic thinking as Chinese did (Norenzayan, Choi, & Peng, 2007). H., & Foster, F. Likewise, people with
more independent self-concepts have been found to suffer less distress in acculturating to the United States than people with more interdependent self-concepts (Cross, 1995), and people who have patterns of emotions that are more similar to those from the host culture report experiencing greater relational well-being (De Leersnyder, Mesquita
Kim, Eom, & Choi, 2014). essentialized gender A gender identity that is believed to reflect an underlying and unchanging nature. But their abilities to learn from others pales in comparison to those of humans. Jean is fluent in French, English, Spanish, Italian, and Haitian Kreyol. Other kinds of primes that can lead people to frame-switching have also
been explored. She explained her victory to the press as follows: "I think I just stayed focused. C., Stigler, J. What is the relation between cooking food and having a big brain? Personality and Social Psychological Bulletin, 38, 331-344. social brain hypothesis The theory that cognitive demands inherent in social living led to the evolution of large
primate brains. Moreover, poverty creates a great deal of stress, as poor people are preoccupied with the difficult tradeoffs that they must manage while they juggle expenses and cope with a sporadic and limited income. Personality and Social Psychology Bulletin, 39, 559-577. C., & Mulligan, C. Westerners are more likely than East Asians to explain
the behavior of others as arising from their dispositions, whereas East Asians are more likely to view behavior as being a function of situational constraints. Some other kinds of measures are well protected from reference-group effects. Which of these ways are relevant to understanding the psychological process at hand? Dean, L. London: Methuen.
THEORY OF MIND. Another feature of the ways that humans engage in cultural learning appears to be unique, or nearly unique, compared with other children and a photograph of themselves. G., Larsen, H. Psychological Science, 25, 1682-1690. And norms for
communal sharing are stronger in India than they are in the United States (Miller et al., 2014). Experiencing marital satisfaction across three cultures: A qualitative study. In contrast, poorer Americans are doing far worse than wealthier Americans are doing far worse than wealthier Americans.
whole world's population, which should further accelerate the rate of cultural change. She insisted that my sick body so clearly lacked. Here's what they did (see Cohen et al., 1996, for a more detailed description):
Participants (who were all nonHispanic White male students at the University of Michigan who had grown up either in the North or the South) came into the lab. Journal of Personality and Social Psychology, 67, 949–971. Over several decades, there have been many reports of seemingly FIGURE 13.2 These Tarahumara runners are participating in a
long-distance kickball race. D., 150 Baron-Cohen, S., 416 Barrett, D. Conclusions Regarding Cultural Variation in Emotions Regarding Cultural Variation in Emotions Conclusions Regarding Cultural Variation (Cultural Variation Cultural Va
States. In contrast, the University of Pennsylvania emphasized a more utilitarian curriculum with medical, business, and engineering schools dominating the university; public service received relatively little emphasis (an example is how few political leaders have graduated from the University of Pennsylvania); and the school received less community
or financial support from a Quaker culture that had little trust in the value of higher education. Cultural variations in family beliefs about children's performance in mathematics: Comparisons among People's Republic of China, Chinese-American, and Caucasian-American families. Universal and cultural differences in facial expression of emotion. This
chapter explores how some fundamental motivations vary across different cultural contexts. For example, depressed European-Americans show exaggerated emotional responses to the same stimuli (Chentsova-Dutton
et al., 2007; Chentsova-Dutton, Tsai, & Gotlib, 2010). In contrast, it is relatively rare for American doctors to prescribe rest and relaxation as curative agents. Biological Variability of Humans superhuman endurance feats by the Tarahumara (e.g., Bennett & Zingg, 1935; Lumholtz, 1894), and some Tarahumara have won international ultramarathons
(see McDougall, 2009). Other Bases of Interpersonal Attraction Aside from physical characteristics, other processes influence whether we're attracted to someone either as a friend or a romantic partner. For example, the hit HBO drama The Sopranos involved more than 20 recurring characters who were typically involved in about a dozen different
story lines per episode, some of which were connected to events that happened in previous seasons. W., & Leung, K. If you think their feelings would be different, do you think their feelings would be different, do you think their feelings would be different, and it would be different, do you think their feelings would be different, do you think their feelings that you experienced in your situation? In sum, relationships with others are concerns that dominate people's lives, and it would
be impossible to have a good understanding of human nature unless we also considered how people's feelings toward the government's foreign policy. 539 540 CHAPTER 13 PHYSICAL HEALTH My colleagues and I recently sought to get more direct physiological measures of sleep
by having Japanese, European-Canadian, and Asian-Canadian university students wear a watch for one week at a time that objectively provided biometric measurements of their sleep quality over that time (Cheung, Takemura, & Heine, 2014). Once the participant had started his trek down the hallway, the experimenter signaled for a second
confederate to begin his role. Journal of Experimental Psychology: A once and future discipline. And, curiously, the right panel shows that those who arrived in Canada after the age of 31 came to Hong Kong's Immigrants'
Identification with Canadian Culture Age of Immigration to Canada Self-reported Identification with Canadian Culture Age 0-15 Age 16-30 Age 31-50 9 9 8 8 8 7 7 7 6 6 6 5 5 5 4 4 0 5 10 15 20 Years Spent in Canada FIGURE 5.4 Hong Kong immigrants' identification with Canadian Culture Age of Immigration to Canada Self-reported Identification with Canadian Culture Age 0-15 Age 16-30 Age 31-50 9 9 8 8 8 7 7 7 6 6 6 5 5 5 4 4 0 5 10 15 20 Years Spent in Canada FIGURE 5.4 Hong Kong immigrants' identification with Canadian Culture Age of Immigration to Canada Self-reported Identification with Canadian Culture Age 0-15 Age 16-30 Age 31-50 9 9 8 8 8 7 7 7 6 6 6 5 5 5 4 4 0 5 10 15 20 Years Spent in Canada FIGURE 5.4 Hong Kong immigrants' identification with Canadian Culture Age of Immigration to Canada FIGURE 5.4 Hong Kong immigrants' identification with Canadian Culture Age of Immigration to Canada FIGURE 5.4 Hong Kong immigrants' identification with Canadian Culture Age of Immigration to Canada FIGURE 5.4 Hong Kong immigrants' identification with Canadian Culture Age of Immigration to Canada FIGURE 5.4 Hong Kong immigration to Canada
expression around the world as pride, and congenitally blind judo wrestlers from around the world spontaneously display elements of this pose after victories, despite never having seen it before themselves (Tracy & Matsumoto, 2008). In the United States, and in many other cultures where people often play sports that involve a lot of throwing (e.g.
baseball, football, and team handball), people (especially boys, who are more likely to have played the sports) have honed their ability to deliver a powerful overhand throw with a complex unfurling of the body. As you'll see, learning about other cultures can sometimes be provocative as people confront other ways of doing things that go against their ability to deliver a powerful overhand throw with a complex unfurling of the body. As you'll see, learning about other cultures can sometimes be provocative as people confront other ways of doing things that go against their ability to deliver a powerful overhand throw with a complex unfurling of the body. As you'll see, learning about other cultures can sometimes be provocative as people confront other ways of doing things that go against their ability to deliver a powerful overhand throw with a complex unfurling of the body. As you'll see, learning about other cultures can sometimes be provocative as people confront other ways of doing things that go against their ability to deliver a powerful overhand throw with a complex unfurling of the body. As you'll see, learning about other cultures can be provocative as people confront other ways of doing things that go against the complex unfurling of the body. As you'll see, learning about other cultures can be provocative as a complex unfurling of the body. As you'll see, learning about other cultures can be provocative as a complex unfurling of the body. As you'll see, learning about other cultures can be provocative as a complex unfurling of the body. As you'll see, learning about other cultures can be provocative as a complex unfurling of the body. As you'll see, learning about other cultures can be a complex unfurling of the body. As you'll see, learning about other cultures can be a complex unfurling of the body. As you'll see, learning about other cultures can be a complex unfurling about other cultures can be a complex unfurling about other cultures can be a complex unfurling about other cultures can be a compl
own cultural values. J., 506 Bernard, H. The same question was also posed to high- and low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to low-socioeconomic-status people in two cities in Brazil as well as to
Obama in southwestern Japan (yes, it really was the town's name) to teach English and, hopefully, figure out what I wanted to do with my life. First, one could raise the question in the world. History of scientific thought. American Psychiatric
Association (APA). The right half of this figure indicates the amounts that groups paid, on average, to punish those who were cooperating (antisocial punishment). These two kinds of cultural experiences people regularly encounter in different cultures and
the habitual responses they tend to develop. A., Pon, G., & Clement, R. American Journal of Physical Anthropology, 60, 279-317. Laland, K. Even the most homogeneous societies contain individuals with different cultural heritages, traditions, religions, and languages. 1-49). In addition, there is a growing body of research that employs molecular
genetic technologies to assess how gene frequencies vary across populations (e.g., Chen, Burton, Greenberger, & Dmitrieva, 1999; Chiao & Blizinsky, 2010) and to identify Some Methods Particular to the Study of Culture how particular genes are differentially associated with particular ways of thinking across cultures (e.g., Kim et al., 2010a;
Kitayama et al., 2014). A., Cohen, A. Face can also be shared by groups. That is, the rake was turned upside down with the teeth pointing up, which provided a wide tool that could easily be used to drag the object within reach. P., 353 van der Vyver, J. C., 355 Park, H., 94, 220, 316, 367 Parker, G., 572, 575 Parker, S. You can imagine that people who
tend to agree somewhat with almost any statement would score quite high on this foreign policy approval measure, even if they were not big fans of the government's policies. E., 270, 290 Cameron, L., 313 Campbell, D. Although people from cultures from around the world are encountering many similar experiences in this age of globalization, each
culture is following a path with a distinctive origin. I., Benet-Martinez, V., Moons, W. People's openness to experience has been shown to increase when they move to another culture (Zimmermann & Neyer, 2013). Essentialism, power, and the representation of social categories: A folk sociology perspective. However, note that genetic variability in
humans is considerably less than in many other species, given how recently modern humans emerged as a species. M., 182 Dovidio, J. Likewise, words related to moral character and virtue have declined in frequency in published American books over recent decades (Kesebir, 2012). McClelland also investigated the stories written by younget as a species.
boys and found that those written by German Protestants had more evidence of strong achievement motivations for vocal learning and cultural transmission. This hypothesis is intriguing; however, many studies find that Westerners show stronger
motivations than East Asians to enhance their group selves as well "Why "Why are are you you special? Triandis, H. This suggests that the evolution of the extra-large brains of humans did not likely occur in order to solve physical problems, because there is not a particular human advantage for these tasks, at least when looking at young children
The Southerners showed clear signs of anger, because in a culture of honor a challenge to one's honor is a problem for oneself. Could the Starbucks quaranta ("forty") be next? That is, it seems that European-Americans and Asian-Americans were having comparable weeks in terms of the satisfying events that they experience, but the European-Americans and Asian-Americans and Asian-Americ
Americans were remembering their weeks as having been better than they really were, whereas the Asian-American 4.2 4 3.8 3.6 Retrospective Ratings FIGURE 10.14 European-Americans and Asian-Americans gave similar overall
satisfaction ratings about their daily experiences. When we adopt this perspective, we are in a state of objective self-awareness. However, when Who Wants to Be a Millionaire was introduced in Russia, the contestants quickly found out that they couldn't trust the audiences. The burgeoning study of social networks has revealed how our behaviors
come to influence others through the individual relationships that connect us with others. Chudek, M., Heller, S., & Henrich, J. Chandler, M., Lalonde, C., Sokol, B., & Hallett, D. These practices would seem to run against the beliefs and understandings of people from many non-Western societies, such as the ideas that there may be stigma
associated with acknowledging the existence of mental disorders that can potentially be harmful both to oneself and one's family, that people are embedded in networks of relationships, that it is important for people to attend a great deal to others and their expectations, that emotions and private feelings are not something to be dwelled upon, that a
deep understanding of something may be based on what is not said (or cannot be said), that people should not unnecessarily disclose their troubles to others, and that one should keep some distance from outgroup members. Most of the research examples in this textbook are derived from the experimental method. If their classmates had complied
with these kinds of requests, Poles assumed that they would be consistent with their classmates' behaviors and comply as well. Reprinted by Permission from Macmillan Publishers Ltd.: Nature, 427, 311-312. Applied Stochastic
Model and Data Analysis, 2, 43-59. Now imagine how you think Ilongots would feel in that same situation. J., 565 Greeley, A. Boserup, E. In many ways, the words that we speak are assumed to affect the ways that we think. In particular, infant mortality rates among African-Americans are about double that of European-Americans (National Center for
Health Statistics, 1993), and these differences also hold for those African-Americans who are highly educated (e.g., Pamuk, 547 548 CHAPTER 13 PHYSICAL HEALTH TABLE 13.1 Relative prevalence of causes of death among three U.S. ethnic groups Causes of Death 1. M., Hightower, A., & McKay, R. REFERENCES Chang, W. M., 450 Castellazzo
G., 545 Catanese, D., 534 Caudill, W. 27). They reasoned that people who were exposed to multiple cultural ideas do not have to be adaptive (i.e., result in more surviving offspring) to become common, unlike evolutionary processes with
genes. G., Bosma, H., Hemingway, H., Brunner, E., & Stansfeld, S. Variants of this disorder are found in several other cultures of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, there were no instances of the world. B., & Cortez, V. In contrast, the world. B., & Cortez, V. In cont
Imada, S., 534 Imada, T., 219, 266 Inbar, Y., 500 Inglehart, R., 330, 430 Inglehart, R. Has she really forgiven you for the time she thought you were flirting with discrimination and the kinds of problems that stem from stereotype threat, being
from a distinctive group can also have psychological benefits. The true nature of shinkeishitsu and its treatment. Shalom Schwartz & Boehnke, 2004) has looked at cultural values as a means of understanding cultural differences around the world and has created a broad framework of 10 cultural values that distinguish cultures:
specifically, values for universalism, benevolence, conformity, tradition, security, power, achievement, hedonism, stimulation, and self-direction. Why do you think Americans seem to value choice so much compared with people in other countries? 1 2 3 4 I am able to do things as well as most other people. Implicit theories and self-perceptions of
traitedness across cultures: Toward integration of cultural and trait psychology perspectives. This tendency to moralize parenting decisions clearly extends to the decision of whether parents should allow their child to co-sleep with them. They were given a puzzle box to solve, and solving the puzzle required learning a series of three steps that needed
to be performed in a precise order. The correct answer to the Raven's Matrices item in Figure 3.11 is 2. The only way an inner-city child can succeed, Anderson argues, is to be able to switch effectively between these two codes. Being a unique person, I could only come to love someone that I could connect with in a unique and special way. Ellsworth,
2009). T., 267 Phillips, R. Bringing up Bébé: One American mother discovers the wisdom of French parenting. For example, if a stock has risen over the past year, it will likely rise again next year. They did this for 15 trials and earned points after each trial based on how well fashioned their nets were. In 2005 Jean was appointed by Queen Elizabeth II
to be the governor general of Canada—that is, she was the Canadian representative of the monarch of England. Some of these are the result of geography, such as fair-skinned people being more at risk for skin cancer in low latitudes, or Tibetans living at high altitude being better at coping with lower oxygen levels. These proximal advantages are
largely what led to Pizarro's conquest of Atahuallpa. unlikely to be able to reproduce the net—only about half of the people in groups of 2 could to do so by the end of the 15 trials—and they lost points because their nets were not very effective. Blood, R. What are the many different ways to be human? Journal of Personality, 80, 915-948. Harris and
Klebold were adolescents. After four trials, then, the group has a completely different members would have been replaced with new people. Either way, Ben is committing a violation. E., 396 Nunn, N., 105 Nussbaum, R. 291-326). The most-researched cultural distinction regarding cognition has
groups were allowed to interact with all five of their group members. G-1 G-2 GLOSSARY ataques de nervios A condition in which emotionally charged incidents bring on symptoms such as palpitations, numbness, and a sense of heat rising to the head. The differences between interdependent and independent selves provide a nice theoretical
framework from which to draw hypotheses about how we might expect emotional experience to vary across cultures. D., & Maddux, W. Furthermore, findings that Chinese psychiatric patients attend less to their emotional states than Westerners do, and that this cultural difference statistically predicts cultural differences in somatization, are also
involved in mediating the role between SES and health outcomes is stress (Marmot, 2004; Sapolsky, 2005). My students, Benjamin Cheung and Maciej Chudek, and I thought that studying the ways immigrants adapt to a new culture might provide evidence of a sensitive period for culture acquisition. D., 231, 363, 578 Covarrubias, R., 221 Cox, J.
Morris/CORBIS; p.446 (top right): Gavin Hellier/JAI/CORBIS; p.446 (bottom left): Remi Benali/Corbis; p.446 (bottom center): © Michele and Tom Grimm / Alamy; p.446 (bottom right): Walter McBride/Retna Ltd./Corbis; p.448: Courtesy of Gillian Rhodes. The child understands that his mother has different thoughts in her head than he does.
to have lower mortality rates for 10 of the 15 leading causes of death (National Center for Health Statistics, 2003; Williams, 2005; also see Markides & Coreil, 1986). T., 10, 353 Larson, J. Word and voice: Spontaneous attention to emotional utterances in two languages. An indirect measure of acculturation is language performance. Another way that
we can see the influence of education on thinking is by considering how much of our intellectual capability is sustained by knowledge that is built 193 194 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION into the ways that problems are framed. The odds would certainly seem stacked against us. English and Japanese: A cross-cultural
comparison of parental styles of narrative elicitation. R., de Lauzon-Guillain, B., Holub, S. Apparently, Asian-Americans viewed the situation of their ingroups making choices for them as opportunities to promote harmony and a sense of belongingness with their other group members. J., Kruglanski, A. Van Boven, L. What kind of steps might people
take to ensure that 315 316 CHAPTER 8 MOTIVATION others think of them positively? What is funny in some cultures might not be seen as that funny in others. There is a striking moral divide in the ways that people consider political issues, even within the same religion. Following the publication of Chua's book, many newspaper articles and op-
ed pieces appeared as parents debated the virtues and costs of strict parenting. Note that these newspaper stories were about the identical scandals, and this pattern of results was obtained for scandals that occurred in both the West and Japan. When you think about it, your past is in front of you: How culture shapes spatial conceptions of time. For
example, the longer immigrants spend in a new culture, the more similar their emotional experiences become to those of other people adapt to a new culture, the more they acquire the host culture's norms for relating to others (Zhang & Li, 2014). Morbidity and
Mortality Weekly Report, 53, 80-82. E., 21, 365 Smith, E. Social and Cognitive Affective Neuroscience, 5, 242-253. Noels, K. Dunbar, R. Baumrind, D. One reason that Asians might be less interested in positive feelings compared with Westerners is that there may be fewer benefits for them of having especially positive feelings. A simple decision about
sleeping arrangements can tell us a lot about a culture's values. Although there are a number of exceptions in which people's skin color diverges from what would be predicted by the amount of UVR that is present, these exceptions tend to support the link between UVR and vitamin D synthesis. KEY TERMS Hikikomori, 560 Dhat Syndrome, 563
Culture-Bound Syndromes, 564 Bulimia Nervosa, 564 Anorexia Nervosa, 565 Frigophobia, 570 Susto, 570 Voodoo Death, 570 Susto, 571 Malgri, 571 Ataques De Nervios, 571 Kufungisisa, 571 Taijin Kyoufushou, 578 Cultural
Competence, 589 591 GLOSSARY accessibility universal. The first and highest level of universality, which states that a given cognitive tool exists across cultures. R., & Stone, L. to all fields of psychology; however, his ideas about cultural
psychology were largely ignored by the field. International Journal of Eating Disorders, 11, 173-184. People feel better about themselves as consistent, they feel authentic, and other people view them to be especially socially skilled and likable. There is much evidence for this cultural difference across a wide array of life
activities between the two cultural groups. Having such a large brain, however, does have its costs. O., 314 Hughes, C. Schooling thus plays an important role in shaping people's thinking. For example, archaeologists estimate Is Culture Unique to Humans? The Keralians are poor in absolute terms, but they likely feel less poor because nearly
everyone around them is poor. Health and ways of living. W., Thornhill, R., & Yeo, R. For example, market pricing is characteristic of a broader class of relationships within American culture today than it is among the Fore of New Guinea. Creativity manifests differently across cultures. M., 390 fear, 409-12, 414-15 feet, shape of, 520-21 Fehr, E., 513
female chastity anxiety, 178 Ferber, Richard, 176 Fertile Crescent, 73 Festinger, Leon, 231 field dependence, 353-59 field experiments, 155 field independence, 353-59 field experiments, 155 field experiments, 1
these ideas would be less likely to become part of any shared stereotypes FIGURE 3.6 Anti-Irish prejudice was common throughts in moral terms, because they believe that thoughts are less controllable and are less
likely to lead to future behaviors. Personality and Social Psychology Bulletin, 22, 732-741. Given that many Westerners assume that the success of their lives and their happiness is contingent on these decisions, they assume that the success of their lives and their happiness is contingent on these decisions, they assume that the success of their lives and their happiness is contingent on these decisions, they assume that the success of their lives and their happiness is contingent on these decisions, they assume that the success of their lives and their happiness is contingent on these decisions, they assume that the success of their lives and their happiness is contingent on these decisions, they assume that the success of their lives and their happiness is contingent on these decisions.
also expect interactions with others to be dominated by positive social behaviors and to have fewer negative social behaviors, compared with the expectations of European-Americans (Triandis, Marin, Lisansky, & Betancourt, 1984). Whereas most adults got by with less than an eighth-grade education in the early part of the 20th century, today most
adults get by with some college education, and an ever-growing proportion are obtaining postgraduate degrees. In this sense, thinking and language are linked together" (p. Annual Review of Psychology, 60, 369-394. J., Takemura, K., Zhang, C. We thus have a very rich vocabulary for categorizing people according to personality. You might try a
couple of different approaches. Brandt & P. The European-Americans were much more likely to choose the pen of the minority color, regardless of what that color was. Kohlberg maintained that the three levels in his model represent a universal pattern of moral development the world over. Retrieved from www. Kluegel, J. Of all the experiences that
people adjust to, few affect more aspects of their lives than moving to a new culture. American women have strikingly negative attitudes toward food. Self-enhancement in Israel and in Japan. One demonstration of this found that participants who were asked to remember and retell Native American folk tales remembered approximately 92% of
minimally counterintuitive items, but only 71% of intuitive ones (Barrett & Nyhof, 2001; also see Boyer & Ramble, 2001). Reprinted by permission of Oxford University Press. J., 126, 184, 310, 315 Miller, P. Basic and Applied Social Psychology, 19, 261-273. Strict and controlling parenting thus appears to have better outcomes in some cultures than
others. The kinds of foods that are available within a given ecology affect the kinds of foraging behaviors that people engage in. According to evolutionary reasoning, people should be especially attracted to healthy mates who would likely produce healthy offspring that would survive. Choices don't seem to reflect personal preferences as much for
Indians as for Americans. Rethinking the concept of acculturation: Implications for theory and research. Are the windows to the same in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the soul the same in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, this means that facial features that are close to the selfence in the East and West? Saad, C. Instead, the East and West? Saad, C. Instead, the East are close to the East and West? Saad, C. Instead, the East are close to t
best captures your own views? In some studies, Japanese show a similarity-attraction effect as well but it is consistently weaker than the North American effect. Subjective well-being and culture across time and space. Like the European-Americans, they seemed to be motivated when they made their own choices and were not motivated when an effect as well but it is consistently weaker than the North American effect.
undesirable other made their choices for them. Prior to the models while ignoring the other—this is how "prestige" was operationalized in the study. N. Despite this great difference between the cultures, children performed extremely similarly on
the experimental tasks, suggesting that the development of a theory of mind is highly similar across the world—a good example of an accessibility universal. Motivation to Play a Game Depending on the Kind of Choice Allowed 6 5 Games Attempted 332 4 European-American Asian-American 3 2 1 0 Personal Choice Outgroup Choice Ingroup Choice
FIGURE 8.9 European-Americans made more attempts to play a game in which they made choices than a game in which others made the choices. Some wholeheartedly accept them, some actively resist them, and some instead embrace subcultural norms that are at odds with the dominant culture. Indeed, comparisons of the Laetoli footprints with
prints left by modern humans who do not wear shoes, such as the Machiguenga (Figure 13.1), a foraging tribe from the Peruvian Amazon, show that they were largely indistinguishable (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) a foraging tribe from the Peruvian Amazon, show that they were largely indistinguishable (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) a foraging tribe from the Peruvian Amazon, show that they were largely indistinguishable (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) a foraging tribe from the Peruvian Amazon, show that they were largely indistinguishable (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) a foraging tribe from the Peruvian Amazon, show that they were largely indistinguishable (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, 1991; PHYSICAL HEALTH FIGURE 13.1) and the Peruvian Amazon (Tuttle, Webb, & Baksh, PHYSI
foot belongs to an American man who usually does (from Tuttle, Webb, Weidl, & Baksh, 1990, p. For example, one study found that Malaysians and Singaporeans who scored low (Searle & Ward, 1990). As the world continues
to globalize and as experiences with other cultures become the norm rather than the exception, these questions take on fundamental importance. Berry, M. to engage in holistic reasoning and East Asians should be able to rely on analytic reasoning strategies. L., & Ambady, N. You could choose stones that are roughly of the right size and shape and
assemble them into the wall. It was the very last day of the school year, and a Japanese teacher and I were preparing a lesson we would co-teach to a class of graduating ninth-grade students. Given how ubiquitous the images are for thin female bodies are
universal. Rather than picking someone at random to imitate and perhaps learning from models who don't really know what they are doing, individuals are more likely to learn successfully if they target those people who are especially "Whichcelebrities celebrities do do this this type type of of yoga?" "Which yoga?" talented. Canadian diversity and
clinical psychology: Defining and transcending "cultures thus emerge when people communicate with those around them, and people are most likely to communicate information that is personally relevant to them. That is, you could likely
solve it by doing something like this. The brain basis of emotion: A meta-analytic review. (1929). Sears, D. Other people seem to act quite differently depending on whom they are with. I have found that the issue of arranged marriage is the topic my students seem to view as the most surprising to them. Although researchers have yet to specify
precisely what is causing such dramatic increases across time, it seems likely that changing cultural norms are at least partly responsible. Ma-Kellams, C., Blascovich, J., & McCall, C. For example, if you get a bad grade in class, you could try several strategies to make yourself feel good again. Innovation—Japanese style. Voight, B. The attraction to
frequently encountered stimuli appears to be due to the pleasant associations developed through classical conditioning, when one learns that a stimulus is not threatening (Zajonc, 2005) and to the pleasant affect associated with easy-to-process stimuli (Winkielman & Cacioppo, 2001). Science, 329, 75–78. Population migration and the variation of
of a network should activate the other constructs of the network. However, they likely wouldn't meet. Is it cultured information network should activate the other constructs of the network. However, they likely wouldn't meet. Is it cultured information network should activate the other constructs of the network. However, they likely wouldn't meet. Is it cultured information network should activate the other constructs of the network. However, they likely wouldn't meet. Is it cultured information network should activate the other constructs of the network.
was activated. The researchers reasoned that they could identify the different cultural messages these two groups were exposed to by attending to the lyrics of the music they most commonly listened to. Of polls and race prejudice: Sports Illustrated 's errant "Indian wars." Journal of Sport & Social Issues, 26, 381-402. O'Brien, S. The method of
and proinflammatory cytokines. The norm of internality in the explanation of psychological events. Attention This cultural difference in how people attend to parts of scenes is also evident at the neural level. The more money you'd require to do any of these, the stronger your intuitions for them. These various indigenous cultures provide an excellent
test case for investigating the impact of cultural distance on acculturation. The researchers' data show that societies with weaker norms for civic cooperation and a weaker rule of law engaged in more antisocial punishment in public goods games. Long-term effects of a control-relevant intervention with institutionalized aged. incremental theory of
self A view of the self in which a person's abilities and traits are malleable and can be improved. D., & Benet-Martinez, V. By developing the cognitive capacities associated with cultural learning, even if those adaptations required a lot of energy to sustain them, humans were able to adapt to the various challenges they encountered in the diverse
ecologies within which they settled. There is a disorder that was identified by a Japanese psychiatrist in the early 20th century (Morita, 1917) that is termed taijin kyoufushou (TKS). American Journal of Human Biology, 17, 425-441. Fluctuating asymmetry and the mating system of the Japanese scorpionfly Panorpa japonica. A., Elfenbein, H.
Throughout the Muslim world in the Middle East, Africa, and Asia and among Muslim groups in North America, the South Pacific, and Europe, people were furiously, and sometimes violently, expressing their rage. American doctors prescribe more antibiotics than doctors from elsewhere, and Americans tend to have a greater concern about
cleanliness and to avoid contact with germs (e.g., not sitting directly on public toilet seats or kissing family members with colds) more than people from European countries. However, there is more to the story than just that humans talk. This is further evidence for Nisbett and Cohen's theory. This increasingly rapid cultural evolution that the world
has experienced means that more and more cultural ideas are becoming available, and thus there is a growing foundation of ideas on which to build new ideas. To be diagnosed with bulimia nervosa, one must experience recurrent episodes of binge eating (in which one eats an unusually large amount within a 2-hour period while feeling a lack of
control over this eating), along with recurrent inappropriate behaviors to prevent weight gain (e.g., self-induced vomiting, misuse of laxatives, excessive exercise), which happens at least twice a week for three months; must have one's self-evaluation be unduly influenced by one's body weight; and must not be concurrently diagnosed with anorexia
nervosa. The tendency for bicultural people to switch between different cultural selves is termed frame-switching (or alternation). S., Lee, H. Do you think the five-factor structure is something basic about human nature, something that we should find in the personalities of people in all cultures that we examine? There are some methods, however
that lend themselves especially well to the study of cultural psychology. B., 453 Zeppenfeld, V., 321 Zimbabwe, 105 Zinacantecans, 114, 116, 187 z scores, 130-31 S-35 For example, the two oldest and most prestigious schools in the two cities, Harvard and the University of Pennsylvania, have reflected their respective origins. M., Padmavati, R.,
Tharoor, H., & Osei, A. Many 2-year-olds, my son included, will say "No" to virtually anything asked of them by their exasperated parents. Journal of Cross-Cultural Psychology, 43, 233-250. M., 315 Williams, L., 450 Williams, R. Providing separate sleeping quarters for the baby, so common in much of North America, is a rather unusual cultural
practice throughout the world. Journal of Personality and Social Psychology, 88, 165-173. Ethnographic research on the relationships among some collectivistic cultures, such as the Japanese, richly describes this pronounced difference in behavior between contexts involving ingroups (uchi) and those involving outgroups (soto; e.g., Bachnik, 1992)
Some of the ways that physical environments affect culture are quite direct. Secondary control, also known as adjustment, is related to the construct of an external locus of control. Or if your instructor was particularly skilled at gesturing, maybe he or she could get across the gist of some other points. It is interesting that they showed this aggressive
stance even though the second confederate had never insulted them. New York Times. The U.S. Patent and Trademark Office now issues more than 500 patents each day! Take the example of the computer. Compared with mothers of first-grade children, Chinese and
Japanese mothers of fifth-grade children reported that a higher standard of achievement was necessary for them to be satisfied with their children's math performance. If we found any differences, we could be certain that they were due to the different cultural experiences that our participants had. Psychological Bulletin, 127, 451-471. This
demonstrates Does Emotional Experience Vary Across Cultures? Sex Roles, 49, 489-496. Synchrony in the onset of mental-state reasoning: Evidence from five cultures. 66-91). The diagnosis and phenomenology of neurasthenia: A Shanghai study. Furthermore, the notion that adolescence is universally associated with violence received little support.
Other questions the participants were asked shed some light on this question. Proceedings of the Royal Society, B, 277, 2559-2564. L., 326 Chuah, Y. People who are raised in cultures where they are not exposed to & Herskovits, 1963), they found striking cultural carpentered corners are not susceptible to this differences, shown in Figure 1.8. The Y
axis shows illusion. Psychological Bulletin, 110, 426-450. Seoul, Korea: Kyoyook-Kwahak-Sa Publishing. E., 565 Garner, D. What kinds of relationships exist across cultures? However, even within a condition with such an obvious biological foundation as schizophrenia, there is some striking evidence for cultural variability. One study investigated the
friendships that developed among the new police recruits. Allik (Eds.), The Five-Factor Model of personality across culturating? There are two ways that we can understand how geography can contribute to cultural variation. The
and failures are not equally likely to lead to such motivations across cultures (we'll discuss this topic more in Psychological Processes Can Vary Across Cultures (honor. M., & Hong, Y. Of course, it is important to
remember in all of this that individuals have vastly different experienced by everyone across all contexts. Their unique solution was to ask participants to hold a pen in their mouth. The idea that smoking is associated with weigh
gain was compelling to them only if they had also read an argument that smoking was associated with weight loss! My helplessly undialectical mind cannot make heads or tails of this kind of reasoning. Iyengar, S. Kunda, Z. H., 209 Vale, G. Why is self-enhancement low in certain collectivist cultures? For example, Japan has the longest average life
expectancy in the world, and it also has one of the most egalitar ian income distributions of any major industrialized nation (Marmot & Davey Smith, 1989). A number of large and costly research projects have been launched to explore this fundamental question. CIA world factbook rank order—GDP per capita. V., 409-10 frigophobia, 570 Fulani
(Burkina Faso) creation myth, 89 health, 542 Fulbright scholars, adjustment experiences of, 260-63 functional universals, 21 fundamental attribution error, 360-64 Fuseli, Henry, 538 future, attitudes toward, 372 G Gaby, Alice, 393 Gächter, S., 511 Galileo Galilei, 339 Galinha, I. Being able to
communicate with others is enormously important for conveying cultural information. Lipo, M. Personality and Social Psychology Bulletin, 27, 90-103. Indeed, if Putnam is correct in identifying event such as World War II, and to a lesser extent
increasingly suburban lifestyles and women entering the workforce, then we would expect that there would be trends of increasing inFIGURE 3.10 This Chris Ware cover illustration from The New Yorker dividualism wherever these usucontrasting Thanksgiving dinners in 1942 and 2006 captures Putnam's arguments about cultural change in the
United States. They were much less self-critical when they were with others, especially when they were with a professor. On negativism. Psychological Science, 21, 1635-1639. Respect for hierarchy is revealed by your willingness to slap your father in the face (with his permission) as part of a comedy skit. This
finding suggests that the recollections of European-Americans are being shaped by a theory that life should be more happy than the tresources should be distributed based on an individual's contributions. How could we investigate whether
people have a sensitive period for acquiring culture? Compared with American cuisine, French cuisine characteristically is rich in delicious yet fat- and sugar-heavy products such as cream, butter, cheese, foie gras, pastries, and chocolate. The figure comes to dominate the scene and stands apart from the background. Imagine 263 264 CHAPTER
LIVING IN MULTICULTURAL WORLDS someone is moving to a new cultural context in which absolutely everything is different. Loftus, E. Paris: OECD. Journal of Personality and Social Psychology, 73, 923-940. It is the balance of all the selective pressures that a species faces in a given environment that affects which individual members will survive
to pass on their genes to the next generation. Bates, M. Providing people with different conceptions of mental illness may lead them to express their own psychological difficulties in symptoms that are consistent with those conceptions. M., 183, 199 Pon, G., 264 Pond, R. Happiness in everyday life: The uses of experience sampling. The next time you
look at magazine ads, consider how much they are tapping into readers' motivations to be unique or to fit in. In only 9% of the patients was depressed mood offered as a chief complaint. G., & Aron, A. Health Psychology, 27, 737-745. Welch, M. In contrast, poor Culture and Health Americans often earn an income that is not that poor by international
standards; however, they are poor compared to their fellow Americans, and their health suffers accordingly. The Japanese hikikomori phenomenon: Acute social withdrawal among young people. Why do some ideas spread like wildfire, whereas other ideas never leave the inventor? For example, if you are interested in exploring how collectivism
shapes the ways people view their relationships, your research would fare well by selecting cultures that clearly differ in terms of their collectivism. In Goodnow et al. Church, A. Boston, MA: Allyn & Bacon. L., 549 Norasakkunkit, V., 141, 142, 278, 307, 529, 577, 578 Norenzayan, A., 19, 21, 22, 25, 77, 90, 102, 135, 143, 186, 244, 252, 278, 349, 351,
365, 435, 482, 520, 529 Northridge, M. Management and Organization Review, 6, 329-350. rule-based reasoning Making decisions of categories follow a fixed rule. It is not something I want, but I no longer wish to live like a guest in my own home. Personality and Social Psychology Bulletin, 39, 540-553. In
general, more-collectivistic East Asian cultures, with their emphasis on useful ideas, are more likely to foster incremental innovations, whereas more-individualistic Western cultures, with their emphasis on novel ideas, 373 374 CHAPTER 9 COGNITION AND PERCEPTION encourage more breakthrough ones (Herbig & Palumbo, 1996). Newsweek
published an article in 1975, right before Halloween, that warned, "In recent years, several children have died and hundreds have narrowly escaped injury from razor blades, sewing needles, and shards of glass purposefully put into their goodies by adults." However, in a study of every single reported Halloween incident since 1958, only two deaths
were substantiated—both of which were caused by the unfortunate children's parents rather than by sadistic strangers (Best & Horiuchi, 1985). EVIDENCE FOR CULTURAL VARIABILITY IN FACIAL EXPRESSIONS. The above evidence, coupled with the findings from dozens of other studies on the topic gathered by Ekman and others, demonstrates
that emotional expressions are not just something that people learn growing up. This would decrease the likelihood of finding cultural differences that might exist more generally in the population. (Figure 7.6). Many of these disorders, such as koro, dhat, or hikikomori, appear quite foreign to Westerners, and they do not fit in any of the more familiar
diagnostic categories used by Western psychiatrists. One good reason to learn about cultural psychology is that, for those interested in understanding how the human mind operates, it's important to understand the role cultural experiences play in terms of how people come to think and feel. For example, European-Americans are more likely to
engage in active individual activities such as jogging or rollerblading, whereas Asian-Americans are more likely to engage in passive activities such as sightseeing and picnicking (Gobster & Delgado, 1992; 437 438 CHAPTER 10. EMOTIONS FIGURE 10.15 East Asians are more likely than Americans to prefer low-arousal activities, and are less
likely than Americans to prefer high-arousal activities. Alternatively, we can decide to act in such a way that we stick out from others, highlighting our uniqueness at the potential risk of not getting along so well with others. Analytic thinkers tend to show field independence —that is, they can separate objects from their background fields. Bruner
argued that cultural psychology has picked up the torch that was originally carried by early proponents of the cognitive revolution and has again addressed how people derive meaning from their worlds. Nel, J. Journal of Research in Personality, 33, 415-441. Jenkins, P. 274 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS order less healthy, but
more typically American food (such as hamburgers or Philly cheesesteaks) when they had first been asked if they spoke English than those who did cultures get inside people's heads in the first place? 158-199). Essentialism, culture, and power:
Representations of social class. People are susceptible to the Müller-Lyer illusion because the angles of the lines are similar to the angles that they see when they look at carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners, which provide information about relative distance, as seen in Figure 1.6. If people are not exposed to carpentered corners are not exposed to carpentered corners.
Henrich, 2006), they don't learn that the corners provide depth cues and they are not susceptible to the illusion. Chimps, orangutans, and capuchins are all highly intelligent species with excellent problem-solving abilities, good working memory, fast reaction times, and good strategic skills. Recognition of Fish in Original and Novel Backgrounds 76
FIGURE 9.4 Recognition of Fish 74 72 Original Background Novel Background Novel Background Novel Background Novel Background significantly better than
those shown with a novel background. In addition to the items that IBM was interested in for assessing workers' interests and opinions, Hofstede also included some items that explored values purportedly related to individualism. For example, Japanese have been demonstrated to differ in various ways of thinking from Americans, but it's possible that
some of those differences are a product of the differences in genes between these two groups rather Biological Variability of Humans than of the differences in their cultural experimental Social Psychology, 9, 202-219. Most people find the averaged Eurasian faces to be the most attractive of the set of photos (Rhodes et al.,
2005). Consider the Natyashastra, which is an Indian treatise of emotion that was written in the second century A.D. (see Shweder & Haidt, 2000). ritualized displays Facial expressions that are expressed in some cultures but not in others as a function of cultural displays. The frontier in American history. It is in the rural South where culture of
honor norms should persist more strongly, as 151 152 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY they are that much closer to the traditional herding cultures from which these norms originated. Catatonic schizophrenia and paranoid schizophrenia are dramatically different manifestations of the disease, yet the
proportions of these subtypes varied widely across the cultures studied. Ryder, A. F., & Thayer, J. One dimension was whether the emotion was positive or negative (e.g., happy versus guilty). Community structure and crime: Testing socialdisorganization theory. The link between certain facial expressions and inferred emotions thus appears to be a
functional universal—the facial expressions are interpreted to indicate similar emotions across cultures, but the degree to which each expression is recognized varies across cultures. Downey, G. H., Choi, J. Indeed, human cultural learning continues throughout the lifespan, although the developmental trajectory of learning can vary across cultures.
(e.g., Grossmann et al., 2012). On the other extreme is the Chewong of Malaysia, who have only eight emotion words (only three of which—anger, fear, and shame—map on to Ekman's basic emotions). Psychological Review, 108, 814-834. Comparing the two portraits, it is not difficult to tell which culture has cultivated more of a sense that individuals
are distinct and autonomous centers of agency. The experimental method is not limited to laboratory situations but can also be utilized in questionnaire research (questionnaire research (questionnaire research to experimental method is not limited to laboratory situations but can also be utilized in questionnaire research (questionnaire research to experimental method is not limited to laboratory situations but can also be utilized in questionnaire research (questionnaire research to experimental method is not limited to laboratory situations but can also be utilized in questionnaire research (questionnaire research to experimental method is not limited to laboratory situations but can also be utilized in questionnaire research (questionnaire research to experimental method is not limited to laboratory situations but can also be utilized in questionnaire research (questionnaire research to experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situations and the experimental method is not limited to laboratory situat
wrong is grounded in different moral frameworks. Those primates that had better skills at remembering where the fruit was would have been more likely to eat well and to have surviving offspring than those who were stumbling about aimlessly trying to find some ripe bananas. H., Rin, H., & Chen, C. Is it a universal tendency to explain other people's
behaviors primarily in terms of their personality while ignoring situational influences? Moreover, other research found that the cultural differences in object processing are more pronounced in comparisons of elderly East Asians and Westerners (Goh et al., 2007). The cultural
variation in moral reasoning, described next, would seem to behoove one to be slow to pass judgment on other cultures (e.g., Shweder, 2000) and first consider why the various cultural differences exist as they do. Synoptic series of objects in the United States National Museum illustrating the history of inventions. The seven cultures of capitalism
Value systems for creating wealth in the United States, Japan, Germany, France, Britain, Sweden, and the Netherlands. Schug, J., Yuki, M., Horikawa, H., & Takemura, K. For example, membership in Judaism is defined by descent; traditionally, one becomes Jewish by being born to a Jewish biological mother. Health inequalities and the psychosocial
environment—Two scientific challenges. Chicago, IL: Aldine. Hong, Y., Morris, M. Many cultural psychology to understand the mind after it has been stripped clear of the noise of content and context. Implicit theories and conceptions of morality. But understanding liget is
somewhat of a challenge for English speakers because the concept does not map neatly onto any English emotion terms. Meanings of wealth in European and Chinese fairy tales. The second model of healing in non-Western societies was a focus on spiritualism and religion. Even within cultures there are parallel differences—working-class Americans
and Russians are more holistic than their middle-class compatriots (Grossman & Varnum, 2011). N., & BiswasDiener, R. Byrne, D., Clore, G. Whether they're with their friends at a bar, with their friends at a bar, with their friends at a bar, with their family at home, they seem to be acting basically the same. In a high-context culture, people are deeply involved with each
other, and this involvement leads them to have much shared information that guides their behavior. M., 200 Smith, E. However, a look at cultures with arranged marriages does not seem to support this assumption. Honolulu, HI: University Press of Hawaii. Some cultures have many more emotion words than others, and there is often little overlap
between these emotion words. 236 CHAPTER 6 SELF AND PERSONALITY FIGURE 6.14 A common accusation in American presidential debates is that one's opponent is not acting consistently. Leung, K., & Bond, M. For example, much recent research has used functional magnetic resonance imaging (f MRI), which produces a high-resolution
image of the brain by tracking changes in the blood's oxygen levels throughout the brain. WHAT IS A PSYCHOLOGICAL DISORDER? Much evidence suggests that there is indeed such a cultural difference in the stigma associated with mental illness (Lin & Lin, 1981; Ryder, Bean, & Dion, 2000). Cultural competency: From philosophy to research and
practice. Y., Rin, H., Yeh, E. F., 214, 565 Heaven, P., 319 Heck, K., 548 Hedden, T., 12 Heider, K., 135, 408 Heine, S. This suggests that young bears require care that can be provided by only the mother, and father bears are quite irrelevant for anything other than fertilizing the eggs. Do people from different cultures show similar kinds of dissonance
reduction tendencies when they make decisions? Some forms of cultural learning are thus evident across a broad swath of the animal kingdom. The other half of the participants were in a control condition in which they were never insulted by the confederate. People's public behaviors communicated ing alcohol legal, apparently because open
supmore negative attitudes toward alcohol than what port of alcohol was socially undesirable at that the majority of people believed privately at the time. T., & Galinsky, A. Thus far, none of these other dimensions have revealed the breadth of explanatory power or empirical support that individualism-collectivism has marshalled. Hence, although
people have been conducting cultural psychological research for some time, they have been relatively few in number and their contributions had managed to be largely ignored. Ben knew that he could take the ticket and use it to travel to San Francisco on the next train. What is causing Americans to become more individualistic? You passed the
physical age some time ago that allows you to start reproducing and raising your own children, you're fully grown physically, your government recognizes you as an adult with full responsibilities, and yet you're still in school! Our cultural worlds are complex enough now that succeeding in them requires more than a decade of effort to acquire the
necessary cultural information. British Journal of Psychiatry, 154, 683-688. It's the kind of control that you perceive when you're with a group of people going for lunch. C. Gesellschaft groups have becoming increasingly commonplace around the world.
Those with independent selves, in contrast, should focus more intently on how events affect themselves, or how events might serve to distinguish themselves. B. As discussed earlier in this chapter, some early sects of Protestantism (in particular, some early Puritan sects, which included Calvinism, Pietism, and
Baptism) proposed the radical idea of predestination—the idea that God had already determined, before they were even born, who was going to heaven and Indians living in the United States were guided through an identical set of behaviors; they entered a room and selected which
of two seats to sit in, they selected one of two consent forms to complete, they selected one of two pens to sign their names, and so on. Ethology, 22, 273-274. Retrieved from www.sptimes.com/2004/10/10/Floridian/ Bright lights and bal.shtml. T., 87 Hornblow, A. Herter Norton first published lectures delivered at the People's Institute, the adult
education division of New York City's Cooper Union. One study sought to disentangle the competing causal accounts of creativity and multicultural experiences by ensuring that all of the participants were people who had lived in more than one culture. One difference is that the Western mass killings tend to be more premeditated, and it is unclear
whether these similar behaviors are indicative of a common underlying disorder. The social psychology of creativity: A componential conceptualization. Spencer-Rodgers, J., Peng, K., Wang, L., & Hou, Y. Psychological Inquiry, 17, 75-95. H., 264 Lin, D. To a certain extent, these things are very similar to what others around the world also want or don't
want. Journal of Broadcasting and Electronic Media, 44, 690-703. www.unil.ch/lren; p.16: Gilbert Herdt; p.20: © 2/Sam Diephuis/Ocean/Corbis; p.29: © The New Yorker Collection, 2005, Robert Weber, from cartoonbank.com. B., Jr. (1996). Researchers tend to get especially excited about multiple studies with divergent methods, as this kind of
approach is largely resistant to alternative accounts because any alternative explanation must apply to all the methods that were explored. Mental disorders in Taiwan, fifteen years later: A preliminary report. Norms, forms, and beds: Spatializing sleep in Victorian Britain. For those items, substract your answer from 5 to get your score. It reflects a
profoundly different way of making sense of the world compared with Western logical reasoning. An early study instructed a confederate to offer a dissenting opinion to a group (Schacter, 1951). Zhang, R., & Noels, K. It is not that people with little education are unable to reason logically; rather, their reasoning is anchored to information with which
they have direct experience, and they reason logically about that information. The strongest version of this hypothesis is that language determines how we think—that is, we are unable to do much thinking on a topic if we don't have the relevant words available to us. The neglected 95%: Why American psychology needs to become less American. New
York, NY: Vintage Departures. The female models that currently grace the covers of fashion magazines prove that Ford and Beach's conclusion is obviously incorrect—at least in Western culture today, thin seems to be in. Hence, it should not be especially difficult for Westerners to speak while they are thinking, because both speaking and thinking
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involve analytic thought. The results are shown in Table 6.3. For Americans, there were strong positive correlations between consistency and each of the other variables. However, even here there is also some evidence for cultural variables. However, even here there is also some evidence for cultural variables. However, even here there is also some evidence for cultural variables.
Cheng, C., 326 Cheng, T. For example, they calculated the amount of time the mother was in bodily contact with the infant. Leung, K., Lau, S., & Lam, W. Nagell, K., Olguin, K., & Tomasello, M. Preferences and choices are more tightly linked for North Americans than for Indians. Much about a person's lifestyle can be predicted just by knowing his or
her culture. conventional moral reasoning Moral reasoning in which rightness is determined by whether the behaviors fit with the group's rules, laws, or conventions. (2009, October 30). Some people might be more prone to agree with any item they read, whereas others might be prone to disagree with them. If you contrast how people view their
relationships between two cultures that vary in their degree of collectivism and you find a significant cultures of chimps have some preliminary evidence to suggest that collectivism shapes how people view their relationships. At least two different cultures of chimps have thus formed—the twig-fishers versus the bark-fishers. However, you
expect that you will come to love that puppy, and invariably, with time, you do. The attack would end when the victor would toss the severed head of his victim high into the air. Baltzell, E. Asian Journal of Psychiatry, 4, 153-154. In other species, the learning and retention of cultural knowledge is so poor that they are unable to build on each other's
discoveries. Cultures in chimpanzees. His experiment proceeded like this. Body Image, 3, 229-235. In many cultures around the world, children are raised in far closer proximity to various other people than Western children are raised in far closer proximity to various other people than Western children are raised in far closer proximity to various other people than Western children are.
responses. For most people, such feelings are relatively fleeting and are typically confined to the aftermath of a tragedy or personal disappointment. The correlations between consistency and the other desirable qualities were much smaller for the Korean sample. Cultural differences in societal consequences of beliefs about universal potential for
intelligence. Cultural Variation in Subjective Well-Being and Happiness remembering their weeks as having been about as good as they had experienced them. Child and parent characteristics related to parental feeding practices: A cross-cultural examination in the U.S. and France. In the study with the chickens described earlier, Zajonc and
colleagues also investigated whether chickens were attracted to similar others. Alan Fiske (1991, 1992) would argue that the answer to this question is a resounding "No." Although we do see tremendous variation across cultures with respect to relationships, Fiske claims that there is some underlying structure that is common to all forms of
relationships in the world. The burgeoning study of social networks has revealed how the actions that we engage in can come to influence others whom we don't even know ourselves, by spreading them through our friends and then their friends. M., & Wang, Q. This is usually a good occasion to avoid the people who got the A's—when we compare
our performance with someone who is doing better than we are, this is known as an upward social comparison. Argonauts of the Western Pacific: An account of native enterprise and adventure in the archipelagoes of Melanesian New Guinea. A., 447 Yeshurun, Y., 388 Yeung, D. This example is tricky because it pits two reasoning styles against each
other. Human Development, 25, 1-23. Culture and self-concept flexibility. Oishi, S., & Roth, D. This tendency for schizophrenics to fare better in less-developed societies has led to a number of different explanations. One instance was of a Chinese graduate student living in the United States who, on losing an award and failing to get a job, returned to
school to kill his supervisor and several others. Lee credits some of his success to the fact that he has multicultural experiences. It is exceedingly difficult to conceive of intelligence outside of a particular cultural experiences. It is exceedingly difficult to conceive of intelligence outside of a particular cultural experiences. It is exceedingly difficult to conceive of intelligence outside of a particular cultural experiences. It is exceedingly difficult to conceive of intelligence outside of a particular cultural experiences.
12-month prevalence of DSMIII-R psychiatric disorders in the United States: Results from the dominant arm, as well as thicker bones (see Downey, 2010, for a review). D., Cheryan, S., & Monin, B. Not only How Do Early Childhood
Experiences Differ Across Cultures? Nature, 503, 389-391. The "terrible twos" is an infamous transition period that Western toddlers are likely to go through; however, the twos seem to be considerably less terrible in cultures where children are not encouraged to be as independent. After wallowing for several months in this crisis stage, most of
Lysgaard's sojourners started to adjust and began to enjoy their experiences more. As you now know, these response biases influence how participants respond to self-report items, making it problematic to compare mean scores directly across cultures, as we end up comparing apples to oranges. The status syndrome: How social standing affects our
health and longevity. W., 282-86 mortality of civil servants in England, 540-43 employment category and, 541 ethnic differences in, 549-50 income and, 541 Mossi (Burkina Faso), 542 motivation(s), 298-343 agency and control, 322-37 for conforming or not conforming, 337-42 for consistency, 232-36 cultural differences in, 20-21 for face and self-
improvement, 313-16 religion and, 316-22 for self-enhancement and self-esteem, 301-13 to understand intentions of others, 42 movies, 92 MTV, 91-92 Much, N. Siegrist, J., & Marmot, M. L., & Seyfarth, R. Despite the parents' efforts, the now teenaged girl remains severely cognitively disabled and has very little language capacity ("How 'The Girl in
the Window' Is Doing," 2014). One inadvertent side effect of this cultural practice was that it increased the amount of standing water after a rain, creating a better habitat for malaria-carrying mosquitoes. They simply exist, whether one likes them or not. Likewise, European-Americans show more direct evidence of health benefits when they perceive
that they have much social support, whereas those same health benefits do not increase alongside perceived support for Asian-Americans (Chiang, Saphire-Bernstein, Kim, Sherman, & Taylor, 2013). Structures of social life. T., 524, 526 Wang, H., 145, 358, 359 Wang, L., 370, 435 Wang, Q., 183, 184, 209, 310, 349, 421 Wang, S., 126, 310 Wang, S.
Journal of Personality and Social Psychology, 99, 622-637. First, they needed to provide the participants with situational cues to guide their interpretation. Pluralistic ignorance is relevant to cultural persistence because people are influenced by what they believe other people feel rather than by what other people actually feel. For example, consider
how an individual would go about understanding another person's behaviors. Why is that? Brain architecture and social complexity in modern and ancient birds. The ecology of eating: Smaller portion sizes in France than in the United States help explain the French Paradox. The same pattern emerged: Those woman immigrants who came from
regions where the plow was being used centuries earlier were less likely to be participating in the U.S. workforce. A., 361, 487-88, 493 Shweder, Richard, 8, 9, 22, 31, 120 Siberia, 571 sickle-cell anemia, 528 sign language, 165 similarity-attraction effect, 453-54, 464 simpático, 442, 467 Singapore/Singaporeans acculturation of Malaysian students,
265 English-speaking expatriates, 267 idea generation, 373 koro, 568 in New Zealand, 267 quality of life, 483 SRI scores, 225 Singer, Jerome, 405-7 Siriono, 50 situational attributions, 360 situation sampling, 141-43 skin color, 524-26 slave trade, 105-7 sleep, culture and, 537-40 sleeping arrangements, cultural differences in, 175-80 small-scale
societies, arranged marriages in, 470 Smith, Reggie, 103 Snibbe, A. The differences in language competence can be quite striking among members of a family who were of different ages at the time they immigrated to a new country. Good (Eds.), Culture and depression (pp. Participants were asked what they believed others thought because, in
general, people are more willing to discuss the contents of stereotypes that they have—people usually don't like to admit that they think about others in stereotypes that they think about others in stereotypes that they are to discuss the contents of stereotypes that they have—people usually don't like to admit that they think about others in stereotypes that they have—people usually don't like to admit that they think about others in stereotypes that they have—people usually don't like to admit that they think about others in stereotypes that they have—people usually don't like to admit that they have—people usually don't like to admit that they have—people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit that they have people usually don't like to admit the people usually don't like to admit the people usually don't like the people usually don
living descendants (including all the wives, husbands, and children) that you would expect an ancestral human couple to produce after four generations. Where Does Cultural Variation Come From? E., 9, 163 Brown, J. Epinephrine is the synthetic equivalent of adrenaline, a neurotransmitter that heightens arousal in the sympathetic nervous system. It
is important to remember that we're not talking about individuals surrendering their choices to a random number generator or to their arch-rival; the ones who are making the decisions care a great deal about them and know a lot about them and know a lot about their personal needs and the family's needs. The behaviors of Sambian initiation rituals would surely qualify as
sexual crimes in most, if not all, modern industrialized cultures. A first step in studying these messages is to focus our investigation on an identifiable and quantifiable subset of them. 445 446 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS FIGURE 11.2 These photos show (a) a Paduang woman from Thailand, (b) a
Mursi woman from Ethiopia, (c) a Mentawai woman from Indonesia, (d) an Ainu woman from Hokkaido, Japan, and (e) an American woman (Megan Fox). E., Tamis-LeMonda, C. Distinct intuitions of the number scale in Western and Amazonian indigene cultures." Science, 323, 38b. The researchers standardized their results so that people in each
region could be compared with people from other regions on their well-being on these dimensions (i.e., positive z scores indicate that a region had scores that were on average higher than the national average). Connected: How your friends' friends' friends' friends' friends' friends affect everything you feel, think, and do. K., & Gentile, B. Whereas the Americans are still
devoting more than 90% of their attention to the central figure, the Japanese are devoting somewhere between 70% and 80%. H., & Harvey, P. A., 209, 221, 267, 277, 306 Fu, A. These issues include problems inherent in translating materials, response biases such as moderacy and extremity biases, acquiescence biases, reference-group effects, and
deprivation effects. What is it about the human brain that facilitated these abilities? A., 497-99 jerungdu, 16, 17 jetinho, 512 Jihad vs. What do you think are some of the distinctive norms and practices of the cultures that you belong to? The notion that cultures can persist over time is central to many of the key theories discussed later in this book
(e.g., see Nisbett & Cohen, 1996; Nisbett, Peng, Choi, & Norenzayan, 2001; Weber, 1904/1992). Grade placement of addition and subtraction topics in Japan, Mainland China, the Soviet Union, Taiwan, and the United States. (2010a). Furthermore, choices appear to mean something different for Indians compared with Americans. The debate is by no
means over, however, and with the Whorfian door propped open again we might see researchers attempt to explore linguistic relativity in a wider array of domains than those considered before. This cultural difference was evident in the way participants described their adjusting experiences. It represents an associative way of thinking, which gives
attention to the relations among objects and among the objects and the surrounding context. Jungle woman Rochom P'ngieng wants to return to the wild. Therefore to love is to suffer; not to love is to suffer is to suffer is to suffer.
they shed their distinctive cultural identities and act like those in the majority group. Her attempts to reintegrate into society have been fraught with difficulties (MacKinnon, 2009). Of the orthodox participants, 100% gave at least one reason that was consistent with the ethic of divinity—that is, they spoke of God's exclusive authority to end human
life or they referred to the biblical injunction against taking another person's life. This cultural difference in the way people explain the behavior of others has some important consequences (e.g., Lee, Hallahan, & Herzog, 1996). Cheney, D. Clinical Psychological Science, 2, 696-713. Many would view this as the only acceptable account of cultural
differences in artistic traditions. Compassion and contamination: Cultural differences in vegetarianism. Shutting themselves in. Multicultural people appear to be more creative because they have more than one perspective that they can consider. Russians, too, are more likely than North Americans to offer problem-focused support (Chentsova-Dutton,
2012). S., Tong, J. Similar to the nuts in the can task, participants could do this task well with small numbers; however, their performance deteriorated considerably as the number got larger (for similar findings with another culture, the Mundurucu of the Amazon, see Pica, Lerner, Izard, & Dehaene, 2004). Then participants were asked to rate how
amused they were with a number of cartoons. For example, there is a continuum of sounds that exists between the phonemes of "ba" and "pa"; however, any sound that exists along that continuum is perceived by English speakers as either "ba" and "pa"; however, any sound that exists along that exists between the phonemes of "ba" and "pa"; however, any sound that exists along that continuum is perceived by English speakers as either "ba" and "pa"; however, any sound that exists along that exists along that exists along that continuum is perceived by English speakers as either "ba" and "pa"; however, any sound that exists along the exists along t
to be more effective because it could carry its prey or hold its offspring. Tsai and colleagues propose the notion of ideal affect—the kinds of feelings that people desire. Alcohol abuse, for example, is considered a disorder, but it might not seem that rare if you attended a frat party. In contrast, monoculturals might have relatively looser knowledge
networks around concepts such as independence and interdependence, and thereby would react relatively less consistently to primes they might encounter. Indeed, if it's not clear from the context who is doing the loving and who is being loved, then you probably shouldn't be saying it! Perhaps, then, the cultural differences in noun biases simply
reflect how various languages highlight nouns and verbs differently. Rather, within a culture there is usually an implicitly understood "appropriate" conversation distance that people unconsciously adopt. Not only do the religions differ in their beliefs about what thoughts do and whether one can
control them. 46; p.91: ©Laible / ullstein bild / The Image Works; p.96: Chris Ware/The New Yorker, © Condé Nast Publications, Inc.; p. (2007, February 28-March 3). Beyond WEIRD: Towards a broad-based behavioral science. American Psychologist, 48, 441-449. (2007) Cognition and perception. Furthermore, when researchers explicitly asked
parents what they thought about self-esteem, they got highly divergent answers from the two groups (Miller et al., 2002). The goal of mapping out the world's countries in terms of their average personalities remains important, but I think some methodological advances are necessary before we can do this accurately. Economic hardship and the
development of five and six-year-olds: Neighborhood and regional perspectives. Zhou, B., Lacroix, F., Sasaki, J., Peng, Y., Wang, X., & Ryder, A. Birds of a feather sing together: Relation of social positions to musical preferences. N., & Cameron, J. For many people in the world, the experience of moving to a new culture is fraught with active
discrimination, systematic disenfranchisement, unjust treatment, mocking and humiliation, violence, and perhaps even threats to their lives. First, not only is the Müller-Lyer illusion only an illusion in some cultures (the two lines are not perceived as different in length by the San and by South African miners), but it points to a psychological
mechanism that underlies the illusion. Much of that initiation ritual involves painful practices, such as piercing the septum of the 15 16 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? International Journal of Intercultural Relations, 39, 40-52. First, people with average-size features are less likely to have genetic abnormalities than people with
deviant features, thus reflecting 447 448 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS genetic health (Rhodes et al., 2001). Although perhaps not as collectivistic as cultures in East Asia and Latin America, Poland is considerably more collectivistic than the United States (Reykowski, 1994). Cultures vary, and it is
challenging to understand where the variation comes from. Psychological Science, 18, 600-606. Tamis-LeMonda, C. This distressing sense is disturbing enough that we feel a great need to rid ourselves of it. It may be something pursued more by people who have grown up in multiple cultures across their childhood (who are sometimes termed "Third
Culture Kids"; Pollock TABLE 7.2 Sample items from the Vancouver Index of Acculturation 1. Chicago, IL: National Opinion Research Center. Alternatively, do multicultural people end up with multiple selves—feeling and thinking like a Peruvian contexts, and feeling and thinking like an American in American contexts? Psychiatry, 32, 12-
43. By comparing f MRI images across different cognitive tasks and across cultural groups, researchers are able to identify cultural differences in the particular regions of the brain that are most activated when people are engaging in a variety of cognitive tasks 139 140 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY
FIGURE 4.5 An example of an fMRI scan comparing Japanese and Americans in how they respond to pictures that indicated either dominant or subordinate poses. According to this principle, young children who are needy and vulnerable should not be left alone at night. Selfenhancement, self-improvement, and face among Japanese. W., Miyasato, L.
Love and marriage. Kashima (Eds.), Progress in Asian social psychology (pp. Freeman, J. This shows that the overall cultural difference in values emerged as expected. The higher rate of hypertension among African-Americans and
West Africans in Africa (from which most African-Americans are descended) reveals that West African-Americans are descended reveals that we the third reveals that we the third reveals that we the third reveals that we then the third reveals the third 
77, 445 Butler, E. the odd-even distinction, they think in base units of fives, and they make a particular pattern of errors not seen in non-abacus users (Miller & Paredes, 1996). Nguyen, A. Some kinds of cultural variation in psychology may already be familiar to you, as you can observe the differences directly yourself. The problem, she argues, is that
many other languages do not have labels that correspond to some of these so-called basic emotions. However, the male body is believed to be incapable of manufacturing semen—it must be acquired. Karno, M., & Edgerton, R. Journal of Personality and Social Psychology, 84, 60-79. One study investigated why Americans show a stronger similarity-
attraction effect than Japanese by asking participants to indicate how many new relationship opportunities they felt existed in their own lives. European-Americans in the articulatory suppression condition must engage in two verbal thoughts associated with the
alphabet. Outcome of training in the philosophy of assessment: Multicultural counseling competencies. Although some evidence supports this alternative account using one method (e.g., Brown & Kobayashi, 2002; Sedikides, Gaertner, & Toguchi, 2003), several other methods have been used reveal the opposite pattern. This kind of control, known as
 "secondary control," is more evident among people from East Asian than Western backgrounds. Specifically, in the Five Factor Model, there are only five underlying personality traits: Openness to experience reflects a person's intelligence and curiosity about the world. S., 134, 185, 232 Kashima, Y., 185, 224, 232, 507 Kashiwagi, K., 182 Kasser, T.,
94 Katigbak, M. Modra / Sports Illustrated/Getty Images; p.283: UPI Photo /Landov; p.284: Ying-yi Hong, Michael W. Trends in intake of energy and macronutrients—United States, 1971-2000. Elias provided a sampling of many of these manners. Structure of current affect. The Laetoli footprints provided a window from which to see some of the
earliest evidence of behaviors shared with modern humans. Culture's consequences: International differences in work-related values. G., Das, R., & Chakravarthy, S. For example, consider people's beliefs about how the future will unfold. Journal of Neuroscience, Psychology, and Economics, 6(3), 167-188. Psychological Inquiry, 17, 123-128. Journal
of Personality and Social Psychology, 16, 444-451. R., 183 Muthukrishna, M., 49, 50 Myles, S., 524, 528 N Na, J., 140, 361 Nadel, L., 13 Nagayama Hall, G. O., 549 Alden, L., 577 Alexander, R. Handbook of cultural psychiatry.
exposed to different kinds of sports and music. Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and colleagues' research finds that Americans tend to have higher levels of general trust toward strangers than Japanese do (Yamagishi and Colleagues').
of one object could potentially affect changes in the state of the environment. KEY TERMS 5. These measures appear reliable in that they are better correlated with other measures are (see Heine, Buchtel, & Norenzayan, 2008). L., 265 Crespo, C. Despite the fact that only a small minority of
citizens in Boston or Philadelphia today are direct descendants of their cities' original Puritan and Quaker ancestors, and relatively few continue to persist since they were first founded by European settlers. When on the street, people must follow the code of the street, but
when among "the decents," they need to act in ways that are congruent with mainstream American society (see Figure 7.12). Young children, typically around the age of 18 months, enter a period of accelerated word learning when their vocabularies begin to increase dramatically. People participating in a collectivistic culture are more likely to attend
to interdependent aspects of their self-concepts, such as their close relationships and group memberships. This number approached the obesity rate of 22% for American-born residents (Goel, McCarthy, Phillips, & Wee, 2004). The international pilot study of schizophrenia. The trade-offs we are willing to accept reflect how we value different
outcomes, and our values, in turn, are shaped a great deal by culture (e.g., Schwartz & Bilsky, 1990). The study of culture and emotions is a classic example of such a debate, and this chapter considers the evidence regarding whether people's emotional experiences are similar or different across cultures. The Five Factor Model proposes that all
personality traits largely reflect some combination of these five core traits. They calculated the pace of life by timing how long it took a postal worker to sell them a stamp. It is not necessary that you believe the
stereotypes to be aware of them; belief and knowledge about stereotypes are separate. Weintraub, K. Forecasting crime data: An econometric analysis. Figure 2.9a shows the performance of the three species on the physical problemsolving tasks: There was no significant difference across the species. The clash of civilizations and the remaking of
world order. Cracker culture: Celtic ways in the old South. Everyday justice: Responsibility and the United States. Much evidence also suggests that those in love marriages are at least as satisfied with their marriages are those in love marriages are at least as satisfied with their marriages. (2004). That is, the European-American students seemed to react rather
negatively to the idea that others were making choices for them, regardless of who those others were. However, such idealization would seem to be less emphasized in more collectivistic cultures where individualized personal agency is not as significant a concern (Averill, 1985). Preferences. Csikszentmihalyi, M. Koskenvuo, M., Kaprio, J., Kesaniemi
A., & Sarna, S. L., 459, 465 Ando, Y., 140 Ang, S., 373 Angel, R., 553 Annis, R. (1994). That is, the same kind of inherited predisposition toward self-starvation might manifest itself through motivations for religious asceticism in some contexts and motivations to avoid weight gain in others. Framing interethnic ideology: effects of multicultural and
color-blind perspectives on judgments of groups and individuals. After the sensitive period starts to close, however, those regions of the brain are no longer as capable of being restructured to accommodate the new language (also see related work by Perani, Paulesu, & Galles, 1998). Much research has shown that people are more likely to view
someone as attractive either as a potential friend or a romantic partner if both are similar in their attitudes, economic background, personality, religion, social background, and activities (e.g., Byrne, 1961). In contrast to the economic determinism of Marxism, Weber viewed capitalism as the products (e.g., Byrne, 1961).
of people's deriving meaning from a particular cultural context. Does the fact that people from different cultures have carved up the color spectrum differently affect how they perceive colors? There is controversy as to whether hysteria can better be understood as a culture-bound disorder or as the reflection of changing classification systems of
psychiatry, but it is at least an example of a pathology that appears to vary in prevalence across cultures and time. Being able to focus underwater would greatly increase one's chances of bringing home a tasty meal. Osama bin Laden and many other Islamic extremists have viewed countries with industrialized Christian cultures, particularly the
United States, as lands of depraved infidels, where people have lost their way. Because of ethnocentrism bias, it is an enormous challenge to consider standards for psychological phenomena that would be universally valid, rather than those favored within one's own culture. (1982). L., 384 Davies, P. One would expect that the effects of initial
conditions would persist more if people participated in the cultures for a longer period, as they do in real life. Poverty leads people making long-term plans to improve their situation (Haushofer & Fehr, 2014). The first step would be to let a theory guide the
attributes. Journal of Personality and Social Psychology, 35, 897-902. The findings are shown in Table 6.2. First, looking at Table 
and Hee Jin Kim played a key role in helping me conduct background research for the material in the book. W., & Dasen, P. International students who wish to study at a school in an English-speaking country typically need to take the TOEFL to gain admittance. The nonverbal expression of pride: Evidence for cross-cultural recognition. Before we
consider how humans became a cultural species, let's consider whether other animals could also be said to have culture. The terrorist attacks of September 11, 2001, forced everyone to confront the pronounced and important cross-cultural variation that exists in what is perceived to be a good way of living one's life. It's rather ironic that those people
whom we hold in high esteem for standing out from the crowd and forging their own paths, such as Galileo, Martin Luther King Jr., Darwin, and Gandhi, were often widely hated during their own lifetimes for expressing such counter-normative ideas. Azuma, & K. The Canadians showed clear evidence that they were rationalizing their decisions. G.,
Muhammad, 480-81, 488, 489 multicultural approach, 27-28 multicultural environments, 374 multicultural environments, 374 multicultural worlds, 254-97 acculturation in, 258-72 blending in, 278-81 changing attitudes toward host culture, 260-63 creativity and
multicultural experiences, 290-94 cultural distance and, 263-66 cultural fit and, 266-67 discrimination and prejudice in, 272-78 frame-switching in, 278, 281-90 pitfalls of acculturation, 267-70 multiple-method studies, 148-49, 151-56 Mundurucu (Amazon), 395-97 Mursi (Ethiopia), 445, 446 muscle mass, 53
Muslims, see Islam/Muslims myths, 89, 561 N Naikan therapy, 588 naive dialecticism, 368 names, individualistic, 94 Namibia, 105 narcissism, in China, 312, 313 Nash, John, 582 Native Americans kufungisisa, 571 self-descriptions, 209 self-views, 306 stereotype threat, 276-77 see also First Nations (native Canadians) natural selection, 82
Natyashastra, 424 need, principle of, 505 neocortex ratio, 56-58 NEO-PI-R (Revised Neuroticism, Extraversion, and Openness Personality Inventory), 248 Netherlands/Dutch people altruistic vs. al suspects are found—that is, in How Have Cultures Been Changing? You'd want to develop this reputation beforehand, and a good way to do so would be to
show that you are prepared to respond with violence to any threat to your honor—for example, if someone insults you or makes a pass at your girlfriend. The typical response is to shut oneself off from the outside world and spend one's days reading books, playing video games, or watching television. Research by Jeanne Tsai and colleagues (Tsai
Knutson, & Fung, 2006) reveals that these two kinds of positive emotions are sought after differently by Americans, and East Asians. Xu, X., & Whyte, M. Sense, culture, and sensibility. Because all participants are included in both the fast-talking and slow-talking conditions, we can
again be confident that any differences in the responses of participants to the independent variable and not to other factors. com. Given Ekman's findings, you surely already know what each of the basic expressions looks like, but just to make sure, you can see examples of them here. One investigation measured the
population and the degree of cultural complexity in the existing technologies among the different islands at the time of their first contact with Westerners. E., et al. For example, in all cultures people speak a language using between 10 and 70 phonemes, they are happy, they all have a word for the color black, they are all disgusted
at the idea of incest Psychological Processes Can Vary Across Cultures between parents and children, and they all understand the number 2. Five days later, the children actually found themselves in this same situation, when they received 10 candies for their effort on a new task and were given the opportunity to contribute some to a common pool to
be distributed to others. Journal of Marriage and the Family, 29, 470-474. Saucier, G., & Goldberg, L. Journal of Cross-Cultural Psychology, 27, 98-113. Controlling for numerous relevant variables, they found that places that adopted the plow as a primary agricultural tool centuries 227 228 CHAPTER 6 SELF AND PERSONALITY earlier have less
egalitarian gender norms and less female participation in the labor force today. Baumeister (1987) explored this question Motivations for Self-Enhancement and REFERENCES reinforcing mechanisms. However, the relation between money and
happiness is not universally strong. Chicken McNuggets are the same size in both countries, suggesting that this product is shipped internationally; however, a grilled chicken sandwich is bigger in the United States than in France. Over time, Chinese and Japanese mothers set higher and higher standards (Chua's "Tiger Moms") whereas American
mothers set lower and lower standards. They then demonstrated that researchers can come to understand and predict cultural differences in many psychological processes by attending to the words "rubber" and lower standards. They then demonstrated that researchers can come to understand and predict cultural differences in many psychological processes by attending to the words "rubber" and lower standards. They then demonstrated that researchers can come to understand and predict cultural differences in many psychological processes by attending to the words "rubber" and lower standards. They then demonstrated that researchers can come to understand and predict cultural differences in many psychological processes by attending to the words "rubber" and lower standards.
 "lover," for example, is a pretty reliable indicator that one is not a native English speaker. For example, the Inuit of Greenland have far darker skin than what would be predicted by the little amount of UVR that reaches the earth there. These basic elements can be combined to form the universe of possible human relations. The study of acculturation
is beset by unique difficulties and challenges. It appears that the Masai and Samburu think of themselves in vastly different ways from those reported by American undergrads. SUMMARY P eople are not born with their cultures; they are born culture-free (or are at least conceived culture-free; in utero cultural experiences may possibly affect
development); however, people begin attending to cultural information and being socialized by that information from very early in their lives. How similar to or different from people in other cultures around the world are we in our feelings of identity and our understanding of what makes us tick? The consequences of cultural differences in
perceptions of morality underlie many of the past and, surely, future conflicts around the world. The "self-digest": Self-knowledge serving self-regulatory functions. Adapted with permission. Park, D. L., Barnes, C. Facial expressions of emotion are not culturally universal. R., 50 Robbins, S. The best candidates would be those psychological phenomena
that emerge very early in infancy or are shared across species. Segall, & C. Amabile, T. L., 482 Bergsieker, H. Much research is needed to confidently demonstrate that a phenomena are likely accessibility universals. 295 296
CHAPTER 7 LIVING IN MULTICULTURAL WORLDS SUMMARY A cculturation is an extremely important topic in this age of globalization and multiculturalism; however, it remains an especially difficult topic to study. In 1998, Katsutoshi Miwata, the baseball scout for the Orix Blue Wave who was credited with discovering Ichiro Suzuki of the
Seattle Mariners and New York Yankees, was trying to persuade a top high school pitcher, Nagisa Arakaki, to join the Blue Wave. Geertz, H. For example, if we were to measure self-esteem (e.g., "I have many great
talents"). The relationship landscape in a high-relationships and to attract new relationships and 
to persist in our memories and survive many retellings. Journal of Personality and Social Psychology, 67, 446-461. You, J., Fung, H. Polyfaceted psychological acculturation in Cook Islanders. L., Gravlee, C. The five cultures they had explored were all industrialized, literate cultures, and people from them had all been exposed to a lot of the same median explored were all industrialized.
particular for the perceived attractiveness of women) is weight. First, this book would not exist without the sage guidance, clear-eyed vision, and unflagging encouragement on the part of my first editor, Jon Durbin, who worked xxi xxii PREFACE very closely with me in the conceiving of the First Edition. E., 293 Tezuka, I., 182 Tharoor,
H., 584 Thayer, J. Happiness and unhappiness in East and West: Themes and variations. New York, NY: Simon & Schuster. This publication violated a deeply held belief among Muslims that the prophet should never be portrayed. Sinha, & P. Indeed, the pursuit of happiness has been central enough to American culture that it was described as an
 "unalienable right" in the Declaration of Independence. They had steel swords and steel armor, and guns that easily bested the stone clubs, slingshots, and quilt armor of the Incans. Journal of Genetic Psychology, 35, 493–506. Colzato, L., S., van den Wildenberg, W. This behavior can be contrasted with some other species—for example, sea turtles—
whose offspring are born self-sufficient and for which we see no evidence of loving parental behaviors. Deacon, T. Psychological Bulletin, 119, 111-137. The four elementary forms of sociality: Framework for a unified theory of social relations. J., 531 Watabe, M., 216 Watanabe, J. personal goals ahead of those of the collective and to consider how they
are distinct from others (Triandis, 1989a). M., 372 Ambady, N., 27, 139, 276, 414, 416 American Psychiatric Association, 583 Anderson, C. Neto, F., Mullet, E., & Deschamps, J. primary control The control experienced when people strive to shape existing realities to fit their perceptions. Vygotsky, L. Approach-avoidance motivations and information
processing: A crosscultural analysis. A third assumption commonly made about love is that a marriage that does not have love at the foundation is bound to be miserable. And you would likely assume that the writer had negative attitudes toward Castro if the essay included many anti-Castro arguments. P., 334, 335 Sen, A. Ekman and colleagues
proposed that there is a set of basic emotions that are universally recognized around the world. Mesoudi, A., Whiten, A., & Laland, K. Seginer, R., Trommsdorff, G., & Essau, C. Bochner, S. Proceedings of the National Academy of Science, 93, 13206-13211. Then, in the "relative task" square, draw a line that is as close as possible to the relative length
of the line in the stimulusthat is, the line should be one-third the height of the "relative task" square. Social learning of an artificial fruit task in capuchin monkeys (Cebus apella). E., 522 Hunter, J., 455, 458 Hunter, J. They might attend the same cultural institutions, engage in similar cultural practices, see the same advertisements, follow the same
norms, and have conversations with each other on 5 6 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Indeed, such kinds of strict parent-centered parenting are also common in other non-Western cultures, such as countries in East, Southeast, and South Asia, as well as in Egypt, Iran, Turkey, and Latin America (e.g., Dornbusch, Ritter,
Leiderman, Roberts, & Fraleigh, 1987; Harwood, Miller, & Irizarry, 1995; Huang & Lamb, 2014; Kagicibasi, 1996; Rudy & Grusec, 2006). This is because people tend to be very critical when they are adopting the perspective of an audience, because people tend to be very critical when they are adopting the perspective of an audience, because people tend to be very critical when they are adopting the perspective of an audience, because they take on the role of the judge. Archives of General Psychiatry, 55, 1084–1091. In this chapter week they are adopting the perspective of an audience, because people tend to be very critical when they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because people tend to be very critical when they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience, because they are adopting the perspective of an audience and a perspective of an audience and a perspective of an audience and a perspective of a persp
explore how cultural experiences can affect both human biology and various aspects of health. Williams (Eds.), Utilitarianism: For and against. A particular behavioral script (e.g., a heightened preference for attractive mates) might be activated by a specific situational variable (e.g., prevalence of parasites); however, if that behavioral script becomes
a norm, then that norm might be learned by others, and thus transmitted to future generations. M., 464 Clore, G. Although physiological measures are often difficult and costly to obtain, especially in remote cultures, they are especially powerful for cross-cultural study because they occur independently of the various response biases that challenge
questionnaire work. If this trend could be extended back into the past (a big if), this means that a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who was tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) would be about as smart as a person who is tested with an IQ of only 70 today (and is thus in the bottom 2% of the population of her contemporary peers) who is the population of her contemporary peers as a person who is the population of her contemporary peers as a person who is the population of her contemporary peers as a person who is the population of her contemporary peers as a person who is the population of her contemporary peers as a person who is the population of her contemporary peers are a person who is the population of her contemporary peers are a person who is the population of her contemporary peers are a person who is the population of her contemporary peers are a person who is the population of her contemporary peers are a person who is the population of her contemporary peers are a person who is the population of her contemporary peers are a person who is the population 
her peers back then). Furthermore, much research conducted with functional magnetic resonance imaging (fMRI) has revealed that problem solving tends to be focused in the neocortex. It seems that when people reflect on their day, they recall the events that happened and rate their satisfaction accordingly. This is evidence of them taking an
outside-in perspective regarding themselves. Lenski, G., & Lenski, J., It has been common enough in Malaysia that police to capture amok runners by pinning them against a wall. Arends-Toth, J., & Van de Vijver, F. Crandall (Eds.), The psychological
foundations of culture. Dworkin (Eds.), Origins and development of schizophrenia: Advances in experimental psychopathology (pp. Moreover, if the key variable were access to medical services, you would expect the class differences to disappear when examining the differences to medical services, you would expect the class differences to disappear when examining the differences to medical services, you would expect the class differences to disappear when examining the differences to medical services.
there should be little difference among these groups in terms of what kinds of medical services people can afford. Chang (Ed.), Self-criticism and self-enhancement: Theory, research, and clinical implications, (pp. Education doesn't just teach you facts—it shapes how you think about the world generally. Creativity East and West: Perspectives and
parallels. First, the hypothesized causes of the disorder are less likely to be present elsewhere. Validation of the five-factor model of personality across instruments and observers. Journal of Personality across instruments and observers. Journal of Personality across instruments and observers.
broad network of potential relational partners will allow them to find like-minded others (Takemura, 2014). On the other causal account. The Journal of Positive Psychology, 7, 471-480. The James-Lange theory and the Two-Factor theory suggest two very different origins for emotions, and these theories make
different predictions regarding whether emotional experience is universal or culturally variable. com/medialibrary/PDF/pdf globalBathingHabits-v1.1.pdf Evans, J. When they are primed with one particular culture, they think in ways that are consistent with that culture. In support of this perspective, much research has shown that people can very
easily be led to adopt an "us versus them" mind-set and favor their own group over other groups (Gaertner, Mann, Murrell, & Dovidio, 1989). C., 271 Wegener, C., 522 Wehr, T. Frager, R. G., 129 Bachnik, J. On the one hand, we can consider ourselves from the perspective of the Some Other Ways that Cultures Differ in the Self-Concept subject—that
is, the "I" that observes and interacts with the world. Language, thought, and reality. Then, from that time until 12,000 years ago, the rate of change increased to 0.55 innovations per thousand years. For example, Scarlett Johansson could perhaps boost her perceived attractiveness among Africans if she gained several Interpersonal Attraction
pounds, and she could attract the attention of more Paduang if she stretched her neck a few inches. An unsanitized history. De Leersnyder, J., Mesquita, B., Kim, H., Eom, K., & Choi, H. The chain of events that is initiated to get that hamburger into your stomach is predicated on a belief that you have the efficacy to influence your social environment
to get what you want. Implicit Theories Regarding the Nature of the Self they become more supportive of government policies to distribute rewards more equally between advantaged and disadvantaged groups (Rattan et al., 2012). K., Kim, H. Crook, T. For example, consider the question of marriage. China is not the only place where depression rates
are relatively lower than they are in the West, and some cultures have rates that are considerably higher (e.g., in one survey, Nigeria had a rate four times that of the United States; Ingram, Scott, & Siegle, 1999). There are some methodological and analytic strategies to deal with most of these problems; however, the best solution would seem to be
to avoid comparisons of means of questionnaire responses whenever possible. These kinds of ideas would seem to be less likely to spread than ones people are eager to communicate to others. All Rights Reserved.; p.140: Reprinted from NeuroImage, 47, 353-359. The interpretation of cultures. For example, one American psychologist who has
researched 561 562 CHAPTER 14 MENTAL HEALTH hikikomori argues that if his child behaved like Keisuke, the first thing he would do would be to break down the kitchen door and deal with the child directly (Rees, 2002). As we are exposed to a language, we begin to categorize sounds in ways that are used by that language. koro A culture
bound syndrome, largely found in South and East Asia, in which men become morbidly anxious that their penis is retracting into their body. It is a powerful methodological tool, although the two-step procedure makes it a time-consuming technique to use. C., & Goto, S. No, it ain't gonna be like that. Berlin, Germany: Walter de Gruyter. In contrast,
the first-generation students were more motivated to solve anagrams when they received an interdependent message. This pattern held true for both men and women (for similar findings see Kumar & Dhyani, 1996; Yelsma & Athappilly, 1988). L., 421, 526 Diamond, J., 74 Dias, M. You see, this experiment has already been conducted. G., Johnsrude, leaving the first-generation students were more motivated to solve anagrams when they received an interdependent message. This pattern held true for both men and women (for similar findings see Kumar & Dhyani, 1996; Yelsma & Athappilly, 1988). L., 421, 526 Diamond, J., 74 Dias, M. You see, this experiment has already been conducted. G., Johnsrude, leaving the first-generation students are supported by the first-generation students 
For example, an immoral action would be to steal someone's lunch money, because it causes harm to that person. M., Chow, C., Camacho-Gonsalves, T., Levy, R., Allen, I., & Leff, H. World Bank for non-OECD countries. National differences in reported subjective well-being: Why do they occur? Universal facial expressions in emotion. Menon, T.,
Morris, M. Furthermore, some cultural factors that are more pronounced among Latinos, such as the high value placed on child-bearing (Poma, 1983) and the good deal of emotional support provided by the community (Anderson, Lewis, Giachello, Aday, & Chiu, 1981) also appear to provide an important health buffer. National character does not
reflect mean personality trait levels in 49 cultures. Butler, J. Respiratory diseases European-Americans higher European-Americans higher European-Americans higher forces from generations, have affected the frequency of particular genetic
variants in different regions of the world. Journal of Cross-Cultural Psychology, 45, 992–1006. Although findings such as these provide clear evidence that biculturals. There is not much support here for the notion that the
cognitive skills required to find ripe fruit drove the evolution of primate brains. (1955). Agreeableness is the extent to which a person tends to be warm and pleasant. W., 252 Fitch, K., 463 Flaherty, J. Journal of Personality and Social Psychology, 30, 654-657. Children's early physical experiences differ in other ways. B., 375 Keel, P., 565 Keel, P. Hess
T. In contrast, the Jahai, a group of nomadic hunter-gatherers living in the Malay peninsula, have a much larger lexicon of olfaction words. Del Pilar, J. Do we blame the person or the situation they were in? Carol Gilligan has made the case that interpersonal obligations represent a kind of morality that is distinct from an emphasis on individual rights
and that women are more likely to reason this way than men are (e.g., Gilligan, 1977). Do you think there are other phenomena discussed in this book that might appear quite different if the samples were working-class people instead of college students? Cultural Diversity and Ethnic Minority Psychology, 18, 181-191. In reality, people cannot be
categorized so cleanly into these discrete categories; rather, the experience of self appears to follow a continuum. It was described as "an exhaustion of the nervous system," with symptoms of poor appetite, headaches, insomnia, weakness in the back, hysteria, and an inability to concentrate. Cultural variations. Therefore, insomnia, weakness in the back, hysteria, and an inability to concentrate.
English version of the Chinese Personality Assessment Inventory. It would seem that if people have a more independent view of self, satisfaction with their inner desires. Research finds that we can come to have an influence on others across a broad array of life
outcomes, such as how happy we are, how overweight we are, and the kinds of products we purchase (for a review see Christakis and Fowler, 2009). However, it is telling that even in the case of a disease with such a clear biological foundation as schizophrenia, it can present itself in such different ways across cultures, and that the course of the
disease also varies significantly. He found a number of differences between these two groups. J., 88 Cohen, G. Think carefully about the image that comes to your mind about this event. incest avoidance A moral principle that post-pubescent family members of the opposite sex should not sleep in the same room together. Tuttle, R. The experimenters
wanted to see how long the confederate's initial report would continue to inf luence the subsequent participants. Journal of Comparative Psychology, 113, 13-23. M., & Lieberman, D. Simply put, we are most attracted to people whose left sides of their faces and bodies look identical to their right sides. L., 471, 474, 575 Ditlmann, R., 27 Ditto, P. There
is a clear positive relation between independence/individualism and self-esteem, and this relation is found within both individualistic and collectivistic cultures (the correlation ranges from .33 to .51; Heine, 2003). REFERENCES Prince, R. Human universals. This is not an unreasonable challenge to comparisons of schooled and unschooled people, as
there are likely many reasons that some people choose to, or are able to, receive an education that are relevant to how their minds work. Considerations for Conducting Research Across Cultures after receiving my undergraduate degree. A., & Holzberg, A. Norasakkunkit, V., & Kalick, M. Forman, T. Because of these limitations, we usually resort to
contrasting individuals who have grown up in different cultures. Psychotherapy and the cultural concept of the person. Winawer, J., Witthoft, N., Frank, M. Stephens, N. At the end of the 15 trials, their final products were compared to the initial net that they had been shown. A cultural analysis. And if my friend now is more likely to plan to vote, then
he will subsequently come to increase the likelihood that his other friends will vote, and so on. Psychological Bulletin, 106, 74-96. And some differences in manners of the past simply reflect changing norms that are quite arbitrary as to what is considered polite. The more variance in the independent variable, the more likely that an effect will be
detected in the dependent variable (i.e., the variable that you measure). K., Carmody, J., Vangel, M., Congleton, C., Yerramsetti, S. These ideas have persisted across time. Who Am I? Henrich, relieved at finding some evidence for analytic thinking at last, then asked the man why the carrot didn't belong. 188 CHAPTER 5 DEVELOPMENT AND
SOCIALIZATION Similarly, Japanese toddlers have been shown to make fewer demands on their parents than their American counterparts and are less likely to assert their disobedience (Caudill & Schooler, 1973). Human values and beliefs: A cross-cultural sourcebook. Although we can't hear our own accents, they are plainly evident to people who
speak other languages or dialects. Students in this condition had the freedom to choose for themselves. H., 573 Goto, S. If the reported experiences are different across cultures, how do we know that people are suffering from the same disease? Their reasoning suggests that the hiker in James's thought experienced fear at sensing his
pounding heart because there was no other reasonable way to interpret his bodily sensations in that situation. (2005, May 6). Journal of Personality and Social Psychology, 66, 5-20. In contrast, membership in Protestant sects is primarily defined by beliefs. Luttmer, E. I can think of no better way to learn about how to conduct cross-cultural
psychological research than to read about a research program conducted by some of the most skilled methodological craftsmen. At this point, recent migrants may also be discovering that the television programs just aren't as interesting as the ones they used to see in their home country, and they start to miss their favorite foods. 3.5 3
EuropeanAmerican AsianAmerican were not significantly affected by expressing their choice. I complain, only to be told that our daughter—nearly 7!—will be in her own room soon. Likewise, humans are unique in having complex language capabilities. However, an alternative perspective is that motivations for self-enhancement are stronger in some
cultures not due to individualism but rather to economic inequality, as people are motivated to think of themselves as better than others when there are pronounced differences in economic opportunities (Loughnan et al., 2011). This last condition was key; Participants should have felt a great deal of physiological arousal from the injection, but they
wouldn't know where the arousal came from. By this reasoning, humans should have evolved in groups that averaged about 150 members, and this should have led to the cognitive capacity to keep track of approximately 150 relations. These were executed over the past two years. And they discuss some evidence that this kind of culture of honor
develops in other places where there has historically been a lot of herding—for example, the Scotch-Irish borderlands of Britain (from which the first settlers of the South came, and brought their culture with them; Fischer, 1989), many countries in the Middle East (recall the violent rhetoric of Saddam Hussein and his threats that the United States
would drown in its own blood), and some traditional societies in Africa (Galaty & Bonte, 1991). The European-Americans were more likely to describe what they saw based on a single aspect of the card—say, a little blotch on the bottom that looked like a Ferrari. Journal of Cross-Cultural Psychology, 27, 181–199. Saunders, & N. Harnad (Ed.),
Categorical perception: The groundwork of cognition (pp. Many large companies are now global entities that have outgrown their cultural boundaries. L., 423 Leeman, R. (1990). Mediators as metaphors: Moving a man to tears in Papua New Guinea. 1 2 3 4 On the whole, I am satisfied with myself. M., 28 Christakis, N. Feinman, S. R., 589 Morelli, G.,
180 Moreno, A., 330 Morita, S., 578 Morling, B., 141, 323, 324, 325, 529, 586 Morris, M., 145, 284, 363 Morris, M. By the time they were adults, the Americans showed clear evidence for the fundamental attribution error by explaining people's behaviors as largely due to their personalities. If you were to design a flying mammal from scratch, you
might very well want to create a bat that had both wings and arms. In much of the rest of the world (and in industries in the West that have a more collectivistic base through the power of labor unions), the principle of equality is adhered to more. Second, psychological differences in the ways children and parents conceptualize learning are important
to understanding these performance differences. When Columbus arrived in Haiti and planted the flag of Spain, the country was populated almost exclusively by the Arawak people. 224). In contrast, in this study Koreans realized few benefits for being consistent. When serious anxiety disorders present in Japan, they are more likely to do so with the
symptoms of taijin kyoufushou, which includes a very different set of symptoms than social anxiety disorder. Further, in many multicultural therapeutic settings, the clients are exposed to more than one culture, and it is important for therapists to be mindful of how their clients are exposed to more than one culture, and it is important for therapists to be mindful of how their clients are exposed to more than one culture, and it is important for therapists to be mindful of how their clients are exposed to more than one culture, and it is important for therapists to be mindful of how their clients are exposed to more than one culture, and it is important for therapists to be mindful of how their clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture, and it is important for the clients are exposed to more than one culture.
idiosyncratic tendencies. W., Horberg, E. I was the tallest person at Obama Junior High School, I sometimes bumped my head on doorframes in older houses, I could see over most people's heads in a crowded subway train, and I wasn't able to buy shoes in the small town of Obama because they didn't carry a size as large as mine. Friesen, W. How
does Weber argue that the Protestant Reformation contributed to achievement motivations? Prevalence of psychiatric disorders in Taiwan defined by the Chinese Diagnostic Interview Schedule. These four seminal works, building on the groundwork provided by earlier forays into the study of psychology and culture, and buttressed by the many papers
that emerged in subsequent years, have led to the foundation of a new field of psychology. N., De Dreu, C. Bigger populations allowed for the more rapid spread of cultural innovations. For example, since 1950, the divorce rate in Japan has increased while the average household size has decreased, similar to trends in the United States during this
period. Display rules guide both the intensity with which emotions are expressed and the ways they are expressed and the ways they are expressed. Personality and Individual Differences, 55, 193-195. Sensitive Periods for Cultural Socialization It would seem that if humans evolved as cultural beings, we should see evidence that the human brain is preprogrammed to learn cultural
meaning systems. Science, 164, 86-88. However, unlike with depression, people with bipolar disorder sometimes experience manic episodes. A theory of cognitive dissonance. Without the interactions with their parents that try to inculcate a sense of individualism and independence, these early and rather clumsy efforts to exert autonomy and control
by young toddlers are rarely seen. In English, people say happiness, in Portuguese people say shiawase. —Lost and Lonely Dear Lost: Something obviously happened in year six of your marriage that made your wife decide she had reached her sexpiration date. Another instance was an appalling case of child
abuse. Indeed, the words obligation and duty have somewhat negative connotations for Americans; Americans prefer seeing their helping behaviors as a matter of personal choice. The attractive female body weight and female body wei
However, years later, it is not surprising if many of them report having less love than they had during their steamy courtship period. A., 269 De Raad, B., 249 Dere, J., 589 Derex, M., 48 Desai, S. J., Sargent, R. How do people's experiences shape the ways that they think? Are our moral standards limited to our own cultural context, or do moral
principles transcend culture? The Netsilik have coped with the hostile environment just fine, and they have done so with only the supplies and tools that they have been able to fashion from local materials. This confederate was chosen for his physical characteristics. The Multicultural People two identities feel largely opposed. New York, NY: Elsevier.
It would seem that if anyone should know about what's going on inside someone's head, it would be the owner of that head. A first important characteristic of face is that it's more easily lost than gained. Later on, the person who received the necklace is obligated to go on a similarly dangerous journey to exchange a similarly valued, and not especially
practical, gift (Malinowski, 1922/1965). F., 313 Ho, T. Y., 139, 140, 160, 414, 529 Chio, J. Why would that be? Research in this tradition consistently finds that as soon as you tell people treating those in their own
group better than those in the other group. This is a far greater degree of variation than that observed for most other mental disorders. When we see people acting, we assume they are doing so because of their underlying dispositions, and we tend to ignore the situational constraints that might be driving their behavior. Kitayama and D. That is, they
were asked to evaluate their actual selves and to evaluate the kind of person that they would ideally like to be. Much research has shown that we tend to perceive stimuli in categories, even though the stimuli may gradually differ from each other along a
continuum. Culture wires the brain: A cognitive neuroscience perspective. One possibility might be that the norms for social behavior differ between East Asia and the West. 325 326 CHAPTER 8 MOTIVATION (primary control may thus be a good candidate for a functional universal). In stark contrast, not a single American viewed either of the first
two sleeping arrangements to be desirable. Take the case of American culture. In addition, the Chinese participants were more likely than the Americans to hold the potential rioters responsible for the scapegoating, suggesting that they attributed more responsibility at the level of the group. The culture has some coherence in that people in the
culture are exposed to a similar set of messages through the media, the institutions they belong to, and the norms and practices that are common. For example, in "O.K., there's there
one room (Figure 9.19). Greenfield found that her standard, ordinarily methodologically sound interview technique just seemed to make her Zinacantecan participants angry, as if they couldn't understand how she could be so stupid as to keep asking the same question over and over again! As this one example demonstrates, psychologists are often in
a difficult position. Majid, A., & Burenhult, N. 145 CHAPTER 4 40 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY Themes in Music Lyrics 35 Percentage of Songs Containing Themes 146 30 25 Resilience Uniqueness 20 15 10 5 0 Country Music Rock Music FIGURE 4.6 Country Music Rock Music FIGURE 4.6 Country Music Lyrics 35 Percentage of Songs Containing Themes 146 30 25 Resilience Uniqueness 20 15 10 5 0 Country Music Rock Music FIGURE 4.6 Country Music Rock Music FIGURE 4.6 Country Music Rock Music FIGURE 4.7 Country Musi
music listeners. Suh, E. London: Routledge Kegan Paul. Psychological Review, 119, 546-572. Two thousand years later Einstein (1954) wrote, "Thus we may conclude that the mental development of the individual, and his way of forming concepts, depends to a high degree upon language. Because there is no middle response option, you do not need to
be concerned that some cultural groups might be more likely to select it. Rozin, P., Kurzer, N., & Cohen, A. I went through a series of cross-cultural misunderstandings and gaffes before I came to realize that my ideas about human nature were just plain wrong—they may have explained the nature of North Americans, but they weren't so useful
outside of that cultural context. Brown, J. Standards of politeness, as well as many other cultural norms, have changed over generations. Researchers in this field question how the human mind works—how the brain is able to process the streams of information that people encounter as they go about our their lives. Kesebir, P., & Kesebir, S. C., 306
Wrzesniewski, A., 534 Wu, C.-H., 445 Wu, D. I also endeavored to integrate as much cultural diversity into the topics discussed as possible. Does expressing your emotions raise or lower your blood pressure? 1 2 3 4 *At times I think I'm no good at all. Henrich, J., Heine, S. D., 334 logical reasoning, 193, 368 London cab drivers, 12, 13 longevity, 458
Lonner, Walter, 31 Louis XIV, 554 love, 405 love relationships, 467-76 low context cultures, 380 low relational mobility, 461, 462 loyalty to ingroups, 499-500 luck, 429 Luria, Alexander, 30, 191-93 Luther, Martin, 317 Lysgaard, S., 260-63 M macaques, 37, 39 Machiguenga tribe (Peru), 520-21 Mahalingam, R., 228-29 Mahapatra, M., 487-88 major
depressive disorder (MDD), 572-73 maladaptive cultural ideas, 83 malaria, 528, 542 Malawi, 105 Malaysians amok, 569 gender equality views, 226 in New Zealand, 265, 267 self-descriptions, 209 in Singapore, 265 SRI scores, 225 malgri, 571 manners, 68-70 changes over time in, 68-70 cultural differences in, 68 Maori (New Zealand), 306
Mapuche (Chile), 351 Maragoli (Kenya), 510 marginalization strategy (acculturation), 268-70 market pricing relationships, 456-57 Markus, H. Asian Business, 30, 52. A status characteristic approach. Culture and wellbeing: The cycle of action, evaluation, and decision. What Is a Psychological Disorder? Political conservatives, in contrast, have strong
moral intuitions for all of these. Swami, V., et al. For example, he asked the Fore participants to imagine how they would feel, and to make a corresponding facial expression, in the following situations: (a) "Your friend has come, and you are happy," (b) "Your child has died," (c) "You are angry and about to fight," and (d) "You see a dead pig that has
been lying there for a long time." In Figure 10.4 you can see the kinds of (a) (b) (c) (d) FIGURE 10.4 The expressions of Fore men when they were asked to show how their faces would appear if they experienced the following: (a) "Your friend has come and you are happy." (b) "Your child has died and you are sad." (c) "You are angry and about to
fight." (d) "You see a dead pig that has been lying there for a long time." 411 412 CHAPTER 10 EMOTIONS facial expressions the Fore made in response to each of these situations (Ekman, Sorenson, & Friesen, 1969). New York, NY: Penguin Books. 16; p.48: Robert Leighton The New Yorker Collection/The Cartoon Bank; p.59: Inoue, S., &
Matsuzawa, T. Neff, L. As you might expect, uniqueness themes were more common in American ones. In U. The metaphor of balancing opposing forces and energies is what guides traditional Chinese medical thought. L., Gabriel, S., & Dean, K.
Odessa, FL: Psychological Assessment Resources. Psychological Science, 14, 450-454. 273-274. M., 491 Best, D., 225 Best, J., 87 Betancourt, H., 467 Beugin, M., 48 Bhalla, S. FIGURE 14.7 A scene from the Chuushingura, when Takumi no Kami committed ritual suicide. O., & Woessmann, L. However, there is a tendency for people from different
cultures to vary in terms of how likely they are to express their agreement in a moderate fashion—that is, by choosing an item close to the end of the scale (e.g., choosing a 7 on a 7-point scale).
How universal is the Big Five? One can thus speak of different cultures of chimpanzees. L., 219, 364 Rhodes, G., 448 Ricciardelli, L. In sum, the convergence of a variety of cultural factors can be seen in the performance differences of math education between East Asian and American children. (1991). The participants were run in groups that ranged
from 2 to 16 members; after each trial they could see the list of scores earned by their group-mates, and they were allowed to click on one of the nets of their group members to see precisely how it was made. In contrast, if people's relationship networks are largely stable, characteristics 463 464 CHAPTER 11 INTERPERSONAL ATTRACTION AND
CLOSE RELATIONSHIPS that attract people should be of relatively less utility. P., 567 Hock, H. How fast could HIV change gene frequencies in the human population? The reported rates were so high at one time that there was talk in the media of eating disorders having reached epidemic proportions (e.g., Brody, 1982), although subsequent
research suggests that those fears were largely overblown (Bushnell, Wells, Hornblow, Oakley-Browne, & Joyce, 1990). However, the participants tended to identify the emotion correctly in 80% to 90% of the photos. Researchers want to be able to assume that people's responses on a survey are an accurate reflection of how they truly feel, so that if
you compare people's responses between cultures and find a difference, you could conclude that people from the different cultures really do differ in their thoughts. Because these traits correlate with each other, they cannot be said to represent independent traits. Marital adjustment: A study of some related factors. This means that many phonemes
that are used in various languages around the world are not used in other languages. In the ancestral environment, it was likely to have their children survive the tenuous circumstances of a subsistence lifestyle; hence, those parents did not pass on as many surviving
genes as did those who felt strong feelings of love for their children. Suppose the participants started out with $10 each. The next step in the unpackaging process of this study is to demonstrate that Japanese really do have more interdependent views of self than Americans. That is, as the world develops and progresses, and science continues to make
one discovery after another, religious explanations of phenomena are becoming supplanted by rational and scientific explanations. In the absence of those social pressures, another kind of glue would be necessary to keep the couple together. Expressing their thoughts out loud interfered with their thinking. Dornbusch, S., Ritter, P., Leiderman, P.,
Roberts, D., & Fraleigh, M. Bowdler, S. Convergent adaptation of human lactase persistence in Africa and Europe. Choice as an act of meaning: The case of social class. with Japanese) or with being perceived as especially socially skilled or likable. For example, people exposed to American culture would have a set of ideas in their heads that cluster
together, such as independence, confidence, freedom, individual rights, and the Statue of Liberty. Psychological Science, 24, 1722–1731. Differences in mortality from ischemic heart disease by marital status and social class. Objective judges, who were blind to the participants' priming condition, then evaluated the drawings based on their number of
novel features. J., & Groves, W. It has black wheels. But this is especially so for Japanese. Do the Chinese somatize depression? Participants were shown three different colored chips and were asked which of two chips, Chip 1 or Chip 2, was more similar to the target chip (Figure 9.16). Every human is ultimately a distinct individual, unique from
everyone else; at the same time, we are also a highly social species. A. But the log has to be here too! Luria: Why do you think he picked these three things and not the log? Language enables people to convey their beliefs, intentions, and complex thoughts, facilitating the coordination of behavior among individuals living in groups. D., &
Kemmelmeier, M. R., 145 Draganski, B., 13 Dressler, W. Because people do not respond to information from the world directly, but only encounter it in terms of how it is organized by their self-concepts, cultural differences in self-concepts, cultural differences in self-concepts, cultural differences in self-concepts, cultural differences in self-concepts.
years of higher education by itself cannot account for the overall increase in IQ, because IQ has also been rising among those who do not go on to higher education. And some research has revealed support for the James-Lange theory by identifying distinctive physiological patterns that correspond to certain emotions (e.g., Ekman, Levenson, &
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Friesen, 1983; Levenson, 1992), although other surveys of the literature call into question the specificity of the physiological patterns associated with emotion (Barret, 2006; Cacioppo, Berntson, Larsen, Poehlmann, & Ito, 2000; Lindquist, Wager, Kober, Bliss-Moreau, & Barrett, 2012; Murphy, Nimmo-Smith, & Lawrence, 2003). Considerations for
Conducting Research Across Cultures So, for example, imagine that people in Culture A view it to be socially desirable to appear modest, whereas those in Culture B view it to be socially desirable to appear modest, whereas those in Culture B view it to be socially desirable to appear modest, whereas those in Culture B view it to be socially desirable to appear modest, whereas those in Culture B view it to be socially desirable to appear modest.
performance. The participants were again asked to evaluate all 10 CDs by answering the same question about how much they would like to own each one. Positive correlation between height, head size, and IQ: A nutrition theory of the secular increases in intelligence. David, R., & Collins, J. The Fulani, in contrast, moved to this region in the early
19th century as part of the Islamic invasion of sub-Saharan Africa. His 1995 film Sense and Sensibility was a period piece about 19th-century British socialites, and his 1997 film The Ice Storm delved into the emotional vacuum surrounding two affluent suburban New England families during the 1970s. That is, Venezuelans tend to have more of an
inherited genetic predisposition to prefer closer interpersonal distances, and Japanese have inherited tendencies to prefer greater interpersonal distances, whereas Americans were born preferring intermediate interpersonal distances, whereas Americans were born prefer greater interpersonal distances. As such, over time, preferences for perfect skin would have become more common in the human gene pool. A third
feature of the interdependent self is indicated by the dotted line that encapsulates the individual. M., 352 Abraido-Lanza, A. In general, larger societies tend to have religions is associated with people playing an anonymous game more fairly, perhaps
because of a belief that their behavior is not anonymous in the eyes of God. collectivistic, 217-21 relations with ingroups and outgroups, 215-17 self-consistency, 229-36 self-criticism, 307-10 self-description, norms for, 309-10 self-description of, 205-10 toleration of contractions in, 370-71 self-consistency, 229-36 self-criticism, 307-10 self-description, norms for, 309-10 self-description of, 205-10 toleration of contractions in, 370-71 self-consistency, 229-36 self-criticism, 307-10 self-description, norms for, 309-10 self-description of, 205-10 toleration of contractions in, 370-71 self-consistency, 229-36 self-criticism, 307-10 self-description of, 205-10 toleration of contractions in, 370-71 self-consistency, 229-36 self-criticism, 307-10 self-description of, 205-10 toleration of contractions in, 370-71 self-consistency, 229-36 self-criticism, 307-10 self-description of, 205-10 toleration of contraction of contrac
enhancement compensatory, 305 cultural variation for, 306-10 defined, 302 motivation for, 301-13 tactics for building, 305 self-esteem cultural variation in motivation for, 306-10 defined, 302 motivation for, 3
motivation for, 301-13 origin of cultural differences in, 310-13 self-expression, 378-79 self-improvement, motivation for, 313-16 self-expression, 318-18 self-expression, 31
think your own culture is the way that it is because of the physical environment around you? Journal of Social Psychology, 133, 185-197. Preconventional moral reasoning suggests that people interpret morality based on a calculation of how much better or worse off they FIGURE 12.2 Lawrence Kohlberg. Although the Laetoli footprints indicate a
foot that is wider, with a larger gap between the first two toes and a higher arch, than that of most modern humans examined, it is important to note that the individuals who left behind the Laetoli footprints participated in some cultural traditions that differ from those of most modern humans—namely, they didn't wear shoes. Journal of Personality
and Social Psychology, 68, 261-279. The idea was that we are all God's servants in the world and that we are each given a specific duty or job to take care of while we tend the planet. As someone who was raised Protestant myself, working hard now to write this book, I can't help but wonder where my own motivations are coming from. As shown in
Figure 7.17, those who were primed to think about adjusting to a new culture drew aliens that were judged to be more creative than those of the other two groups (Maddux & Galinsky, 2009). Journal of Personality and Social Psychology, 90, 288–307. YES Functional universalism (variation in accessibility) Same accessibility? From fig 3c, p1314 (self
minus mother), Ying Zhu, Li Zhang, Jin Fan, Shihui Han: Neural basis of cultural influence on self-representation Neuroimage, 34, 1310-1316. These results suggest that the ways Kenyans and Americans think about themselves diverge profoundly. Furthermore, these cultural differences are already evident among kindergarten-age children (Wang,
2004). A sociohistorical critique of naturalistic theories of color perception. M., & Baksh, M. Particularly among various nomadic hunting societies, such as the Aka Pygmies of Africa, where children are held by a caretaker for much of the day, this developmental stage is not as evident (Hewlett, 1992). In what ways do you think a workplace would
change if salaries moved more from a meritocracy system? What are some of the psychological costs of being a member of a culture that is actively discriminated against by others? In only a few incidents had children received minor cuts from sharp objects in candy bags (the most serious injury required 11 stitches), but the large
majority of the reports were hoaxes enacted either by the children or by their parents seeking to extort money through lawsuits and insurance scams. They were asked to imagine that other students didn't receive as many pieces of candy, and that they could contribute some of their own candy to a common pool that
would be shared with those other students. Psychological Science, 21, 1150-1157. What are the favorable outcomes associated with acting consistently, and are these outcomes distributed equally across cultures? In contrast, English speakers have to learn a number of irregular number words and prefixes to count past 10, such as "eleven," "twelve,"
and "thirteen." Chinese preschoolers make fewer unique number words to keep track of. Thus far, every cross-cultural study that I know of that includes immigrant samples provides evidence for cultural factors contributing to
population differences. Being able to interact with and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from, and ultimately develop new skills that we could imitate and learn from, and ultimately develop new skills that we were more likely to find talented models that we could imitate and learn from, and ultimately develop new skills that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we could imitate and learn from a reasonably large group of people meant that we were more likely to find talented models that we were more likely to find talented models are the find that we were more likely to find talented models are the find that we were more likely to find talented models are the find talented models.
with more nouns relative to the number of verbs and other relational words. Cultural learning. For example, it is quite likely that you are familiar with the stories of "Little Red Riding Hood," "Hansel and Gretel," and "Cinderella." However, some of the other folk tales by the Brothers Grimm have been much less successful. In particular, many
countries "Right. At this academy, the new recruits were lined up in the alphabetical order of their last names, and this order influenced where they sat in class and where they sat in class and where their dorm rooms were located. This tragedy raises the important question of what it is about First Nations youth that renders them particularly susceptible to suicide. T., 55 Patel
V., 571 Patterson, E. However, we might wonder whether biculturals would be more adept than monoculturals at frame-switching because they might have more clearly demarcated Multicultural People information networks. Kim, Y., Cohen, D., & Au, W. These two regions of the brain are both associated with attentional control, indicating that the
relative length judgment was more difficult for the European-Americans and required more concentration than the absolute length judgment. M., Kim, H. Three years later he still had not left the kitchen, nor during that time had he allowed anyone else in. Japanese hotel You are invited to take advantage of the chambermaid. Journal of Abnormal
Psychology, 87, 49-74. How are people's minds different if they have lived in two distinct cultures throughout their lives? Codability (Simpson's Diversity Index) Linguistic Relativity 1.0 0.9 0.8 0.7 0.6 0.5 0.4 0.3 0.2 0.1 0.0 FIGURE 9.18 Jahai American Color Odor Color Odor Color Odor Americans reached much more agreement amongst themselves when
describing colors than when describing odors. Estimations for prevalence rates among female universities have reached as high as 19% (Halmi, Falk, & Schwartz, 1981), although studies using more stringent criteria estimate that the prevalence is more in the range of 5% to 7% (Heatherton, Nichols, Mahamedi, &
Keel, 1995). Monoculturals show evidence for this priming too; however, biculturals are especially adept at frame-shifting between their different culturals show evidence for this priming too; however, biculturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between their different culturals are especially adept at frame-shifting between the especial culturals are especi
one. Central African Journal of Medicine, 4(7), 209-215. Psychological Bulletin, 56, 81-105. You may have discovered, for example, how easy it can be to inadvertently upset someone in an email or a text message exchange. A., Sadeh, A., Wiegand, B., How, T. Draganski, B., Gaser, C., Busch, V., Schuierer, G., Bogdahn, U., & May, A. As shown in
Figure 8.7, the New York Times was more likely to explore the scandals in terms of the problems with the individual trader. However, what is noteworthy about this kind of statement is that it reveals a specific kind of understanding about ourselves. Evolutionary foundations of cultural variation: Evoked culture and mate preference. Research suggests
that young infants can discriminate among all the phonemes that humans are able to produce. The answer depends on cultural context. Guthrie, G. Stroke African-Americans higher European-Americans higher 4. Influences of schooling on cognitive development. G., 405 Berry, J. One classic example of the reference-group effect was a study from
before the civil rights movement that found that African-American soldiers in the North were less satisfied than those in the South because they compared themselves primarily 133 134 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY to civilian African-Americans who were better off in the North than in the South (Stouffer
Suchman, DeVinney, Star, & Williams, 1949). Some Methods Particular to the Study of Culture Surveys, experiments, and neuroscience methods are not specific to cultural psychology but are characteristic of the ways we test hypotheses in all of psychology, and the sciences more generally. Different physical ecologies do not just affect the diets of
people; the different foraging behaviors can also come to affect how the societies are structured and the values that "I All II know "Idon't know know how itit started, either. There is considerable cultural variation on this dimension. Do you give the other person any money? Did you learn by interacting with others that this was the
appropriate way to express happiness in your culture? Schmader, T., & Johns, M. In his classic ethnography of 19th-century America, Alexis de Tocqueville (1835/2003) was struck by the ease with which Americans made new friends. M., & Walster, E. However, translating psychological materials is not as easy a task as you might expect. T., 278
Schnack, R. Lack of relation between culture and anorexia nervosa—Results of an incidence study on Curacao. That people from different cultures come into this world so similarly yet end up having such different cultures come into this world so similarly yet end up having such different cultures come into this world so similarly yet end up having such different cultures come into the powerful role that socialization occupies in influencing who we become. C., Oh, M. 5695 pp. R., Lee, H.-J.
Peng, Y., Zhou, X., & Ryder, A. I., 583 Gould, S. C., 312 Rosen, D. Perhaps the big wide open spaces of the North American continent allowed the room to let children have their own privacy, whereas much of the vorld can't afford the luxury of having that much real estate, given higher population densities. G., 493 Di Blas, L., 249
Diekelmann, S., 537 Diener, C., 430, 432 Diener, E., 20, 231, 315, 429, 430, 432 Diener, M., 
Being able to describe to others where the dangers are, to coordinate each other's behaviors to increase the success of a hunt, to discover and share the precise social dynamics that are occurring among your allies and competitors, and to say the right things so that you can attract a mate—all of these advantages suggest that those humans who were
able to communicate most effectively were more likely to produce surviving offspring than those who were not. Journal of Public Health Policy, 28, 238-248. Using this game, the economists Fehr and Gächter (2002) gave groups of four Swiss university students the opportunity to contribute some of their money to a common pool. The consequences of
discrimination can be far-reaching, and some of the most powerful and unsettling research on this topic has been conducted by Claude Steele and colleagues. Psychological Bulletin, 128, 934-960. A., 539 Mindell, W. For example, among the Tsimane of Bolivia, participants spent up to 28% of their earnings to punish others who were unfair. Derex, M.,
Beugin, M., Godelle, B., & Raymond, M. In the case of personality traits to a much more manageable number. linguistic relativity hypothesis See Whorfian hypothesis low-context culture Cultures in which there is relatively less consensual information shared among
individuals, so that people need to rely heavily on explicit communication. M., 572 Gawronski, B., 308 Gay, J., 30 Gebhardt, E., 134 Geertz, C., 14, 361, 417, 425 Gelfand, M. As noted in Chapter 3, much evidence suggests that the United States has become more individualistic since the 1960s. W., 466 Raymond, M., 48 Reaux, J.
Converging evidence that stereotype threat reduces working memory capacity. Cultures are people who are existing within some kind of shared context. If we imagine situations in which individuals are quite separate from others, for example, such as an author who lives alone and works at home, we can see that she has a great deal of freedom in the
kinds of choices she makes every day. What makes these groups arguably qualify as "cultures" is that their members exist within a shared context, communicate with each other, have some norms that distinguish them from other groups, and have some common practices and ideas. More-interdependent people may feel especially distant from those
strangers, and their behavior would likely be different from the behavior typically found in studies that have focused on more independent Western samples. Personality profiles of cultures: Aggregate personality traits. Sleep drives metabolite clearance from the adult brain. Often, students of Asian Talking and Thinking background speak up less in
class than those of other cultural backgrounds (Tweed & Lehman, 2002). The nature of the brain is not fixed from birth, but rather changes in the response to certain experiences. Such different kinds of attitudes toward mental health treatment are not just evident in traditional societies; differences also exist between Western and Japanese
psychotherapies. L., & Opolot, J. Similarly, experiencing negative emotions does not appear to have the same consequences across cultures. Consider, for example, the cultural learning that you are engaging in by reading this book. Young and juvenile chimpanzees' (Pan troglodytes) reactions to intentional versus accidental and inadvertent actions to intentional versus accidental and inadvertent actions to intentional versus accidental and inadvertent actions.
Trying to understand people's behavior by considering their inner characteristics is an extension of an analytic way of thinking. The participants were simply vocalizing their thoughts as they solved the Hindus state, "Forty meals produce one drop
of blood, 40 drops of blood give rise to one drop of semen" (Akhtar, 1988). Remarkably, 75% of Asch's American subjects conformed on at least 1 of the experiment. What is causing highly qualified African-American students to do worse in their studies? 511-544). The Japanese
word for blue is ao, and this word is also used to refer to the color of the sky, blueberries, and the South Pacific Ocean, but the same term is used to refer to the color of a lawn, a freshly shaven scalp, and what English speakers would call a green traffic signal. Actually, at this point, 39 specific behaviors have been identified that distinguish some
troupes of chimps from others, including the ways in which they clean their bodies with leaves, attract attention from others by slapping branches, and use objects to tickle themselves (Whiten et al., 1999). & Peng, K. Y., Seligman, M. Religion and the morality of mentality. Whiting, B. Les facteurs de risqué coronarien: Le paradoxe françasis. The
other regions fell in between. As such, they learn to respond quite Motivations to Fit In or to Stick Out Evaluations of a Pen Across Social Class FIGURE 8.11 Whereas upper-middle-class people prefer pens that they chose themselves over those
they did not choose, the preferences of working-class people were not affected by who chose the pens. Lee, F., Hallahan, M., & Herzog, T. John Henryism and the health of African-Americans were asked to report on occasions when they had experienced certain
emotions (Matsumoto, Kudoh, Scherer, & Wallbott, 1988). E., Jamieson, D. In contrast, holistic thinkers, who tend to perceive the world as consisting of an interrelated whole, should direct their attention more broadly, across an entire scene. Which strategy you pursue reflects the theories you have about how you can exert control over your
environment with respect to getting raises, and these theories come from your beliefs about yourself and your environment. In contrast, people with a prevention focus should focus their efforts on things they don't do well, because correcting shortcomings will help them avoid a failure. Humans seem to have a sensitive window when they are
especially adept at attending to the meanings provided by their social environments and at organizing their lives around these meanings. S., 217 Chang, C., 199 Chandler, M., 580 Chandler, M., 
as less important, compared to those primed with interdependence. M., 55, 56, 57, 58, 454 Duncan, N. B., Adolph, K. However, this approach might not provide you with a sensitive enough measure to detect nuanced differences in opinion across individuals. Psychological Review, 98, 377-389. In more complex modern societies, however, the range of
available roles is quite staggering, and adolescents spend a longer period in school preparing for those roles while being kept largely separate from adults. American Economic Review, 101, 3221-3252. The impact of stereotype threat on age differences in memory performance. For example, they also have to learn how to accomplish everyday tasks
such as making friends and figuring out how to find a doctor, where to go to get a driver's license, or how to cook the strange-looking foods sold at the market. Our hardware changes in response to what we do. However, the Americans performed quite abysmally in the odor naming, with very little agreement among them (Figure 9.18). Source: Figure
1 from T. H., 23 N-19 N-20 NAME INDEX Segerstrom, S. That is, the model presupposes cultural variation in the extent of people's moral reasoning capacities. If you are of European descent and grew up in a North American household, odds are that your parents made this decision in one particular way. Hall, G. It went like this: Before he drank
anything he saw that there was a dead rat inside. Fausey and Boroditsky (2011) explored this question by having English and Spanish speakers watch videos that showed people involved in some actions (such as breaking a vase) either by acting intentionally (in which agency is typically reported both in English and in Spanish) or unintentionally (in
which agency is more likely to be reported in English than in Spanish). Wearing shoes changes foot shape (a more extreme example can be seen in the old and now-absent Chinese tradition of foot binding). This suggests that Americans view male identity to be less changeable and thus more essentialized. Other species do not appear to have any
appreciable degrees of cultural accumulation. These findings suggest that Asian-Canadians are so habitually considering the perspective of significant others! And someone who is used to taking the perspective of others can actually become more
skilled at imagining scenes as observed by someone who is in a different position. All the flowers in Group 1 have a curved stem whereas all of the flowers in Group 2 have a straight stem. The results found that Americans who were primed with neutral words.
Independent Versus Interdependent Views of Self-Consistency Self-Awareness Implicit Theories and Cultures Come Other Ways that Cultures Differ in the Self-Consistency Self-Awareness Implicit Theories
Regarding the Nature of the Self Personality The Five Factor Model of Personality 204 CHAPTER 6 SELF AND PERSONALITY I n the summer of 2000, at the Olympic Games in Sydney, Australia, two gold-medal winners spoke to the media. Is multiculturalism or color blindness better for minorities? But the vast majority of the material in this book
would simply be impossible to communicate without language. This seemed like a reasonable precaution at the time, as we had all heard many tales of children who had been killed from such booby-trapped candy. But people seek and provide social support differently across cultures (e.g., Miller et al., 2014). H., & Goh, D. Wu, S., & Keysar, B. (1986)
Stevenson collected an enormous amount of data and was able to discern how schooled and unschooled children differed in ways that were independent from their family circumstances. R., 565 Horner, V., 44 Hortacsu, N., 469, 474 Hoshino-Browne, E., 232 Hou, Y., 370, 435 Hough, W., 47 House, J. E., Simchoni, O., Melamed, Y., Ben-Nun, A., &
Werker, E. Journal of Social Psychology, 152, 493-509. Early acquisition of verbs in Korean: A cross-linguistic study. If we can conclude that a particular psychological phenomenon is cognitively available in all cultures, then we move up our decision tree to the next step. This study is not unique, and several other studies have found evidence that
physical aspects of the brain change in response to experience, such as increasing amounts of gray matter in certain regions of the brain when people learn how to juggle (Draganski et al., 2004; Figure 1.3) or engage in mindfulness practice (Hölzel FIGURE 1.3 Experiences come to shape the brain. The researchers interviewed laypeople and
 physicians in five countries: France, Germany, Italy, the United Kingdom, and the United States. The ease with which people learn English is influenced by how distant their mother tongue is from English, and thus how much new learning is involved. Migrants come to think in ways similar to those of their host culture. You probably did not know this
fact about how people explain the behavior of fish before reading this book. E., Morabia, A., Bassett, M. Journal of Personality and Social Psychology, 93, 131-141. Controversy continues over whether given psychology, 45, 913-919.
As the political sociologist Seymour Martin Lipset (1996) used to say: "Those who only know one country know no country." One perspective that I hope you gain from reading this book is a greater appreciation for your own culture. Perception of mental illness in a Mexican-American community. In another study, young children were presented with
either a multicultural or a color-blind story and then heard an account of a physical assault between a White and Black student (Apfelbaum, Pauker, Sommers, & Ambady, 2010). Shweder, R. IQ is reported in standardized scores, with a mean of 100 and a standard deviation of 15. Indeed, Protestants, more than Jews, have been shown to believe that
thoughts lead to behaviors (Cohen & Rozin, 2001). For example, in one study people were shown a number of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and were asked to describe each face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and the same face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and the same face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and the same face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and the same face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and the same face they saw (Schooler, 2001). For example, in one study people were shown a number of pictures of faces and the same face they saw (Schooler, 2001). For example, in one study people were shown as the same face tha
and constantly evolving as new ideas emerge and conditions change. We conducted a study to compare dissonance reduction tendencies between Japanese and Canadians when they make choices (Heine & Lehman, 1997b). It is proper to wipe the nostrils with a handkerchief, and to do this while turning away if more honourable people are present.
Here we can see how what was formerly the etiquette for only the upper classes came to govern the manners for all classes of people. American Psychologists, in contrast, are often studying people from a different
culture, and it is not always clear how much the researcher's own experiences would generalize to the people she is studying. This societal transformation is evident in a wide variety of social measures. Vol 55, No. 7, 709-720; p.291: © Focus Films/Courtesy Everett Collection. being spiritually ascetic). Why we love: The nature and chemistry of
romantic love. Proceedings of the National Academy of Science, 102, 12629-12633. C., 572 Ketay, S., 12 Keteyian, S. Morris Rosenberg. A truly holistic thinker is aware of the countless ways that things in the world are related to each other. Hence, an aborigine would chronologically arrange the pictures differently depending on the direction he or
she is facing. Flu and pneumonia African-Americans higher European-Americans higher 8. Personally, I have had a great deal of experience in Japan, and my occupation as a cultural psychologist demands a certain openness to culturally divergent ways of thinking. Psychological Bulletin, 115, 288-299. 363 364 CHAPTER 9 COGNITION AND
PERCEPTION Cultural differences in making dispositional attributions extend far more broadly than differences between East Asians and Westerners. Colzato, L. Why is ethnocentrism a more central issue for the cross-cultural study of morality than for most of the other topics in this book? Culture and the prevalence of hallucinations in
adopted by men. J., 311 Weiss, M. They come in all sorts of psychological shapes and it would seem that some people would fare better in the acculturation experience than others, regardless of what culture they are from. There is evidence for both. Culture and gender differences in the perception of friendship by adolescents. Americans
too sometimes think of themselves as interdependent and are concerned with a prevention orientation. If minds are universally similar, you might be able to predict someone's performance in the decathlon by identifying only a
few underlying skills. In one series of studies they passed out questionnaires to elementary school children in both East and West Berlin to investigate the students' perceptions of control and efficacy. Guarniccia, P. In many ways, the large portion sizes in the United States and elsewhere are the product of a fairly recent cultural evolution. 9, p. R., &
Conner, A. N., 231 Scott, W., 573 Scotto, P., 39 Scribner, M., 125 Scribner, S., 30, 191, 193 Searle, W., 267, 577 Sears, D., 22 Seder, J. The researchers argue that upper-middle-class Americans are raised to favor choices and to express themselves through their choices. Tuned to the signal: The special status of speech for young infants,
that the reason hostility leads to cardiovascular disease is that hostile people have more occasions when they need to inhibit their anger. FIGURE 6.3 Buzkashi, the national sport of Afghanistan. Pretty straightforward stuff. Neighborhoods and violent crime: A multilevel study of collective efficacy. Journal of Personality and Social Psychology, 74,
763-773. These enhanced abilities to learn from others is what leads to the accumulation of culture, which appears to be the key advantage that humans derived from their larger brains. Philbrick, J. A Whorfian question automatically arises: When Japanese and English speakers look at the same patch of lawn, are they actually perceiving the same
color? Takemoto, T. (1932). Circulation, 88, 1973-1998. Among those in Pormpuraaw, time is seen to pass from the east to the west, tracking the sun's movement across the sky. The participants' responses are no longer kept in the original metric, such as the 7-point scale that was written in the questionnaire, but rather are expressed in terms of the
number of standard deviations by which they depart from the participant's own personal average. The Whorfian hypothesis provides a useful tool with which to make predictions for the kinds of cultural differences that are likely to emerge. George Orwell also realized the power of language on thought in his dark futuristic novel 1984, in which the
secret police developed a new language, "Newspeak," as a way of controlling the thoughts of the people. This kind of cultural evolution is not possible unless cultural learning is of the highest fidelity, when individuals are able to understand a model's intentions, mimic them faithfully, and then, only when the model's behaviors are successfully
imitated, build on them to allow for cultural evolution. Philosophical Psychology, 19, 1-23. There are clear and appropriate ways of behaving in each situation, and this information is widely shared and understood so it does not need to be explicitly communicated. Interpersonal Attraction faces of Europeans and Africans (Little, Hockings, Apicella, &
Sousa, 2012). Hall, E. It allows researchers to be confident in their exploration of the relation between the independent variable and the dependent variable because it is universally the same across all contexts. M., 539 Blood, R. American
Sociological Review, 35, 48-63. How does comparing your performance on a task with others affect the positivity of your self-feelings? For example, American adults report an average social network size of 20.76 (Fung, Carstensen, &
Lang, 2001), which compares with social network sizes of 13.23 among Hong Kong Chinese adults and 12.75 among German adults (Fung, Stoeber, Yeung, & Lang, 2008). One key adaptation that enabled humans to distinguish themselves from their proto-chimpanzee ancestors was the ability to learn and accumulate cultural information so well. The
one identified language (Dani) with only two terms has words that roughly correspond to "black" (which included all lark-hued colors) and "white" (which included all lighter hues). One study compared first-generation college students
(who are more likely to come from middle-class families) by having them read a welcome letter from their university that either had an independent message (e.g., they would get to work together with and learn from others). In that paper,
Shweder made cogent arguments that mind and culture mutually constitute each other, and thus need to be studied together. Women are apparently more interdependent than men only with respect to their attention to others' feelings and concerns. R-11 R-12 REFERENCES Cole, M., & Scribner, M. This account suggests that it wasn't so much than
humans' larger and smarter brains allowed them to figure out how to cook; rather, cooking, which appears to have emerged quite early in the hominid ancestral record (likely somewhere between 800,000 and 1.5 million years ago, although the dates are disputed; Goren-Inbar et al., 2004; James, 1989), allowed humans to have larger and smarter
brains. Research shows that it is acquired through practice and that European children can also be trained to develop the same kind of underwater visual acuity as the Moken (Gislen, Warrant, & Kroger, 2005), W., 125, 260, 262, 266, 267, 268, 270, 353 Bersoff, D. Many of the immigrants had not had any schooling whatsoever, nor any exposure to
the cultural context from which these questions were derived. Journal of Personality and Social Psychology, 77, 785-800. We set out to test this hypothesis (Heine, Takemoto, Moskalenko, Lasaleta, & Henrich, 2008). For example, some practices common in individualistic cultures include the tracking of children at school, college-age children being
encouraged to move out of their parents' homes, workers being given meritocratic pay at the office, employees being given individual offices or cubicles, and people choosing to put their elderly relatives in retirement homes. Of course Does Emotional Experience Vary Across Cultures? Personal Health. We are all born into rich cultural worlds, and we
51 52 CHAPTER 2 CULTURE AND HUMAN NATURE are constantly learning, and being influenced by, the shared ideas that make up our cultures. Only three personality factors are fully replicable across languages: A comparison of 14 trait tatunomies. The state of hikikomori from a family's point of view: Statistical survey and the role of
psychological intervention. Implicit Theories Regarding the Nature of our self-concept is shaped by our implicit theories about it. Another way that we can see how culture shapes sleep is to consider how norms vary for the time that people sleep. Y., Kim, H. Macmillan, N. Lockwood, P., & Kunda, Z. Current Anthropology, 36
199-221. If the obligation exists only when a law is present, then the obligation is perceived as a matter of convention and is not an objective obligation. A separate question to consider is how people who have been exposed to multiple cultural worldviews organize their different experiences. Newcomb, T. Psychological Bulletin, 128, 203-235. S., &
Xu, J. Linguistic Relativity 391 Because Guugu Ymithirr lacks relativistic directions when interacting with their world. Furthermore, the tendency of the low-status participants to base their moral decisions on how bothered they were suggests that the
task of reaching moral judgments might not always occur in cold, cognitive terms, in the way that Kohlberg described. One strategy, as discussed earlier, would be to take a prevention orientation to identify any weaknesses that might jeopardize their face. Library of Congress Cataloging-in-Publication Data Heine, Steven J. P., 453 Zarate, M. As a
demonstration of just how hard it is to step outside one's own cultural framework when evaluating cultural practices, consider how we would investigate the highly controversial question, "Which cultures provide the highest quality of life?" We could use many different quality-of-life standards to rank cultures, and these different standards would yield
vastly different rank orderings of nations. The experiences were so frightening that all of those men reported cutting back on their marijuana use after the incidents (Earleywine, 2001). The key point about cultural knowledge and skills is that they are not in our heads from the beginning. Likewise, Western portraits tend to show larger figures than
East Asian ones. Do women score higher on relatedness than men because cultural norms dictate that women should be socialized to be more attentive to their relations than men? Schizophrenia. C., 265 Miller, R. This finding suggests that people all have the potential to value physical attractiveness; however, this motivation for selecting attractiveness.
mates is most strongly activated in an environment where the health of mates is less certain. For example, although Dutch men today average 6'1", slightly more than 3 inches taller than the average American man who stands just under 5'10", in 1865, American men average 4'8", which was approximately 3 inches taller than the average Dutch man
at the time (the data for men are far more available, because most of these data come from military records, although similar patterns are evident 535 536 CHAPTER 13 PHYSICAL HEALTH for women; Floud, 1994; Shay, 1994). Q., Ryu, C., et al. A., Wells, J. However, when Luria (1976) presented this syllogism to uneducated people in Uzbekistan,
the most common response he received was "You should ask the people who have been there and seen them." That is, his participants often seemed reluctant to generalize beyond what they could tell from practical experience, and threaction of
interpersonal attraction? Social and Personality Psychology Compass, 4, 704-727. Cross-cultural studies that have demonstrated how participating in different cultural situations can lead to different ways of thinking, and the methods allow us to see the precise neural mechanisms that underlie these differences. Discovering
cultural differences increases not only our understanding of how culture and psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated, but also our understanding of the psychology are interrelated.
thus to different standards. The results are shown in Figure 1.2. When European-Americans completed the relative length task, they showed more activation in the left inferior parietal lobule and the right precentral gyrus than they did when they completed the absolute length task. Recall from Chapter 5 that this kind of answer reflects a taxonomic
categorization strategy in that the stimuli are grouped according to the perceived similarity of their attributes. S., 458 Hout, M., 482 Hsiao-Ying, T., 263 Hsu, C. Always. Itami responded to the report by killing himself, which, according to his suicide note, was the only way that he could "prove his innocence." Again, these are instances of
motivations for suicide that are less familiar among Westerners, and they reflect the different cultural meanings that suicide has in Japan. Second, the domestication of various animal species in the Fertile Crescent caused humans in Eurasia to live in close proximity with animals for thousands of years. Or I can get your assistance in repairing my
leaky FIGURE 11.7 Equality matching is a relational style where people exchange equivalent goods. 19 20 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Despite the general trend toward an accumulation of cultural knowledge—their
ratchets have slipped. Durham, W. You might notice an apparent contradiction here: If the purpose of the digestive tracts became smaller? And this difference in ability and motivation to consider the intentions of others has important
consequences for cultural learning. Facial metric assessment of multiple motives in the perception of male facial physical attractiveness. A second way would be to consider characteristics of the situation he is in. Self-esteem is the positivity of your overall evaluation of yourself. When a Zande develops a slowly progressing illness, it is believed to be
the result of a witch who is consuming the soul of its victim's organs, a little bit at a time. For example, some communities from all four of the four tribes lived in dry lowlands where they subsisted largely through herding.
American Journal of Public Health, 95, 2191-2197. Identifying signs of prestige and then imitating people who displayed those signs are skills that were likely selected for in the course of human evolution. Parallel findings also emerge for Latinos who move to the United States. In contrast, if you were to base your decision on the overall similarity of
the target flowers to the groups, you would have reached a different conclusion. A cross-linguistic analysis of person representation. J., 326 Yovsi, R., 174 Yu, H., 412 Yuki, M., 134, 367, 416, 454, 460, 464 Z Zajonc, R. Some cultural features interact with SES to affect health outcomes. D., 495, 496 Huttenlocher, J., 184 Hwu, H. Ehl, T., Roberton, M.
An odor is not worth a thousand words: From multidimensional odor objects. A., Uleman, J. Moreover, the experience of prejudice against minorities is not limited to those who move to a new culture but also extends to those who have ancestors who are from a different cultural background. For example, women represent only
about 3% of elected officials in Arab nations, whereas they represent 45% of the Swedish parliament. The participants were presented with the smells and color chips and were asked to freely describe them. One reason manners have changed over time is that people's views of what is healthy have also changed. Initially on returning, people are
elated to see their families and friends again and to be able to eat their favorite foods. In that time, some of the more prestigious psychology, leading to an explosion of research on the topic. One study tracked the acculturation experiences of a few hundred migrants to Japan and did not
replicate the U-shaped curve that Lysgaard had found (Hsiao-Ying, 1995). Kelly, R. Until the 1970s, the Ilongot frequently engaged in head-hunting raids on neighboring tribes. Love and marriage in eleven cultures. Such regional differences in violence continue to this day. So I went in front of the class and started saying the kinds of things I'd heard
at graduation speeches while I was growing up in Canada. dhat syndrome A culture-bound syndrome, most common in South Asia, in which men develop morbid anxiety around concerns that they are losing semen. How do you think these experiences might differ? The cognitive tools associated with abacus reasoning can be said to be nonexistent in
people who have not been trained in them. W., 292, 293, 294, 308, 367, 416 Maguire, E. Journal of Abnormal Psychology, 116, 776-785. This trend of increasing individualism is not solely an American event. The primary cue that a person was part of the elect was that he or she possessed absolute certainty about this fact. Much of the rest of this book
will provide such evidence, but for now here is one pithy example. Why, in a cultural context that emphasizes people's fundamental connection with close others, can those oth
224-253. Journal of Personality and Social Psychology, 101, 366-385. The very large differences in the sociality of humans versus other primates parallels the very large differences in brain size between the species. Big Gods: How religion transformed cooperation and conflict. Sometimes you might want to explore the degree of universality of a
particular psychological finding. This preponderance of nouns relative to verbs and other relational words in young children's vocabularies is known as a noun bias. In general, cultures tend to value more those characteristics for which their own culture is particularly accomplished. One variable to consider is the degree of individualism that exists in
Protestant countries compared with other countries. Holistic thinking is further evident among the Chinese medical traditions and in the culture's emphasis on harmony among people and nature. A second kind of manipulation is a within-groups manipulation. E., & Hanna, A. However, when they consider a longer period, their estimates are more
likely to reflect the theories they hold about what life should be like (e.g., Robinson & Clore, 2002). Although there are some strategies to reduce the impact of these challenges, which I described above, cross-cultural studies of
individualism and collectivism. This discrimination will occur even when those groups are based on the most trivial of distinctions, such as whether people are told they belong to a group of people who prefer art by the painter Wassily Kandinsky or a group who prefer art by the Why Should We Study Cultural Psychology? What kinds of steps should
researcher take to ensure that the research findings provide a fair contrast of the cultures? cultures than others, or manifest in highly divergent ways across cultures. Annual Review of Anthropology, 24,
423-446. What's wrong with cross-cultural comparisons of subjective Likert scales? In addition, the studies found that Americans (and 329 330 CHAPTER 8 MOTIVATION Indians) were more likely to say they would make decisions in accordance with the influencer's preferences in the Indian-made situations than in the American-made ones—the
Indian situations were somehow able to convey more of a sense that the influencer could help them make a better decision. Hawks, J., Wang, E. When Protestants are actually working, they do not seem to have much interest in anything else. Moving cultural background to the foreground: An investigation of self-talk, performance, and persistence
following feedback. L., 140 Burton, R., 175 Bushnell, J. Friendculture: Predictors of diversity in the social networks of college students. L., & Wong, A. R., 375 Zemba, Y., 328 Zeppenfeld, V., 321 Zhang, C. face The amount of social value others give an individual if they live up to the standards associated with their position. Review of General
Psychology, 14, 261-268. A., 30 Gobster, P. Segall, M. The challenge for Nisbett and Cohen, then, was to find a good way to insult people in an experimentally controlled situation. Saucier, G., Georgiades S., Tsaousis, I., & Goldberg L. Cultural conditioning: Understanding interpersonal accommodation in India and the United States in terms of the
modal characteristics of interpersonal influence situations. Any encounters with thoughts that one was behaving in a way that was less than holy should thus motivate Protestants to work even harder at their calling, in an effort to convince themselves that they are still among the elect, despite their occasional failings. Visitors are free to observe and
note differences, but like sojourners in the honeymoon stage, they haven't yet gone through the long adjustment period that is necessary for acculturation. It's a big, strong truck! Look, here's another truck. Regardless of whether they were just thinking about
themselves the way they typically do, they evaluated themselves in the same way. His mother left meals for him at the door three times a day, and he made use of the toilet that was adjacent to the kitchen. The decathlon consists of 10 events, so to do well, it would seem that one would need to have 10 skills that are unique to those 10 events. The
Fore had not seen any movies or magazines, they didn't speak English or any other language influenced by a Western tongue, and they had never worked for Westerners. Allik, J., & McCrae, R. Likewise, East Asians tend to be more moderate in their responses than European-Americans are (Chen, Lee, & Stevenson, 1995; Zax & Takahashi, 1967). On
the other hand, many Muslims view the issue of caricaturizing Muhammad in largely sacred terms. REFERENCES Lumholtz, C. Evoked culture is the notion that all people, regardless of where they are from, have certain biologically encoded behavioral repertoires that are potentially accessible to them, and these repertoires are engaged when the
appropriate situational conditions are present (Tooby & Cosmides, 1992). Smart & B. New York, NY: Little, Brown. But how could the brain be shaped by cultural experiences? To the extent that talking and thinking are viewed as intertwined, it is reasonable for others to infer things about you based on what you say. These rather dramatic changes in
the average height of people in a country make it more difficult to look to genes for an answer. The biological anthropologist Richard Wrangham (2009) offers an intriguing answer to this question: Humans learned how to do much of their biological anthropologist Richard Wrangham (2009) offers an intriguing answer to this question: Humans learned how to do much of their biological anthropologist Richard Wrangham (2009) offers an intriguing answer to this question outside of their biological anthropologist Richard Wrangham (2009) offers an intriguing answer to this question.
Ambady, N. M., 216 Back, K., 451 Backlund, E., 550 Bagozzi, R., 370 Baillargeon, R., 22 Baillet, D., 512 Bain, E., 250 Bakan, D., 224 Baker, W. Huntington (Eds.), Culture matters: How values shape human progress (pp. To receive a diagnosis of schizophrenia, one must have two or more of the following symptoms, each present for a significant
amount of time during a one-month period: delusions, hallucinations, disorganized speech, grossly disorganized Universal Syndromes or catatonic behavior, and negative symptoms (e.g., flattening of mood or a loss of speech; American Psychiatric Association, 2013). Moral maps, "first world" conceits, and the new evangelists. Cultural variation in lay
theories of emotion expression and inference. Here is where the utility of the brain as computer metaphor really starts to break down. The Americans, too much choice is aversive. K., 588 Reynolds, F., 395 Rhee, E., 209, 263 Rheinschmidt, M. The benefits of positive
illusions: Idealization and the construction of satisfaction in close relationships. The posterior region of the hippocampus facilitates spatial memory in navigation (O'Keefe & Nadel, 1978). Although cultures are always changing, many elements and patterns persist over time. Rosch Heider's studies were largely perceived as having the final say on the
Whorfian debate over the next 30 years, despite the fact that various researchers called attention to a number of potentially serious flaws in the experimental design and interpretation of these studies (e.g., Lucy & Shweder, 1979; Ratner, 1989; Saunders & Van Brakel, 1997) and that several calls for the need to replicate these findings went
unheeded (e.g., Davies, 1997; Gellantly, 1995). Cohen, A. Morrison, K. Layous, K., Lee, H., Choi, I., & Lyubomirsky, S. Simpatia as a cultural script of Hispanics. 8. However, if you look at the right side of the graph, you see how positively the participants rated their satisfaction each day of the week. Hock, H. The latter was made possible by humans
learning how to cook their food. J., 319 Cromer, D., 526 Crompton, R. The relation between efforts and the principle of equity or equality appears to depend considerably on the cultural context. J., Kitayama, S., Lehman, D. International Journal of Behavioral Development, 12, 485-493. Chudek, M., Cheung, B. Journal of Personality and Social
Psychology, 78(4), 635-654. Brazilians, who have demonstrated great athleticism in a number of sports, especially soccer, have practiced throwing so little that "throwing like a Brazilians, who have demonstrated great athleticism in a number of sports, especially soccer, have practiced throwing so little that "throwing like a Brazilians, who have demonstrated great athleticism in a number of sports, especially soccer, have practiced throwing like a Brazilians, who have demonstrated great athleticism in a number of sports, especially soccer, have practiced throwing like a Brazilians, who have demonstrated great athleticism in a number of sports, especially soccer, have practiced throwing like a Brazilians at like a
(Heine et al., 2001b; Oishi & Diener, 2003). Cross, P. Happiness is indeed a universal emotion, and people everywhere often pursue activities that make them happy. Authority ranking characterizes a greater portion of behaviors in hierarchical class-based societies than in more egalitarian ones. I imagine that you wouldn't have a hard time deciding
which of your professors you think are above or below average, and your evaluations would likely be closer to the distributions, 373-74 love assumptions, 473 marriage, 18, 474 mass killings, 569, 570 moral obligation, 491 moral reasoning, 487 norms for self-
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581 talking, 375 talking and thinking relationship, 375 theory of mind study, 118-19 toleration of contradiction, 370 understanding of medicine, 553-54 valuation of choices, 329 Western languages, 185 Western Samoa, 189 West Germany, 334-35 whales
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from others, they are able to take on the perspectives of those others. Telling more than we can know: Verbal reports on mental processes. Tajfel, H. The identity denied Asian-Americans wished to publicly affirm their Americans wished to publicly affirm the affirm their Americans wished to publicly affirm the affirm the affirm the affirm the affirm the affirm the 
translates materials from Language A to Language B and then a different translator trans
less materialism and less individualism than students surveyed in the years prior to the recession, in 2004-2006 (Park, Twenge, & Greenfield, 2014). However, women in Japanese and Chinese arranged marriages were found to be less satisfied in arranged than love marriages (Blood, 1967; Xu & Whyte, 1990), suggesting that the costs of arranged
marriages are borne largely by women in "The Bolsons are pleased to announce that their daughter, Naomi, is going to take another shot at marriage." those culturation. As "right" as this way seems to many European-descent North Americans, people from
many other cultural backgrounds have a very different view. Knowledge and passion: Ilongot notions of self and social life. 375 CHAPTER 9 376 COGNITION AND PERCEPTION The participants were all born in the United States and had English as their native language. Journal of Personality and Social Psychology, 57, 1082-1090. In the 20th
century many countries embarked on an enormous real-life experiment as various governments around the world became communist. 31 32 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? The participants, everyone actually received the same two scores:
one indicating that they had aced the task, and the other one indicating that their performance was only average. However, the European-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-Americans did so even more, choosing their picture for 92% of the positive characteristics, whereas Mexican-American did so even more, choosing the picture for 92% of the positive characteristics, whereas Mexican-American did so even more, choosing the picture for 92% of 12% o
groups is associated with having larger brains across species within numerous taxonomic orders. It is immediately apparent that cultures around the world vary, often tremendously, in their practices, social structures, diets, economic systems, technologies, religious beliefs, and, as this book argues, psychology, S., Hambarsoomian, K., & Schuster, M.
M., 248, 281 Ying, Y., 170, 264, 290 Yoo, S. A good first step would be to select two cultures that vary greatly on as many theoretically relevant dimensions as possible, such as language, geography, philosophical traditions, level of education, or social practices. For example, consider two cultures, the Dinka and the Nuer, that coexist in the
marshlands of southern Sudan (Figure 3.4). J., 316 Rachid, M., 358 Rahe, R. What happens tomorrow in Paris, then, is not just a matter for Parisians and the French but is something that can potentially affect people all over the world. that it's it'spart part of of our ourcorporate corporate culture." 71 72 CHAPTER 3 CULTURAL
EVOLUTION For example, cultural variation in gender roles can arise from the different ecologies within which people live (Gilmore, 1990). Harrison & S. cognitive dissonance The distressing feeling that accompanies the awareness that one is acting inconsistently. 85-119). unpackaging Identifying the underlying variables that give rise to different
cultural differences. Now others are interested in talking about things and events that are of concern to locals in the host culture, 261 262 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS and recent migrants just don't have enough knowledge or understanding to fully participate in the conversations. Clancy, P. kufungisisa An anxiety and
somatic disorder in Zimbabwe believed to be caused by excessive thinking. If you want to learn how to be a successful basketball player, a good place to start would be to watch what LeBron James does, rather than watching someone like me, who couldn't play basketball to save his life. To investigate what happens Multicultural People to self-esteem
when one moves from a culture that tends to have lower rates of self-esteem to a culture that tends to have higher rates, we measured the self-esteem of Japanese exchange students living in Canada at two points in time: a few days after they arrived in Canada, and then 7 months later (Heine & Lehman, 2004). The Telegraph. M., Cheney, D. To
investigate this question, European-Americans and Asian-Americans were asked to complete a questionnaire and were then given four pens to choose from as compensation (Kim & Sherman, 2007). The title of a popular book by political scientist Benjamin Barber (1995), Jihad vs. Second, the American responses looked quite similar across the four
conditions. American Journal of Sociology, 90, 624-639. Authoritarian parenting in individualist and collectivist groups: Associations with maternal emotion and children's self-esteem. This fact cannot be explained by genetic accounts, because these countries have not experienced Adult Obesity Rates Over Time in 5 Countries Percent of
Adults Identified as Obese 35 30 25 1980 1990 2000 20 15 10 5 0 Japan Netherlands Finland United Kingdom USA FIGURE 13.5 Over the past few decades, people in many parts of the world have been getting heavier. Plaut, V. Biological evolution and cultural evolution are not identical processes, however. This explanation that punishment led to
norms for cooperation was widely embraced. L., & Matsumoto, D. The ability to acquire cultural knowledge has allowed us to succeed in an amazingly diverse array of environments. Beard, G. This has been shown to be true for attraction to other people, foreign words, music, and a variety of inanimate stimuli. The primary focus within these groups is
on autonomous individuals who are bound to one another through social convention. It would not be surprising to learn that people tend to respond differently to the myriad challenges posed by acculturation, depending both on the situation that they are in and their temperament. Would they take over the world, as in the movie Planet of the Apes?
However, if we are comparing individuals or cultures on just a few different constructs, we cannot confidently assume that people share the same average response. I., & Rozin, P. All rights reserved Printed in the United States of America EDITOR: Scott Sugarman M A N USCR I P T EDITOR:
Jackie Estrada M A NAGI NG EDITOR, COLLEGE: Marian Johnson M A NAGER: Jane Searle M EDI A EDITOR: Stefani Wallace M A R K ETI NG M A NAGER, PSYCHOLOGY: Lauren Winkler DESIGN DI R ECTOR:
Rubina Yeh DESIGN ER: Julian Burr PHOTO EDITOR: Evan Luberger PHOTO R ESE A RCH ER: Julian Burr PHOTO EDITOR: Webcrafters, Inc. A., & Sharp, D. 33-85). Furthermore, one does not have to look in especially exotic places
to find evidence of collectivism. More-attractive urban American women tended to have greater well-being, but the same relation between attractiveness and well-being was not found among rural American women (Plaut, Adams, & Anderson, 2009). (2001). Motivations for Self-Enhancement and Self-Enhancement 
Self-Esteem Many research ideas are sparked by events witnessed in everyday life. A., Kalick, S. Cluster 3: Temperamental & Uninhibited Region Cluster 3: Temper
Chimpanzees really know what others can see in a competitive situation. Social class, solipsism, and contextualism: How the rich are different from the poor. The relationship between Spanish language use and substance use behaviors among Latino youth; A social network approach. The stereotype that African-Americans do worse on intellectual
tasks was activated, and this dramatically interfered with their performance. Cultural influences on cognitive representations of conflict: Interpretations of conflict episodes in the United States and Japan. Lewis & J. And although the offering of unsolicited advice is present in a variety of collectivistic cultures (such as in Turkey and Columbia;
Bayraktaroglu, 2001; Fitch, 1998), it seems to be especially prevalent in Russia. confederate of the experimenter, and he reported that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably more than the amount of movement that the light had moved 16 inches, which is considerably movement that the light had moved 16 inches, which is considerably movement that the light had moved 16 inches and the light had moved 18 inches and the light 
correlation of lactase persistence phenotypes," BMC Evolutionary Biology 2010, 10: 36. For example, when participants memorized a series of facial photographs that were matched with descriptions of behaviors (e.g., stopped to help a tourist with directions), the implied trait words (e.g., helpful) were more strongly linked to the photos
for European-Americans than they were for Asian-Americans, showing that the behavior was more likely to be interpreted by the European-Americans as indicating an underlying trait (Na & Kitayama, 2011). This process is further improved if a number of the primary investigators are bilingual so that they can discuss any of the most problematic
translations and resolve them through consensus. Maguire, E. F. For example, training camp for professional baseball in the United States starts in the spring and consists of 3 to 4 hours of practice a day, typically in a southern locale such as Florida, with much time for swimming and golf in between. That is, if emotions are specific biological signals
that alert people to events in their world, it would follow that this biological machinery must have been assembled through evolution. What are some reasons why children from individualistic cultures donated fewer
candies than they had earlier predicted that they would, whereas the children from collectivistic cultures donated about the same number of candies as they had earlier predicted. In sum, perceptions of gender identity vary significantly across cultures. Interjudge agreement, and liking: Cross-cultural divergences. Baseball was
imported into Japan from the United States in the late 19th century. M., Harpending, H. Imitation may be the sincerest form of flattery, but as we'll see, it's also the most reliable route for cultural learning. It's the last one of its kind that I have. H., Campbell, D. These photos were all created by averaging several other photos together. Suarez-Orozco,
C., & Suarez-Orozco, M. S., Lin, D. Likewise, Baltzell argues that Boston's culture has maintained an elitism and a respect for authority and hard to govern, yet tolerant of diversity. Social Cognitive and Affective Neuroscience. Journal of Personality and
Social Psychology, 81, 989-1000. People with more incremental theories, in contrast, respond to failures by focusing on their efforts and the strategies they utilized (Henderson & Dweck, 1990). Mastro, D. L., & Gifford, R. The Piraha have been studied to investigate the kinds of mathematical computations they are able to do. Most Westerners, for
example, spend a good portion of their time obsessing about a few key choices that Agency and Control will have a big impact on their lives: "What kind of job should I marry?" "Where should we live?" "Should we live?" "Who should I marry?" "Where should we live?" "Should we live?" "Should we live?" "Should we live?" "What kind of job should I marry?" "Where should we live?" "Should we live?" "Who should I marry?" "Where should we live?" "Should we live?" "Sh
couple. Why are people with interdependent selves more likely to act differently across different situations? If we focus on facial expressions, there is good evidence for universality in emotions around the world. But I don't want you to do that." The mother is thus empathizing with the child's perspective and is taking his lead. The two most common
clinical manifestations of eating disorders are anorexia nervosa and bulimia nervosa. However, that same survey revealed that most students themselves said that they were not so comfortable with the amount of alcohol being consumed (Prentice & Miller, 1996). Irwin, D. The cases of hikikomori and dhat are examples of culture-bound syndromes, in
that in many other cultures the symptoms that characterize them are largely absent or do not cluster together, do not occur in the same kinds of circumstances, or do not appear at anywhere near the frequency that they do in the places where they have been primarily identified. Previous Editions Glenn Adams, University of Kansas David Armor, San
Diego State University Mary Jo Carnot, Chadron State College Jonathan Haidt, New York University of Delaware Richard Nisbett, University of Michigan Fernando Romero, Glendale Community College Julie Spencer-Rodgers, California Polytechnic State
University, San Luis Obispo Third Edition Michael Bender, Tilburg University Thierry Devos, San Diego State University Matt J. Do you think the rituals are morally wrong because they are acceptable because they are sustained by local cultural
meanings? Both of these events require speed. E., 544 Sefa-Dedeh, A., 449 Segal, M. With market pricing, members of a party the world. Cultural elaborations of obesity: Fattening practices in Pacific societies. Multicultural People They reasoned that the answer to this guestion is "it depends"—it depends on which cultural knowledge network has
been activated. Rather, these different kinds of mathematical reasoning strategies can be understood as cultural products that have become more and more complex as people have added innovations to earlier ways of thinking about numbers. Unpackaging cultural findings means identifying the underlying variables that give rise to the cultural
difference. Much research has demonstrated that people holding an incremental theory of self. In most other industrialized countries today, but not in the United States, people tend to be taller than their parents. Likewise, Japanese were found to rationalize their decisions
when they consider the decisions they think others would make, which also suggests a motivation to be consistent with others' decisions (Kitayama, Snibbe, & Markus, 2004). GN502.H45 2015 155.8'2--dc23 2015022957 W. M., 53 Ho, D. This view, the Two-Factor theory of emotions (named for the factors of the physiological signals and the
interpretation of those signals), redirected the focus of emotions away from the physical body and into the mind. These include the sheer range of opportunities that confront children as societies industrial Revolution. Hedden, T.,
Ketay, S., Aron, A., Markus, H. Because the cow was left of the person in the original room, they maintained these relative positions in the new room. Yet, it is important to note that Putnam's data were largely collected before the rise of the Internet and social-networking technologies. Journal of Personality and Social
Psychology, 102, 833-855. Recent research reveals that Latin Americans prefer high-arousal positive emotions at least as much as (if not more than) Canadians or Americans (Ruby, Falk, Silberstein, Villa, & Heine, 2012). Gender and Culture 225 And what can we make of these gender differences? College sophomores in the laboratory: Influences of a
narrow data base on social psychology's view of human nature. What do you think the essay writer's true attitudes were toward Castro? This book investigates the relations between culture and the ways that people think and, as such, it's necessary to clearly define culture. The emi, however, does not have any personal char- 587 588 CHAPTER 14
MENTAL HEALTH acteristics, and the individual's unique qualities come from the ori, which is viewed as a diety. general psychology of assuming that the mind operates under a set of natural and universal laws that exist independently of the context that the individual
is in and of the content of what they are thinking about. Brown (Ed.), African philosophy: New and traditional perspectives (pp. Until a few decades ago, they had been a ferocious warring people have interpersonal duties toward others that they are
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morally obligated to uphold. So the cultural learning by the macagues and by other animals at least seems to be very slow compared to the kinds of cultural learning evidenced by humans. This view of self as an immutable entity, working within the context of a mutable world, sustains a perception of primary control. In many societies where plow
cultivation is practiced, women do not participate much at all in the labor sphere but instead tend almost exclusively to domestic affairs. The second category of explanation is that people living in different cultures have experiences within their own lifetimes that have an impact on their biology. Kim, J., & Hatfield, E. (2014). Even more problematic
these samples are not representative of Westerners more generally, because the sampling method that has become standard in cognitive, social, personality, and some research in clinical psychology is to recruit participants from undergraduate psychology classes (Sears, 1986). Psychological Science, 25, 2277-2280. 341 342 CHAPTER 8
MOTIVATION Several categories of magazines, women's magazines, women's
people interact with their environment through the "tools" or human-made ideas that have been passed down to them through history. For example, in the case of the cartoon controversy introduced at the beginning of this chapter, it appears that the Muslim protestors were viewing the controversy more from the perspective of the ethic of divinity.
and publishing cartoons that deface Muhammad are unacceptable according to this ethic. Journal of Health and Social Behavior, 22, 78-89. Implicit theories, attributions, and coping: A meaning system approach. 115-143). Research finds that people run differently in bare feet, such that they are more likely to land on their fore-feet or mid-feet
compared with people running with shoes on, who tend to land on their rear-feet (Leiberman et al., 2010), and some anecdotal reports indicate that barefooted running leads to reduced injury rates (Robbins & Hanna, 1987), although this continues to be debated. Costa, P. However, people in Kerala outlive African-Americans by a substantial degree
(Sen, 1999). The individual's consistency coefficients were then correlated with both their well-being scores and the evaluations of the informants. K., 500 Chentsova-Dutton, Y., 408, 573 Chentsova-Dutton, Y. 69-93). In one case they have to figure out where everyone would sleep in a house that has only one room (that decision was easy); in other
cases the house had two rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms, three rooms, and so on up to seven rooms.
the same on the test when they were speaking as when they were silent (the difference between the two conditions is not significant). 67-84). A., 527 Tobin, J. However, when the participants conversed in English, they all sat about the same distance from each other, regardless of culture. The social brain hypothesis is thus the best supported of these
accounts for why primates got their large brains. E., 464 O'Malley, P. Could it be that this over-the-top strict parenting style actually leads to successful children? There has been much debate about what causes these cultural differences in the presentation of depression. Journal of Cognitive Neuroscience, 20, 2167-2174. English, T., & Chen, S. K.,
526 Puente, S., 149 Purdie-Vaughns, V., 27 Putnam, R. dynamic social impact theory A theory suggesting that individuals influence each other through their interactions, which gives rise to clusters of like-minded people separated by geography. There are many similarities between language and culture, and a very good proxy for how familiar a
person is with a culture is his or her skill with its language. You have your hands full. Sands (Ed.), Anthropology of sport and human movement (pp. The individual in twelfthcentury romance. S., 111 Kalick, M. Floud, R., & Harris, B. Is there universal recognition of emotion from facial expression? If the same behaviors are met with frustration or
distancing from your loved one, you would appraise the situation differently and feel a different emotion. Impact of parenting practices on adolescent achievement: authoritative parenting, school involvement, and encouragement to succeed. (Patel, Simunyu, & Gwanzura, 1995; Prince, 1960; Wen, 1995). Why do you think arranged marriages have
been on the decline in most parts of the world? A number of other studies provide evidence that chimpanzees and other primates tend to solve problems with emulative learning (e.g., Custance, Whiten, & Fredman, 1999; Tomasello, 1996). them mindset, 26-27 Utku Eskimos display rules, 417 emotions words, 424 UVR
(ultraviolet radiation), 525 Uzbekistan, 191-93 V Vai, 193 values acceptable trade-offs and, 300 deprivation effect and, 135-36 sleeping arrangements and, 178-80 Vancouver, ethnic group stereotypes in, 85 van Gogh, Vincent, 339, 373 vegetarianism, 500 Venezuela conversation distance, 160 SRI scores, 225 vervet monkeys, 45 Vietnamese choice
making by, 331-33 migrants to New Orleans, 271 skin color of, 526 violence in adolescence, 188-90 amok and, 569 S-33 S-34 SUBJECT INDEX violence (continued) cartoon controversy and, 480-81 mass killings, 569, 570 in southern vs. While Ben was sitting on a bench trying to decide what to do next, a well-dressed man sitting next to him walked
away for a minute. I'm not going to argue about it." ture's basis for deciding what is right and I'm not going to argue about it." ETHNOCENTRISM AND INTERPRETING CULTURAL VARIABILITY wrong is an inherently challenging task. P., Kitayama, S., & Lackenbauer, S. Clark, D. Likewise, a number of other investigations have used the NEO-PI-R to
have people evaluate themselves in many different cultures (Allik & McCrae, 2004; Yik, Russell, Ahn, Fernandez-Dols, & Suzuki, 2002). One commonly held view is that both anorexia and especially bulimia are culture-bound syndromes (e.g., Gordon, 1990). iological arousal and their interpretation of that arousal. Metabolic constraint imposes tradeoff
between body size and number of brain neurons in human evolution. Tafarodi, R. Half the participants received only one argument (either Argument B) and were asked to indicate how compelling they found it to be. Remembrances of times East: Absolute spatial representations of time in an Australian Aboriginal community
Participants from other cultural backgrounds were not included in the study. However, another interpretation is still possible to explain these findings. Moreover, this often generalizes to the tribal level in many smaller societies, characterizing a significant
proportion of relational exchanges there. The 427 428 CHAPTER 10 EMOTIONS TABLE 10.2 Emotion categories used in Kitayama et al.'s study of emotions Respect Ashamed Shitashimi (friendly feelings) Oime (indebted) Positive
Interpersonally Disengaged Emotions Negative Interpersonally Disengaged Emotions Proud Anger Yuetsukan (superior) Futekusare (sulky feelings) pattern of correlations was quite striking, as shown in Table 10.3. Those Japanese who reported feeling a great deal of positive interpersonally engaged emotions reported a lot more positive feelings in
general. That is, because the field of psychiatry was largely developed in the West, the disorders that are observed in the West, such as depression, social anxiety, and schizophrenia, are often viewed as the basic categories of diagnosis. L., 471 Murrell, A., 26 Murstein, B. CIA world factbook rank order—life expectancy at birth. American Journal of
Public Health, 8, 1559-1565. Much research on self-awareness, conducted with Westerners, has focused on how people's self-awareness can be changed by putting them in front of certain stimuli. Fabrega, Jr., & D. One study investigated this question by comparing the positivity of self-views of Mexican-American and European-American preschool
and elementary-school children (Tropp & Wright, 2003). In all cultures, most people live with others, socialize with others, work with others, and sleep with others, and sleep with others, socialize with others, work with others, and sleep with others,
explanation is that poorer people are more likely to participate in cultural contexts that are more encouraging of unhealthy habits, such as smoking, eating fast food, or living a sedentary lifestyle. So she came to my room with some food to make me feel better—a plate of boiled octopus. But clearly, most people in industrialized societies live in
communities that are larger than 150. Social Indicators Research, 55, 329-352. 219 CHAPTER 6 SELF AND PERSONALITY The links between socioeconomic status and individualism are strong enough that periods of economic growth tend to be linked with growing rates of independence and recessions with increasing interdependence (e.g.
Grossmann & Varnum, in press; Park, Twenge, & Greenfield, 2014). A., Gadian, D. G., 412, 416 Scollon, C. Rather, equality tends to be preserved within a certain range of constraints, such as one's age or official credentials. Consider the following story, which is known to almost every Chinese: One day an old farmer's horse ran away from him.
Monkey responses to three different alarm calls: evidence of predator classification and semantic communication, Science, 210, 801-803. Park, H., Twenge, J. The authors of these books seem to be aware of what their audiences want, as subsequent analyses revealed that European-American preschool children preferred the pictures of excited faces
more than the Taiwanese preschoolers did, and they also felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities; the Taiwanese children felt more similar to the characters who were engaged in low-arousal activities.
the inner highlands of New Guinea. An important question to consider is how these particular motivations, and cultural ideas more generally, come to be so widespread within cultures yet so different between cultures. There has been scant research mapping out how psychological processes change with acculturation, and we do not know how well
the findings shown in Figure 7.11 would generalize to other psychological phenomena or to people acculturating from different cultural backgrounds (also see McCrae, Yik, Trapnell, Bond, & Paulhus, 1998). Copyright © 2014, American Association for the Advancement of Science. One study used the Sex Role Ideology (Kalin & TABLE 6.1 Tilby, 1978)
scale in 14 countries to investigate peoMean scores on the sex role ideology scale ple's attitudes toward how men and women should act Males Females (Williams & Best, 1990). CULTURE AND GENDER EQUALITY. There are clear cultural
differentiation of values by Hong Kong bilinguals. R., 217 Lasaleta, J., 241 Latané, B., 85 Lau, S., 182 Lavin, T., 185, 186, 349 Lawrence, A. Evolution and Human Behavior, 20, 309-324. in significantly more negative terms than the Jewish participants did. North Americans of European descent are especially concerned about their self-esteem, and they
engage in a variety of tactics to boost the positivity of their own self-view. A cross-cultural analysis of avoidance (relative to approach) personal goals. James, W. One such theory rests on the observation that many primates eat a lot of fruit. Earleywine, M. Makuk, Heck, & Reuben, 1998). Y., Chu, T. This is a sensitive and controversial issue that
divides society and psychologists. Perani, D., Paulesu, E., & Galles, N. Personal persistence, identity development and suicide. I include this rather dramatic contrast between Sambian and Western culture to make two points. Third, the cultural differences become even more pronounced as the children continue to participate in their respective
educational systems. when contrasting cultures that are especially different (see Figure 4.2)? Majorcan shop Here speeching American. REFERENCES Geertz, C. Rather, expectations for such antisocial behaviors were present in only 44% of societies with respect to boys, and in only 18% of societies for girls. Journal of Personality and Social
Psychology, 87, 354-362. Emerging adulthood: A theory of development from the late teens through the twenties. The psychology of poverty. In contrast, Chinese mothers are more likely to call attention to their child's mistakes and transgressions, thereby elaborating on how the child needs to change to fit in better (Miller, Wiley, Fung, & Liang
1997; Wang, 2001). Polymorphisms of renin-angiotensin genes among Nigerians, Jamaicans, and African-Americans outperform Asians on multiple object tracking. Perspectives on Psychological Science, 9, 556-
578. Hikikomori, for all intents and purposes, appears to be largely a unique Japanese form of psychopathology in its prevalence. E., & Ryder, A. One study explored this question among Kenyans and Americans by asking people to describe themselves in the same way that you did with the Twenty-Statements Test (Ma &
Schoeneman, 1997). Belief-desire reasoning among Baka children: Evidence for a universal conception of mind. Science, 341, 976-980. An apparent reason for this is that the Fulani are the dominant ethnic group in this area. Another factor that predicts the subjective well-being of nations is human rights. the world. generalizability The degree to
which re search findings about the particular samples studied can be applied to larger or broader populations. 22-31). The transmission of culturally dominant modes of attention: Parent-child joint description activities in Canada and Japan. This suggests that humans may have evolved the cognitive capacities to function best in groups of around 150
people. Clear power hierarchies exist within these groups, and individuals form various relationships and alliances with each other that are often communicated through their regular grooming activities. As a result, humans are better at acquiring and mastering languages early in life (both first and second languages, although adults may initially
outstrip children when they begin to learn a second language; Johnson & Newport, 1989), but this capacity declines with age, especially with respect to aspects such as accent and grammar (Lenneberg, 1967; Newport, 1991). Strategic Entrepreneurship Journal, 4, 106-127. These various disorders, which do not map clearly onto any syndromes
commonly identified in the West, along with other, less-studied ones from various small-scale societies (for a review, see Littlewood & Lipsedge, 1987), further attest to the diverse ways that cultural context shapes psychological experiences, both normal and abnormal. J., 102 Steele, C. Müller-Lyer illusion A visual illusion in which a line with ends
that angle away from the line appears longer than a line with ends that angle toward the line. New York, NY: Houghton Mifflin. Wilss, W. It was found that parents often used stories about the child's past behaviors to socialize them. In accordance with these very predictions, the Surinamese and Turks expressed more relational concerns and attended
more closely to how situations affected others, compared with the Dutch. C., 355, 405, 425, 435 Elovainio, M., 266 Elseviers, M., 554 Elston, M. It is difficult to assess with any confidence the degree to which emotions 1.5 1 0.5 0 0.5 1 1.5
FIGURE 7.10 Japanese Moving to Canada Canadians Moving to Japan 279 CHAPTER 7 280 LIVING IN MULTICULTURAL WORLDS North American culture. Hunter (1991) proposed that a culture war exists in the United States and those who
have an "impulse toward progressivism" (p. That is, they simplified the large number of different items from the various scales into four underlying measures. Some theories have focused more on the physiological markers of emotions; others focus more on the interpretive aspects of emotions. Cultural sensitivity or cultural stereotyping? S., 353
Conner, A. Liu, & C. E., Schwartz, D., & Thompson, M. In a free-choice condition, the experimenter let the participants choose any pen they wanted. M., 523 Zola, I. Here's a sample reply from a progressivist Baptist: There really has to be some sense of rightness and wrongness that has to transcend what God would think, or what the priest would think, or what the priest would think the priest would be some sense of rightness and wrongness that has to transcend what God would think, or what the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend what God would think the priest would be some sense of rightness and wrongness that has to transcend whether the priest would be some sense of rightness and wrongness that has to transcend whether the priest would be some sense of the priest would be so
think, or what my mother would think. In one study they conducted, attributions were investigated among Westernized Chinese students in Hong Kong (Hong et al., 2000). The research revealed two notable things. Our confidence in a theory increases with the number of different ways a researcher can provide support for it. Murdock, G.
Psychological Science, 6, 170-175. M., Garfinkel, P. The individual as "melting pot": The flexibility of bicultural self-construals. B., Butler, E. Social Psychological and Personality Science, 1, 19-25. The English and Spanish speakers were equally accurate when identifying the targets who had acted intentionally (the languages do not differ in how they
describe intentional agency); however, the English speakers were more accurate than the Spanish speakers in recalling who had broken the vase unintentionally. R., Matsumoto, H., & Norasakkunkit, V. DEPRIVATION EFFECTS. Consider the results of the following study that in- vestigated values in 38 countries around the world (Schwartz, 1994).
Given this pattern of cultural differences between various countries in Asia and North America, it might not be surprising to learn that different kinds of exams are given in the two cultures. We rely on the principle of Occam's razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory should make as few assumptions as possible, eliminating, or "shaving off," any extraneous razor, which states that any theory shaving a shaving razor razor
CASE STUDY: THE CULTURE OF HONOR IN THE SOUTHERN UNITED STATES assumptions. Once their liget had reached a crescendo, further fueled by chewing on the narcotic leaves of the betel nut, they would rush in and attack their victim. Efrain, M. Cognition and Emotion, 23, 714-725. F., 405, 408, 412, 427 Barrowclough, C., 584 Barry, H.,
III, 189 Bartsch, K., 200 Basanez, M., 330 Bassett, M. The individual would appear to fare better by not expressing that are clearly pro-
Castro. The underlying goal of general psychology, as Shweder sees it, is to provide glimpses of the CPU operating in the raw so that we can understand the set of universal and natural laws that govern human thought. Y., Park, J., Suh, E. And it is acquired by the boys through years of ritualized homosexuality. However, in the process of learning a
language, our brains need to organize language sounds and other features in order to recognize them. Mesquita, B., & Frijda, N. D., Coe, C. REFERENCES Shweder, R. Dhawan, N., Roseman, I. You've been around this planet for some time now. They compared a number of dimensions of the official portals for each of the websites. Acculturation and
coronary heart disease in Japanese-Americans. Some cultural variation can thus be understood as the result of universal domain-specific psychological responses being activated in response to specific conditions. This change in attitudes was especially true of those attitudes that participants viewed to be personally important at the beginning of the
semester and, consequently, were discussed most with their peers over time. Kleinman, H. Gemeinschaft relationships bind people together with the social glue of concord—that is, relationships are viewed as real, organic, and ends in themselves. For example, whereas about 80% of American females report eating products from which fat has been
removed (such as low-fat yogurt) a few times a week, only about 20% of French males do. People were asked 25 questions about their beliefs regarding the data would also neutralize acquiescence biases; however, standardization
can be problematic, as noted earlier. Why might people be motivated to think of themselves as different from others? This cultural difference in tendencies to seek mental health treatment from professionals (e.g., Sue, Fujino, Hu, Takeuchi, &
Zane, 1991). If you ask individual students how talented they are at academic abilities and their academic abilities also tend to actually perform better at school—there's a positive correlation between what students think about their academic abilities and their academic abilities and their academic abilities and their academic abilities and their academic abilities also tend to actually perform better at school—there's a positive correlation between what students think about their academic abilities and their academic abilities and their academic abilities and their academic abilities are academic academic abilities are acad
Wundt's early contributions, the study of culture in psychology has had a number of revivals, although it was never fully embraced by mainstream psychology until recently. In contrast, the low-status participants were more likely to view the man's behavior as immoral if they said they were bothered by the event than if they felt that anyone was being
harmed. Boys are believed to be contaminated from their mother's wombs, they are seen as too dependent on their mothers for protection and warmth, and their feminized position is highlighted as they wear the same type of grass apron as females. Cutting taxes is seen to increase the amount of disposable income consumers have. G., & Waxman, S.
Japan significantly longer after failure than success. The Jean Piaget Symposium series (pp. A variety of specific kinds of subtasks made up the social problemsolving tasks, and the single subtask that humans most outperformed the cultural
difference in embarrassability, we might never have learned about the important relationship between embarrassability and interdependence. With the Protestant Reformation, work had become a moral obligation rather than something necessary for subsistence. In some ways, it seemed at the time that the key components of the autonomic nervous
system—the sympathetic and parsympathetic and parsympathetic nervous systems—were just either turned on or turned off. Psychologia, 16, 209-213. New York, NY: Riverhead Books. K., Sefa-Dedeh, A., & Rothblum, E. K., 567 Keller, Heidi, 173 Kenya/Kenyans, 21, 208-9 Kerala, India, 546 Kesebir, S., 429 Kim, H. C., 575 Chee, K. Public Health Reports, 101, 253-265.
This idea of committing suicide to accept responsibility and preserve one's honor can still be observed in modern Japan. 12-17, copyright © 2008 by the Association for Psychological Science. A middle-sized symbol indicates two scores at the same value. However, the differences in health
tend to be just as large among adjacent SES groups at the high end of the income spectrum. Personality and Social Psychology Bulletin, 35, 1555-1566. Ratner, C. We will discuss how the concerns people have, and how people work toward addressing those concerns, are shaped by their cultural experiences. Researchers rely on this convention, and social Psychology Bulletin, 35, 1555-1566. Ratner, C. We will discuss how the concerns people have, and how people work toward addressing those concerns, are shaped by their cultural experiences.
the result is that one standard methodological technique used in survey research is to ask participants about the same issue in a number of items that vary slightly. J., & Ban, L. A person's self-descriptions can be summarized in a variety of ways. For the second example, Berinmo color categories distinguish Chips 1 and 2 whereas English color
categories do not. Consider the friendships that were developed at the Maryland Police Academy in the early 1970s (Segal, 1974). By watching Bonzo try to knock the bananas down with a stick, they come to learn that the stick can be used to knock the bananas. Language and culture are both meaning systems that we acquire through our social
interactions, and they depend greatly on each other. D., 235 Campbell, W. R., 271, 550 Floud, R., 536 Flynn, E., 46 Flynn, J. Parallel findings also emerge when more relationally mobile Americans who live in rural settings. S., Spencer, S. For example, in Canada the suicide
rate for First Nations adolescents is five times higher than that of mainstream adolescents. Americans who have recently graduated from college had considerably higher self-esteem when they were in college than their parents' generation did when they were in college than their parents' generation did when they were in college had considerably higher self-esteem when they were in college than their parents' generation did when they were in college had considerably higher self-esteem when they were in college than their parents' generation did when they were in college had considerably higher self-esteem when they were in college than their parents' generation did when they were in college had considerably higher self-esteem when they were in college than their parents' generation did when they were in college had considerably higher self-esteem when they were in college than their parents' generation did when they were in college had considerably higher self-esteem when they were in college had considerably higher self-esteem when they were in college had considerably higher self-esteem when they were in college had considerably higher self-esteem when they were in college had considerably higher self-esteem when they were in college had considerably higher self-esteem when they were in college had considerably higher self-esteem when they were higher than the college had considerably higher self-esteem when they were higher than the college had considerably higher self-esteem when they were higher than the college had considerably higher self-esteem when they were higher than the college had considerably higher self-esteem when the college had col
Japan and the United States. (1951). This chapter explores how people's psychology is affected when they move to a new culture. Indeed, Amy Chua regularly directed her children's attention to where they weren't doing well enough. Journal of Personality and Social Psychology, 98, 904-916. Figure 13.11 shows the correlations between doctors and
laypeople in terms of how they responded to the 25 items. D., 274 Guilford-Davenport, M., 450 Guimond, S., 270 Gullahorn, J. Berinmo boundaries Target Chip 1 for the first one, whereas Berinmo speakers are equally likely to select Chip 1 as they are Chip 2. Nonverbal "accents": Cultural
differences in facial expressions of emotion. The problem of the cultural development of the cultures are not comparably familiar with the research setting, ensuring methodological equivalence is a
more challenging endeavour; we have to adapt our procedures so that they are understandable in each culture (Triandis, 1994). In contrast, the least collectivistic states were in the Mountain West, the Great Plains, the Northeast, and the Midwest. They
compared the posters of scientists from North America and scientists from East Asian universities who were presenting at the same international (and English-speaking) conferences. Not unlike with the public goods game, many members of the Russian audience seemed to be more motivated to sabotage the play of contestants than to help 513 514
CHAPTER 12 MORALITY, RELIGION, AND JUSTICE them. In the 17th century, French medical opinion stated that bodily secretions offered a layer of protection, so it was considered unhealthy to bathe frequently (Ashenburg, 2007). Washington, DC: Counterpoint. University of Connecticut. In particular, many of the world's cultures remain
association between adolescence and violence has been perceived as so reliable that sociologists make predictions about crime rates by tracking the percentage of the population who are between the ages of 14 and 21 (e.g., Fox, 1978). This question was explored by contrasting the well-being scores of people who were born in America and who
reported a single ethnic identity with the average well-being scores of various countries around the world (Rice & Steele, 2004). These kinds of experiences are common in industrialized cultures everywhere. This problem is known as the reference-group effect (Heine, Lehman, Peng, & Greenholtz, 2002; Peng, Nisbett, & Wong, 1997). 1 (pp. This
adaptation allowed humans to learn the requisite technologies and skills to stake out a successful existence in such diverse environments as the ice-encased Arctic hinterland, the thick Amazonian jungle, the parched Kalahari desert, and the dog-eat-dog corporate world of Wall Street. 26, pp. Who follows whom? external attributions Interpreting the
cause of an action as something outside of oneself. Aging and wisdom: Culture matters. Introduction in M. A., 134 Strack, F., 419 Straw, B. I am quite certain that although I have a decent intellectual understanding of amae, I do not experience the emotion in the same way that most Japanese do. In contrast, Payer argues that the metaphor embraced
differences in the facial regions that people from different cultures attend to (Goh et al., 2010). His younger brother, Walter, was 14 at the time. Norenzayan, A., Atran, S., Faulkner, J., & Schaller, M. R., 244, 329, 331 Naidu, R. Does this sound like familiar or good parenting to you? For example, when Americans are embarrassed they tend to make a
facial expression along the lines of that shown on the left in Figure 10.9. They turn their face. 87-104). Baumeister, R. As you can see in Figure 7.11, this classification resulted in a clear relation between exposure to North American culture and self-esteem. Determinants of
about the innate structure of the human brain (e.g., Fodor, 1983). More generally, highly extraversion (Fulmer et al., 2010). This explanation can address some of the heightened health risks among the poorer
classes; however, it is less able to account for the health differences that are observed among the wealthiest groups. Majid & N. E., Kogan, S. To have cumulative cultural evolution you need creative invention, which we often can observe among many species, such as when a clever chimpanzee first figured out 45 46 CHAPTER 2 CULTURE AND
HUMAN NATURE how to fish termites out of their mounds with a twig. One explanation for the drop in prevalence is that patients with hysteria-like symptoms are being diagnosed with other disorders, and schizophrenia (Ovsiew, 2006). Educational Testing Service. Why are Chinese more likely
to be contrarian stock investors than Canadians? Cambodian hotel Wishing you "Bong Voyage." Hong Kong bathroom For keeping the toilet clean and tidy, please dump at the dust bin. One example of an evoked cultural difference can be seen in cross-cultural variation in the importance of physical attractiveness in selecting a mate. Grammatical
gender and object concepts. L., Jr., 171 Pott, M., 180, 188 Povinelli, D. So what might these differences in artistic convention be telling us? When they had been insulted, in stark contrast, they went right up to the face of the second confederate. 176). However, mathematics is also a domain in which we can see pronounced cultural variation in
men with college degrees than they are for African-American men and for European-American men and Follow-Up Program Cooperative Group, 1977; Pamuk et al., 1998)
Some organisms specialize shortly after birth, such as goslings imprinting on the first caretakers they encounter and following them as though they were their mothers. Adding to this complexity, there are other kinds of groups aside from countries that can be argued to have cultures. Journal of Personality and Social Psychology, 80, 68-74. Social
Psychological and Personality Science, 5, 608-615. But is this true? L., 450 Jacobs, R. In contrast, the principle of need, in which resources go to the needy, is respected more in India. Furthermore, IQ test results are not given out in public schools, and teachers are averse to discussing differences in abilities among students (Tobin, Wu, & Davidson
1989). acquiescence bias A tendency to agree with most statements one encounters. Journal of Cognition and Culture, 1, 69-100. Because language skills confer such an obvious evolutionary advantage, there should be evidence of a sensitive period for language skills confer such an obvious evolutionary advantage, there should be evidence of a sensitive period for language skills confer such an obvious evolutionary advantage, there should be evidence of a sensitive period for language skills confer such an obvious evolutionary advantage, there should be evidence of a sensitive period for language skills confer such an obvious evolutionary advantage, there should be evidence of a sensitive period for language skills confer such an obvious evolutionary advantage, there should be evidence of a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensitive period for language skills confer such as a sensit
K., Ito, K., Sato, K., Takahashi, H., Kamata, M., Higuchi, H., et al. An investigation of two competing explanations. Because ingroup relations are so critical for self-definition for people in more interdependent cultures and because ingroup relations are so critical for self-definition for people in more interdependent cultures and because they serve to direct appropriate behaviors in those contexts, it would be especially necessary to identify those with whom
one has such significant relationships. We will consider questions such as these: "How universal are needs for self-esteem?" "How are people from different cultures motivated to seek control?" "Are people from different cultures motivated to seek control?" "Are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "Are people from different cultures motivated to seek control?" "Are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "Are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "Are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures motivated to seek control?" "How are people from different cultures m
theme that guides the discussion of this chapter. To succeed at this task, you have to be especially good at attending to the relations between these different pictures, something that holistic thinkers should do well. R., 538 Ekman, P., 135, 405, 407, 408, 409, 412, 416, 417, 418 Elfenbein, H. H., 438 Godart, F., 293 Godelle, B., 48 Goel, M. Beginning
just prior to World War II and continuing for a couple of decades was a period when a number of anthropologists and personality studies." Ruth Benedict wrote a book in 1934, Patterns of Culture, that is often seen as one of the prototypic
exemplars of the enterprise. People in Many Cultures Are Becoming More Intelligent One of the most remarkable findings regarding cultural change is that people seem to be getting smarter. It is also sometimes cultivated through various magic rituals. Y., Xu, J., Chu, T. So an easy way to feel better about the C you received on your paper is to hang
out with the people who got D's. Their task was to ensure that their ship had enough fuel to reach Planet Ektar to save the world from imminent disaster. Romania's abandoned children: Deprivation, brain development, and the struggle for recovery. Which kind of control do you think you experience more often? Of course, even within a family there is
not complete equality. Americans seem to have conflicted attitudes toward food, especially among women. J., Chirkov, V. Their footprints, which remained preserved in the ash, were subsequently viewed as the earliest direct evidence of bipedality in the hominid line. In many parts of the world, important decisions such as these are seen to reflect on
the entire extended family, and often they are not made by the individual but by his or her parents. A sociology of friendship and kinship. Groups 480 CHAPTER 12 T MORALITY, RELIGION, AND JUSTICE he first few months of 2006 were extremely volatile, as the world witnessed a widespread series of enraged demonstrations. That is, if it's so
common to be concerned about one's interpersonal relations, people might be less likely to be troubled by having these anxieties or to find them impairing. That is, the results support the notion that the language differences between the cultural groups influenced the way the participants thought about the tasks. Obaachan could not seem to
& Palumbo, F. wells. Rather, I'm referring to the obvious fact that people in any given cultured different methodologies (29 different methodologies, at last
count; Heine & Hamamura, 2007), and the East Asian samples often show a tendency to exaggerate a negative self-view. Similarly, Chinese mother's lead (Haight, 1999; Wang, 2001; Wang, Leichtman, & Davies, 2000). The underlying
idea of the situation sampling methodology is that if researchers can see how people respond to situations that are regularly experienced by people in another culture, they can get a viewpoint into how cultures shape people's ways of thinking. For example, you would likely feel far less stressed discussing your university experiences with a friend than
with someone who was interviewing you for a job that you desperately want, even though you might be talking about the same topic. A second small contributor (also estimated at around 10%) is the increasing suburbanization of America, which results in people spending more time in their cars and in their homes and being less likely to run into
friends and neighbors during the day. The participants were asked whether they had seen the fish in the picture before. Coleman (Eds.), Multicultural counseling competencies: Assessment, education and training, and supervision (pp. Parallel findings have emerged for other kinds of animals: More social species of whales, carnivores, ungulates, and
birds have larger brains than closely related species that are less social (Burish, Kueh, & Wang, 2004; Perez-Barberia, Shultz, & Dunbar, 2007). Indeed, if one is considering whether one is fitting in with others, one must take the perspective of an object and think about how others are viewing oneself: "Did I just offend Ravinder?" "Andres seems to
like my sense of humor," and so on. I would be willing to marry a North American person. A., & Schooler, C. For example, a comparison of facial expressions that were shown in characters in American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be willing to marry a North American person. A., and so on. I would be will be wi
than the Taiwanese faces. Gomby, & B. The researchers were able to make a convincing case for the universality of a theory of mind by selecting cultures that differed maximally from each other. Note that Nisbett and Cohen's rationale here is not limited to herders in the United CASE STUDY: THE CULTURE OF HONOR IN THE SOUTHERN UNITED
STATES FIGURE 4.7 In the late 19th century there was a famous multigenerational feud between the Hatfields (pictured above) and the McCoys in the borderlands between West Virginia and Kentucky. The overall equality among people in a country is also associated with greater subjective well-being (Diener et al., 1995). A concern with face leads
people to prioritize a concern with how others might view them over a concern with how they might view themselves. When given the chance, the individual is likely to try to use the stick to get some out-of-reach bananas for himself, and use it in the same way that Bonzo did. Voodoo death, which is largely found in Africa, is a condition in which
people are convinced that a curse has been put on them or that they have broken a taboo, which results in a severe fear reaction that sometimes leads to their own deaths (Hughes, 1996). P., Tan J. As you can see, several methodological that make it difficult to compare subjective questionnaire responses across cultures. Hence, humans don't seem
FIGURE 2.8 Ayumu demonstrating his human-besting working memory skills. The pattern of results nicely captured the authors' hypotheses. Meacham (Eds.), The changing individual in a changing world (Vol. J., 27 Sato, H., 562 Sato, S., 470 Satterstrom, P., 292 Saucier, G., 247, 249 Saunders, B. Economist Ester Boserup (1970) proposed that a
seemingly simple cultural innovation in agriculture had far-reaching implications for gender norms. Personal taste and family face: Luxury consumption in Confucian and Western societies. The findings from studies that emphasize
multicultural messages fare better in numerous respects than groups that emphasize color-blind messages. For example, almost every culture has a creation myth—a story for how the world came to be. Malcolm, L. It is important to understand that less speech does not necessarily mean less communication. For example, Mumford, Whitehouse, and
Choudry (1992) found no evidence of anorexia in one large sample of Pakistani schoolgirls. Individuals who participate in cultural practices and scripts common in individualistic cultures are likely to develop an independent view of self, in which they tend to highlight how they are separate from others and how their identity is based on inner
attributes that are relatively stable across time and situation. Even the children are worried all the time" (Wagman, 2008). The standardized scores (also known as z scores) indicate how participants respond to each item compared with their typical way of responding. Those in the "Chinese prime" condition were shown such pictures as a Chinese
dragon, the Chinese Emperor's Summer Palace, a rice farmer, the Great Wall, and a mythical Chinese dancer. Social Behavior and Personality, 28, 1-14. Gutchess, A. Self-Descriptions Percentage of Statements 80 70 60 50 Personal Characteristics Roles and Memberships 40 30 20 10 0 American Nairobi Workers in Undergrads Nairobi
Masai Samburu FIGURE 6.4 The proportion of self-descriptions that considered personal characteristics versus roles and memberships across cultural groups. In 1928, Margaret Mead famously made the case that adolescents growing up in Western Samoa enjoyed a carefree and smooth transition to adulthood, somehow avoiding all the difficulties
so common in the West. Jerungdu is physical strength and is viewed as the supreme essence of maleness. M., 145, 204, 205, 267, 327, 341, 427 Tracy, J. People from collectivistic backgrounds are more motivated to maintain harmonious relationships, and this can be facilitated by acting in ways consistent with the behavior of others. Furthermore, in
many ways these interconnections among cultures are resulting in the formation of a global culture. Moral divisions within countries between orthodoxy and progressivism: India and the United States. Cultures vary in the display rules that shape how emotions are expressed. For example, we might expect that a Chinese-American can feel and act
very Chinese when with her extended family, yet feel very American when with her friends at school. Whorfian hypothesis Strong form: The words that are available to people determine how they think. Psychology and ethnology. Our desire to be consistent is something that advertisers or fund-raisers play on to encourage us to give them more of our
money. Affect, culture, and morality, or Is it wrong to eat your dog? Psychological Bulletin, 117, 187-215. Personality and Social Psychology Bulletin, 26, 1571-1586. For example, as described at the beginning of the chapter, specific cultural norms for appropriate table manners have become more common from generation to generation in Western
INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS CHAPTER OUTLINE Interpersonal Attraction Effect Close Relationships The Four Elementary Forms of Relationships Friends and Enemies Love 444 CHAPTER 11 INTERPERSONAL
ATTRACTION AND CLOSE RELATIONSHIPS H ere's an observation of mine: Ryan Reynolds and Scarlett Johansson are two very attractive people (Figure 11.1). Self-protection and the culture of honor: Explaining Southern homicide. H., 174, 186, 349, 350 Boroditsky, L., 383, 390, 393, 394 Bosma, H., 544 Bossaerts, P., 59 Boucher, H. If one
particular relationship is found to be insufficiently rewarding to devote appropriate relationship-maintenance efforts, it might be neglected and allowed to wither away, and the person might move on to form new relationships with others that could prove to be more rewarding. K., 459 Agiobu-Kemmer, I., 180 Agrawal, A. The entire toolkit of 18th
century Tasmanians consisted of only about 24 items, in contrast to the hundreds of items possessed by 18th-century aboriginal Australians just across a broad array of cultures, researchers have begun to compare mean levels of personality traits
across cultures. How primates' brains got to be as large as they are has been a matter of some debate. These studies are important because immigrants are genetically similar to people from their heritage culture, so they are an ideal sample to detect whether cultural experiences play a role
in the differences in psychological processes between populations. Rozin (Eds.), Morality and health (pp. If people are rationalizing their decisions, they should prefer their chosen CD even more and like their rejected CD even less after they have made their decisions, they should prefer their decisions, they should prefer their chosen CD even more and like their rejected CD even more and like their rejected CD even more and like their decisions.
love to suffer or suffer from too much happiness. Diamond proposes that thousands of years of dense populations living among livestock in Eurasia led to the development of many diseases over the centuries that the survivors and their descendants ultimately development of many diseases over the centuries that thousands of years of dense populations living among livestock in Eurasia led to the development of many diseases over the centuries that thousands of years of dense populations living among livestock in Eurasia led to the development of many diseases over the centuries that thousands of years of dense populations living among livestock in Eurasia led to the development of many diseases over the centuries that thousands of years of dense populations living among livestock in Eurasia led to the development of many diseases over the centuries that thousands of years of dense populations living among livestock in Eurasia led to the development of many diseases over the centuries that the survivors and their descendants living among livestock in Eurasia led to the development of many diseases over the centuries that the survivors and their descendants living among livestock in Eurasia led to the development of many diseases over the centuries that the survivors and their descendants living among livestock in Eurasia led to the development of many diseases over the centuries of the development of many diseases over the centuries of the development of th
ancestors in terms of our abilities to accumulate culture. You really do need professional guidance. In terms of informational features, people were motivated to spread the stories where motivated to spread the stories that
contained potentially useful information. Many Cultures Are Becoming More Individualism versus collectivism. Likewise, the decathlon includes both the discussed and contrasted throughout this book is individualism versus collectivism. Likewise, the decathlon includes both the discussed and contrasted throughout this book is individualism versus collectivism. Likewise, the decathlon includes both the discussed and contrasted throughout this book is individualism versus collectivism.
Grusec, J. E., Cox, J. Cambridge, UK: University of Cambridge Press. Shutting out the sun: How Japan created its own lost generation. Human Brains Are for Learning from Each Other primates on virtually all intellectually
demanding tasks. East Asians have been socialized from such a young age to attend to relationships that they do so unconsciously by continually scanning scenes. E., 252 Buckle, C., 568 Buffardi, L. That, in a nutshell, is Nisbett and Cohen's theory. For example, how similar are the experiences of Sweden to the experiences of Sweden t
Americans? Rethinking individualism and collectivism: Evaluation of theoretical assumptions and meta-analyses. Y., 56 Kuhn, M. First, consider how the actual landscapes around us may differ across cultures. taijin kyoufushou (TKS) A disorder similar to social anxiety disorder in that it involves fear elicited by social situations, but it is also
characterized by physical symptoms, including extensive blushing, body odor, sweating, and a penetrating gaze. Indeed, to the extent that a person strongly embraces an entity theory of self, making continued efforts can suggest a problem. Why SES is related to health has proved itself to be a complex problem, with no obvious single answer. C., 384
Savage-Rumbaugh, E. J., 540 Shorter, E., 570 Shulman, B. It is a self-concept that remains stable across relationship contexts. G., Payseur, B. Y., & Wang, S. Val, F. Science, 314, 1154-1156. K., 546 Senzaki, S., 186 Seppala, E., 438 Sevcik, R. The New Testament states
"that whosoever believeth in [Jesus] should not perish, but have eternal life" (John 3:15). Objective self-awareness and self-esteem. actually had the sexual affair. In contrast, a more independent person is likely to perceive himself or herself as existing and functioning separately from the social environment; therefore, the people in that environment
are relatively more tangential to the independent individual's identity. American Journal of Psychiatry, 158, 857-864. The Whorfian hypothesis suggests that the language people use affects their thoughts. Defending honor, keeping face: Interpersonal affordances of anger and shame in Turkey and Japan. However, it is useful to remember that we are
not very adept at being able to identify the future cultural changes that will occur over the next several decades. Moral reality. In other words, interdependent individuals should be more likely to be considering themselves from those from t
of other mammals, appears to have been selected primarily to engage in cultural learning. The driver of the motorcycle—who is an attorney—as he was on his way to court for some work, just took the passenger to a local hospital and went on and attended to his court work. holistic thinking A type of thinking characterized by an orientation to the
context as a whole. A., & Dalgleish, T. Today, they are largely peaceful, and they exist by hunting and by cultivating taro gardens and pandanus nut groves. H., 549 Brooks-Gunn, J., 543 Brosschot, J. No longer just a pretty face: Fashion magazines' depictions of ideal female beauty from 1959 to 1999. Emotion, 12, 1206–1209. Leff, J.,
Sartorius, N., Jablensky, A., Korten, A., & Ernberg, G. Implicit theories are a great place to explore cultural influences on psychology because they reflect the beliefs that people have. A., 382 Fiske, A. Last, the separation strategy involves efforts to maintain the traditions of the heritage culture while making little or no effort to participate in the host
culture. We can get a viewpoint into how Japanized Americans and Americanized Japanese behave, thereby learning a great deal about the ways culture shapes psychology. has worked at an entry-level job in a marketing firm. This is an evolutionary account for how love came to be. Oxford, UK: Oxford University Press. Rubel, A. Child Development,
62, 1227-1246. Social Science and Medicine, 61, 1243-1255. In contrast to those from the Baby Boom and Gen-X generations (born between 1982 and 1999) are more likely to report caring about developing a meaningful philosophy of life or being
politically engaged (Twenge, Campbell, & Freeman, 2012). Journal of Personality and Social Psychology, 71, 1062-1083. In one study, children ages 7, 9, and 11 were brought into the laboratory (Ji, 2008). Cultural effects on perspective taking. 546: Figure 1.1.2 from OECD (2013), Health at a Glance 2013: OECD Indicators, OECD Publishing
However, they do not seem to be the only factors that matter, because many nations have average subjective well-being scores that depart considerably from what would be predicted from these factors alone. Current Directions in Psychological Science, 13, 112-115. F., 20, 200 Miller, P. Interestingly, the Norwegian explorer Roald Amundsen spent
two years on King William Island in 1903-1904, and he and his men survived just fine; they had sought out the nearby Netsilik and learned from them how to hunt seals, make fur clothing, and acquire other survival skills. E., & Wilson, T. Proceedings of the National Academy of Sciences of the United States of America 105, 8552-8556. The American
drawings had lower horizons and fewer objects to contextualize the scene (Masuda, Gonzalez et al., 2008). The researchers coded each statement to see if it referred to a positive feature or a negative feature or a negative feature or a negative feature or a negative feature about the self. Chen, C., Burton, M. However, we learn other kinds of knowledge through formal schooling that is not explicitly taught. Unlike
the footprints of chimpanzees, in the Laetoli prints the big toes did not protrude directly off to the side, there were no parallel prints made by knuckles to support a quadrupedal gait, and the footprints revealed that the early humans who made them struck with the heel first and then pushed off from their toes in the same way that modern humans do
However, these weapons could most easily be acquired from Europeans in exchange for slaves, which led to a "qun-slave cycle" (Lovejoy, 2000) in which villages raided each other to capture slaves in order to purchase weapons to protect themselves from being caught and enslaved by their own neighbors. Y., 147, 306 Laland, K. Personality and
Social Psychology Bulletin, 38, 1030-1040. Multicultural experience, idea receptiveness, and creativity. G., Alden, L. Current Directions in Psychological Science, 23, 208-214. Altruistic punishment seems to be commonplace around the world. Indeed, the closer the relationship, the more people are likely to rely on nonverbal communication rather
than the spoken word (Azuma, 1986; Clancy, 1986), a point to which we'll soon return. In this chapter I describe various strategies by which researchers can improve their ability to assess the psychological states of people from other cultures. Overall, there was not a great deal of variability in these motivations across societies. One way this is
                       ple's reaction to the following question: "If you were vacationing and had to choose between the following hotels including meals, which one would you pick? Archives of General Psychiatry, 51, 8-19. Journal of Personality and Social Psychology, 96, 1029-1046. Here is a sample vignette from the study: Mr. B. Moreover, White student
also show more positive attitudes toward minority members when the environment presents multicultural messages than when it presents color-blind ones (Richeson & Nussbaum, 2004; Wolsko, Park, Judd, & Wittenbrink, 2000), although Whites often do not view efforts to emphasize multiculturalism as positively as minority members do (Morrison
Plaut, & Ybarra, 2010; Plaut, Garnett, Buffardi, & Sanchez-Burks, 2011). R., McCormick, N. Hamamura, T., & Heine, S. If someone acts in ways consistent with those inner attributes, it should feel good, because this would represent a culturally appropriate way of being—that is, a good life, independent style. D., & Church, A. Evolutionary origins of
the endowment effect: Evidence from huntergatherers. Ethics of Autonomy, Community, and Divinity Shweder and colleagues (1997) argue that Kohlberg's moral judgments around the world. Fuson, K. One point that we'll be discussing in Chapter 9 is that
Chinese are more likely to explain people's behaviors in terms of external attributions (e.g., personality factors cause people to act the ways that they do), whereas Americans are more likely to explain people's behaviors in terms of internal attributions (e.g., personality factors cause people to act the ways that they do), whereas Americans are more likely to explain people's behaviors in terms of external attributions (e.g., personality factors cause people to act the ways that they do), whereas Americans are more likely to explain people's behaviors in terms of external attributions (e.g., personality factors cause people to act the ways that they do).
kinds of physical landscape scenes are represented quite differently by artists depending on their cultural background. KEY TERMS Independent View of Self, 211 Interdependent View of Self, 212 Essentialized Gender, 228 Cognitive Dissonance, 231 Subjective Self-Awareness, 237 Objective Self-Awareness, 237 Objective Self, 212 Essentialized Gender, 228 Cognitive Dissonance, 231 Subjective Self-Awareness, 237 Objective Self-Aw
Entity Theory of Self, 243 Five Factor Model of Personality, 246 Openness to Experience, 247 Conscientiousness, 247 Extraversion, 247 Agreeableness, 247 Neuroticism, 247 Openness to Experience, 247 Conscientiousness, 247 Extraversion, 247 Agreeableness, 247 Neuroticism, 247 Openness to Experience, 247 Conscientiousness, 247 Extraversion, 247 Extraversi
Vandello, J. Nisbett and Cohen's own explanation is unique, and it might strike you as rather bizarre. Last, the border that separates the ingroup from the outgroup is drawn with a solid line to indicate a relatively significant and stable distinction. Curran (Ed.), Nigerian children: Developmental perspectives (pp. Berkeley, CA: University of California
Press. Freeman, D. Adjustment in a foreign society: Norwegian Fulbright grantees visiting the United States is about five times the rate of obesity in the United States is about five times the rate of obesity in the United States. For example, the rate of obesity in the United States is about five times the rate of obesity in the United States.
negative health consequences. The participants did well on this task when there were initially up to two nuts in the can; however, their performance steadily dropped in trials that contained increasing numbers of nuts. By deciding where we live, what food we'll have for dinner, and what time we'll wake up in the morning, we're able to structure our
lives so that they match our desires. Wilson, C. They were assumed to work well across time and situation, as they should if people's self-concept exists separately from Liberals and conservatives rely on different sets of moral foundations. According to
James, emotions are precisely those physical sensations that make us feel human. sacred couple A moral privacy. In contrast, in high-relational-mobility contexts, such as in much of Western cultures, people appear to view some kinds of
relationships as not existing unless people decide to make the effort to pursue them. Overall, the research provides converging evidence that East Asians do not have as strong a desire as Westerners to view themselves positively. doi:10.3389/fpsyg.2013.00006 Kagamimori, S., Iibuchi, Y., & Fox, A. Further, East Asian counting systems also
incorporate the base-ten concept, which is necessary for learning how to do multidigit arithmetic, in a more straightforward way than English does. 219-230). People with a distinctive cultural background are more likely to come to strongly identify with their group and to increase their loyalty toward it—their distinctive group membership becomes
an important source of meaning and self-esteem in their lives (Brewer, 1991). Those researchers who conceptualized the autonomic nervous system as too diffuse and ungainly offered a different take on what emotions are (for a review, see Barrett, 2006). In addition to the visceral thrills of shooting at opponents or trying to run over them, playing
video games involves a lot of problem-solving skills and very complex plots. James felt that each emotion word is the description of a different bodily state. Perhaps in some cultures people frown when they're happy. One particularly effective way of combating stereotype threat is simply to learn about its existence (Johns, Schmader, & Martens, 2005)
For one, they are giving their children more unique names. Watkins, D., Yau, J., Dahlin, B., & Wondimu, H. The color-blind story apparently prevented students from seeing discrimination where it really existed. New York Times Magazine. J., & Gotlib, I. The suggestion is that some who are unable to find culturally sanctioned means to express their
frustration ultimately explode in an uncontrolled fit of anger and unresolved tensions. Personality and Social Psychological impact of biculturalism: Evidence and theory. In many ways it was an ideal place for a budding cultural psychologist, because the town had been somewhat isolated from Western
influences. A comparison of the physical growth and development of American-born REFERENCES and native Japanese children. Although ingroup relationships are surely essential in all cultures, they take on special significance among those with more interdependent views of self. Interestingly, the attractiveness of average faces appears to also
hold in terms of how people view the attractiveness of those from other cultures, too, provided that they have had experiences with people from the other culture under study (Apicella, Little, & Marlowe, 2007). J., Zhang, Z., & Nisbett, R. Within equality-matching relationships, the relative position of individuals does not matter; each gets his or her
own turn regardless of rank. East Asians do show much self-consistency; however, it is a different kind of consistency than that typically observed among Westerners. B., & Ambady, N. According to this perspective, it is their early experiences with their environments that lead Venezuelans to prefer closer interpersonal distances, Japanese to prefer
greater interpersonal distances, and Americans to prefer intermediate distances. However, what is less obvious is that culture. However, as I've noted, a focus solely on novelty can sometimes lead to some highly original but entirely useless ideas. N., 373,
374 Becker, A. The emotional experience came from participants interpreting their arousal in light of their beliefs of the situations that they were in. Journal of Personality and Social Psychology, 59, 61-72. Let's consider both of these in turn. Psychological Science, 14, 39-46. Perhaps this dimension may ultimately prove to be the most important one
for capturing cultural variation; however, it is not the only dimension that we can consider. One theory of the relations, especially in rural parts of Malay, exist for people to be passive and nonconfrontational (Carr, 1978). B., 219 Weinstein, H., 375
Weintraub, K. Cognitive appraisal biases: An approach to understanding the relation between socioeconomic status and cardiovascular reactivity in children. In these scenarios, the extremet breaches of justice obligations. If you were in
Ben's situation in the vignette in the section on the ethic of community, would you take the ticket if that was the only way you could make your friend's wedding? FIGURE 3.3 The areas in red produced more wheat than rice, whereas the areas in being produced more rice than wheat. Journal of Personality and Social Psychology, Vol 96(5), May 2009,
1029-1046. The tools that we use are all the most recent product of many years, if not millennia, of accumulated cultural innovations. Jones, M. You can measure your own self-esteem by completing the self-esteem by c
methodologists, Cohen and colleagues (1996) figured that they could tap into aggressive behaviors by staging a game of "chicken" with the participant. As our methods improve and our theories develop, we may one day be able to confidently realize his goals with a more extensive and sophisticated set of cultural dimensions. E., & Sanchez-Burks, J.
L., 30, 435 Clutton-Brock, T. Hence, the cultural practice of yam farming led to more malaria-carrying mosquitoes, which served as a selective force for changing people's genetic resistance. Physically distinct ethnic groups are also more likely to actively support collective efforts to benefit their group's social position
(Lalonde & Cameron, 1993). One clear issue of agreement emerges from the very diverse literature on acculturation: Moving to a new culture involves psychological adjustment. Nomads of the long bow: The Siriono of Eastern Bolivia. susto A condition in which an individual feels that a frightening experience has dislodged the soul from his or her
body, leading to a wide range of physical and psychological symptoms. G., & Patterson, E. 528 CHAPTER 13 PHYSICAL HEALTH This is an example of the cultural differences in cognition: The social orientation hypothesis. Hanning, R. Similar to the findings with Mexican-Americans, the self-
views of the Native Americans were less positive than those of the European-Americans. The question of the universality of depression is further complicated by another important set of issues. This same task of judging the emotions by just looking at eyes is used in other research as part of a tool to diagnose people with autism. Do English and
Mandarin speakers think about time differently? Kanagawa, C., Cross, S. (2011, January 5). Many Westerners were puzzled over why the cartoons sparked such outrage. Adolescence. Lee, S., Ho, T. WEIRD samples is
problematic. One review explored the 45 studies that had been conducted up to that point, which had investigated the different levels of moral reasoning in 27 cultural areas from around the world (Snarey, 1985). Why do we find the same behavior viewed as largely not immoral by one group of participants and largely immoral by the other? First,
note that the circle around the individual does not overlap with any of the borders surrounding its significant relationships. Moreover, when trying to learn a skill from others, it isn't always clear what particular behaviors are responsible for achieving success. This school of thought argued that people interact with their environments through the borders surrounding its significant relationships.
"tools," or human-made ideas that have been passed to them across history, such as cultural inventions like the wheel, agriculture, or democracy. The cultural differences in standards of beauty for female bodies differ not just across historical context but across current cultural ones as well. Interdependent messages are a better fit with American
students from a working-class background (see Stephens, Fryberg, Markus, Johnson, & Covarrubias, 2012). We are conscious of how we are being seen and evaluated by others. P. Cultural consultation: A model of mental health service for multicultural societies. Evolutionary biologists discuss success in terms of an organism's "fitness," which
reflects its number of surviving offspring. How might we expect culture to affect people's self-awareness? 63 64 CHAPTER 2 CULTURE AND HUMAN NATURE SUMMARY H umans are unique in the animal kingdom for being so dependent on cultural learning. Individualists, in contrast, are more motivated to stick out and to perceive themselves as
unique. (2003a). M., 586 Chen, M., 283 Chen, S., 235, 236 Chen, S., 235, 236 Chen, S. You might expect that the lone individual with few close ties or self-defining relationships would be the most vulnerable to enemies and most suspicious of friends. Self-Consistency One important way that the self-concept shapes our psychology is in how we think and behave across
different situations. We come into this world able to recognize all kinds of different sounds. One variable that seemed to have a large impact on gender views was the percentage of people in the country who embraced a particular religion. Or they can continue hunting for the guilty man, thereby allowing the anti-ethnic riots to occur, and do the best
they can to combat the riots until the guilty man is apprehended. At day's close: Night in times past. As shown in Figure 7.8, there was clear evidence of at least five of the following nine symptoms, including at least one of the first two, for two weeks or more: (1)
depressed mood, (2) an inability to feel pleasure, (3) change in weight or appetite, (4) sleep problems, (5) psychomotor change, (6) fatigue or loss of energy, (7) feelings of worthlessness or guilt, (8) poor concentration or indecisiveness, and (9) suicidality. First, their replications of Rosch Heider's work called into question the evidence for universal
color perception on a number of rather technical grounds. He investigated neighborhoods in rural Peru where only 53% of children who attended school with those who did not (Figure 5.12). He told them, for example, that if they thought English class in junior high school had been
hard, that they would be rudely surprised because high school English was going to be far more difficult. F., & Heine, S. E., & Mirowsky, J. Norenzayan, A. Cultural psychology is not new, as there have been a number of attempts to study culture's influences on ways of thinking throughout the history of psychology. J., 194 Graham, J., 429, 499, 500
Graylee, C. The American sitting next to you on the plane may seem quite ready to share her life story with you and learn about yours, but she also might have no intention of ever seeing you again once the plane has landed. Furnham, A. F., & Breslow, L. J., 543 Apfel, N., 277 Apfelbaum, E. P., Phillips, R. Just looking at it was difficult enough. Journal
of Nervous and Mental Disease, 157, 323-338. Let's define enemies as those who are wishing for your downfall or are trying to sabotage your progress. Oyserman, D. do so at a young age. Hysteria in neurological practice: The somatoform and dissociative disorders. K., 351 V Vagero, D., 547 Val, E. Hong and colleagues applied this same kind of
reasoning in their investigations of how the minds of multicultural people operate. Personal Relationships, 10, 333-348. Students who saw the American primes explained the fish's behavior less in terms of the group's influence than those in a neutral prime condition. Cultural styles, relational schemas and prejudice against outgroups. F., Gray, J. In
one study, the only biculturals who showed the kind of frame-switching identified by Hong and colleagues were those who scored high on a bicultural identity integration measure (Benet-Martinez et al., 2002). Lederer, R. J., 562 Guarniccia, P. That is, younger Americans appear to be more individualistic, on average, than their parents, and as the
American population slowly becomes replaced with people who were born in more recent decades, the culture is changing accordingly. B., 174 Karno, M., 550 Karter, A. Emotion and Language Furthermore, despite the enormous number of emotion words in the English language, there are many emotion words in other languages that have no
equivalent in English. New York, NY: Back Bay Books. One study contrasted the cognitive skills of 2.5-year-old human children with those of chimpanzees and orangutans to identify the kinds of skills that differentiate the species (Herrmann et al., 2007). Contemporary legends are simply fictional stories that are 87 88 CHAPTER 3 CULTURAL
EVOLUTION told in modern societies as though they are true. The emotional lexicon is carved up in remarkably different ways across cultures. Fairness for Individuals vs. Psychological Science, 12, 450-456. If we think about the difference in the use of clustering strategies between schooled and unschooled people, for example, it is possible that the
difference between these two groups has nothing to do with schooling, such as intelligence. An act is seen as immoral under the ethic of autonomy when it directly hurts another person or infringes on another's rights and freedoms as an individual. In fact, the First Edition of this title took me four years
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to complete. Deculturation: Its lack of validity. Allik (Eds.), The five-factor model of personality across cultures (pp. Transcultural Psychiatry, 44, 232-257. Rescue helicopters were being shot at, a 7-year-old rape victim was found with a slit throat, sharks were swimming in the floodwaters, gang rapes and gang violence were rampant, and the
Convention Center and Superdome were live-in morgues, stacked with dozens of dead bodies, with people murdering each other inside. We don't speak with a discernible accent—only people from other places do. Anorexia nervosa in a developing country [Letter to the editor]. Behavioral and Brain Sciences, 33, 61-83. The larger figures, in particular
the larger faces, serve to focus one's attention on the portrayed individual. This chapter addresses the two guiding themes of this book: first, how universal predispositions become shaped in culturally specific ways, and second, how people's experiences, particularly when they are infants and children, come to influence the ways they think. Research
further reveals that those African-Americans who most strongly aspire to achieve in the face of discrimination are most at risk for hypertension and other health vulnerabilities (Brody et al., 2013; James, 1994). Rhee, E., Uleman, J. These more contradictory self-views among East Asians are also associated with less consistency in their self-concepts
(Boucher, 2011). A., 568 E Earleywine, M., 568 Earleywine, M., 568 Earls, F., 466 Eastwood, M., 54 Edelstein, W., 219 Edgerton, R. These changes have been occurring gradually over the past few decades. One study found that among Vietnamese immigrants in New Orleans, the better they did in school, the more upwardly mobile they were, and the fewer delinquent
acts they committed, the less they were integrated into the broader community (Zhou & Bankston, 1998). Each ad was coded as containing a theme for uniqueness (e.g., "Seven out of 10 people are using this product," "Trend forecast for spring: Pastel colors!") or a theme for uniqueness (e.g., "Ditch the Joneses," "The Internet isn't for everybody.
Talking and language have held a privileged position in much of Western intellectual history. Zuckerman, M. In a second condition, participants would evaluate a person of moderate social status. (1982, July 14). How easy was it for you to speak the new language flawlessly? On being American Indian: Current and possible selves. An outline of a
system of utilitarian ethics. If the numbers are not properly aligned, the task is much more difficult. Prestige biases can also have a dark side, in that people may sometimes imitate a celebrity's destructive habits, such as the spate of copycat suicides that frequently occur after a celebrity takes his or her own life (Mesoudi, 2009). REFERENCES
Savani, K., Morris, M. Fehr, E., & Gächter, S. A farmer's family does not need to cooperate as much with their neighbors when growing wheat, and relatively less labor is required. The French were traditionally more likely than Americans to see encounters with dirt and germs as something that is not threatening but rather as having beneficial effects.
—something that can strengthen the terrain and guard one against developing future illnesses. Minami, M. Medicine and Culture Medicine and Culture I still recall the first time I caught a cold in Japan, when I was living there with a host family. For example, in a house with three rooms there are 301 possible ways to divide up the sleeping
arrangements of this hypothetical seven-member family. We can gauge the strength of people's motivations by examining the kinds of things they would give up to preserve them. R., Freeman, S., & Sloan, L. Figure 14.6 shows the suicide rates for different age groups for a few Suicide Rates (per 100,000) by Age and Country 120 100 Egypt USA Rate
80 Hungary Japan 60 Micronesia 40 20 0 5- 14 15- 24 25- 34 35- 45- 44 54 Age Group 55- 64 65- 74 FIGURE 14.6 Suicide rates vary considerably in different countries. As the philosopher Paul Bloomfield (2004) put it: "Judges ought not find the innocent guilty to prevent riots in the street, period." This reflects a view that individual rights should
always be held above all else. Some students must learn to question. Number 14 is a gigantic steam hammer (1842). This demonstrates just how seriously Indians take interpersonal obligations, which were perceived as more serious than justice obligations. This shows that everyone is capable of frame-shifting. Familiarity increases the accuracy of the
categorizing male sexual orientation. It would follow that if the Russian stereotype is accurate, then all this dark brooding would be associated with increased levels of depression. Schmitt, M. Boroditsky, L., & Gaby, A. I'm not going to become a chemist." Alternatively, you might try to make an external attribution for your poor performance. In the
epinephrine-informed condition, participants were given an injection of epinephrine and were truthfully told that the injection would cause their arousal to increase. Standardization could thus not tell us which culture is more talkative, as the two cultures would be equated at the same level of talkativeness. In that study, Japanese who ordered food
from a restaurant for others to eat showed more rationalization Some Other Ways that Cultures Differ in the Self-Concept than when they were just ordering food for themselves. Psychological Science, 20, 1400-1405. C., Bhalla, S. For example, here are two possible solutions: The 3-year-old daughter can be put in the same room as the mother and
father, the 14-year-old daughter can share a room with the 8-year-old son, and the 15-year-old son, and the 15-year-old son stigma in interpreting cultural differences
in the prevalence of different clinical disorders? Through the mechanisms of pluralistic ignorance, a culture that includes the practice of heavy drinking on campus can thus come to persist even when a majority of people do not privately endorse the practice themselves. (1974). F., Ahrens, A. Zhang, R., & Li, L. For example, one could purchase brand
name goods that would be publicly recognized as desirable and indicate higher status (Wong & Ahuvia, 1998). 0 5 10 15 20 169 170 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION identify with Canada slightly less (the effect was not statistically reliable) the longer they were in Canada. As shown in Figure 11.13, although in the initial years of
marriage those in love marriages professed more love than those in arranged marriages, over time it was those in arranged marriages who reported having the most love. And remember, this is just the simple hammer! Think about all the accumulated innovations and ideas that went into creating all the other tools around you, such as the technology
used in computers, cell phones, or satellites. To summarize, although overly strict and controlling parenting can lead to many kinds of negative outcomes among people from Western cultures, in non-Western cultures it appears to be associated with increased family cohesion, and improved grades, but less-happy children. A player does not have the
choice to go to practice when he feels like it, to get extremely drunk the night before a big game, or to shoot the ball himself if a teammate is in a better place to make the basket. Simply put, we are motivated to pursue the things we want and to avoid the things we don't want. M., 328 Oishi, S., 20, 231, 252, 315, 429, 433, 465, 466 Okada, H., 186
Okazaki, S., 577 O'Keefe, J., 13 Olguin, K., 43 Olivier, D. If your culture encourages you to express your emotions, whereas if your culture encourages you to deamplify or mask FIGURE 10.10 Facial muscle movements can affect the experience of emotion. Another strategy would
be to change our attitudes so that we no longer appear to be so inconsistent. P., & Butner, J. This is known as transmitted culture. But this does not address why humans would benefit from having larger brains in the first place. Dynamic influences of culture on cooperation in the Prisoner's Dilemma. In the past, individuals who did not experience
those physiological signals of fear were more likely to have been caught by the bear and thus wouldn't have had the chance to pass their genes down to the next generation. E., & Brown, J. The lack of a vertical growth spurt among Americans remains a puzzle. Behavioral and Brain Sciences, 29, 329-383. New York, NY: Harper & Row. More
important, over the past few million years of evolution, our bodies changed in another, more dramatic way that freed up a lot of our energy consumption: Our guts became much shorter. People in individualistic societies, in contrast, are more likely to be socialized to be independent and to have their attention focused on objects (e.g., Bornstein et al.
1992; Wang & Conway, 2004). A., 187 NAME INDEX Stansfeld, S., 544 Star, S. Kok & W. If people's attributes are stable over their lifetime and reflect self-defining characteristics, they should be less inclined to view their attributes as the products of their efforts. They do not appear to differ on the other factors associated with individualism/ "You
know, know, in in some cultures the male does "You some cultures the male does things." tollectivism. cultural distance The difference between two cultures in their overall ways of life. East Asians thus seem less troubled than Westerners by contradiction in the world and in themselves. Many cultural psychologists would argue that culture
cannot be separated from the mind because culture and mind make each other up. As noted before, research across cultures is particularly prone to methodological challenges, raising many alternative explanations for each study, and because of this, a multiple-method approach is especially valuable in cultural psychology. Aron-Brunetiere, R. This
indicates that notions of hard work and salvation are implicitly linked for Americans. PLOS Biology, 4, e72. G., et al. The domestication of the savage mind. (1989). When they try to figure out for themselves how they could use the stick to knock down some bananas. Revised NEO Personality Inventory (NEO-PI-R) and
NEO Five-Factor Inventory (NEO-FFI) professional manual. Social Psychological and Personality Science, 2, 81-89. Why is a culture of honor associated with herding? Likewise, some have argued that Asian art, in comparison with Western art, tends to be more about mastering the techniques of a model rather than producing original works and that
Asians have excelled more in genres such as classical music in which disciplined reproduction is prioritized ahead of novelty (Morris & Leung, 2010; Yoshihara, 2007). The sociologist Digby Baltzell (1979) argues that the differences in these early settlements have led to distinct cultural contrasts between Boston and Philadelphia that continue to this
day. Our attention is directed away from ourselves, from the inside out. Ethnicity in the reported pain, emotional distress and requests of medical outpatients. Psychological Science, 18, 831-837. any enemies you have. It is possible that if English speakers learned a larger set of olfaction words they might also become better at recognizing different
odors. L., 182 Irwin, D. Heatherton, T. He had one confederate give what was clearly an incorrect answer before him. F., Siem, B., Barth, M., Bodansky, A. These findings suggest that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the kinds of cultural messages people encounter on a day-to-day basis help to reinforce the different views of full reinforce that the different views of full reinforce the different views of full reinforce that the different views of full reinforce that the different views of full reinforce the different views of full 
self prevalent across cultures. Furthermore, people who are of a lower socioeconomic background are more accurate at identifying facial expressions of emotions, indicating that those who have relatively less status must attend more closely to what those of relatively higher status might be thinking and feeling (Baron-Cohen, Wheelwright, Hill, Raste,
& Plumb, 2001; Kraus, Cote, & Keltner, 2010). The participants were instructed either to ignore the meaning of the word and comment on whether the tone sounded pleasant or unpleasant. Journal of Cognitive Neuroscience, 22, 97-108. Given
this necessity, it's crucial that researchers be extra cautious in ensuring that their materials are translated well. E., 543 Akhtar, S., 563 Akinkugbe, O. But I learned that the elevator button before my 2-year-old son had the chance to do
so. Although TV viewing might prompt certain kinds of learning (more about this later), it does not allow for much development of vocabulary, because most TV programming communicates at about a fourth-grade vocabulary, because most TV programming communicates at about a fourth-grade vocabulary level (Healy, 1990). C., 125, 266 Anstey, K. P., & Gordon, R. The Japanese students also indicated that their ideal amount of
sleep was also about an hour less than that reported by Canadians. Adams, R. The meaning of friendship also differs between Ghanaians and Americans. authoritarian parenting Parenting style that places high demands on children, with strict rules, low levels of warmth, and little open dialogue. Journal of Personality and Social Psychology, 46, 961-
978. A flair for foreign fashion: Individual professional experiences abroad facilitate the creative innovations of organizations. Effects of priming individualism and collectivism. Some live in cultural ghettos where they can speak their heritage language and maintain their heritage cultural traditions, such as San Francisco's Chinatown. Paper presented
at the 44th Annual Meeting of International Studies Association Conference, Chicago, IL. Journal of Human Evolution, 39, 57-106. J., Quinn, D., & Steele, C. M., & Melby, M. Personality and Social Psychology Bulletin, 20, 514-520. Samoans use one word, alofa, to express both love and pity. The emotional dog and its rational tail: A social intuitionist
approach to moral judgment. For example, in the 2008 Olympics in Beijing, the overall success of the event was seen by many Chinese to boost the face of all of China. Latané, B. The results indicated that the correct picture would appear were more accurate than the estimates of the Americans. A strategy
that can reduce the size of this leap of faith is to use the back-translation method (e.g., Brislin, 1970). The speed at which accumulated cultural innovations appear in the computer is captured in Moore's Law, which states that the data density (e.g., the number of transistors on integrated circuits) that can be built into computers doubles
approximately every 18 months. This transformation involves coding the data—that is, deriving a set of categories that are consistent with particular cultural messages. There have been many instances of people voluntarily starving themselves while in the presence of food. Can guirks of grammar affect the way you think? (1934). Social anxiety
disorder in the West and in the East. A., & Langendorfer, S. Which task were you more accurate in? Rather, a common response of the chimps and orangutans was to try to figure out how to solve the problem on their own, using their own emulative learning styles. M., Cheung, S. They're going to the beach together for a picnic." Such communication
highlights relationships between the trucks. Memory and mystery: The cultural selection of minimally counterintuitive narratives. Approximately half of the variance behind the increasing individualism rests with the different lifestyles between the younger and older generations. Crossing-cultures: The relationship between psychological and
sociocultural dimensions of cross-cultural adjustment. In emulative learning is focused on the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the state of the environmental events that are involved—how the use of one object could potentially effect changes in the environmental events that are involved—how the use of one object could potentially effect changes in the environmental events that are involved—how the use of one object could be used to 
measure of self-consistency. However, genetic mutations, pollution, pathogens, and stresses encountered in the womb can lead organisms to develop in slightly asymmetrical ways. Their feet still seemed to preserve some key nonhuman characteristics. Other research has found that East Asians are less attentive to their visceral states when compared
with Westerners (Ma-Kellams, Blascovich, & McCall, 2012; Ryder et al., 2008); Ghanaians have also been found to attend less to their emotions than Americans (Dzokoto, 2010). ApparFarsi (Persian) 82 ently, Malaysians, on average, seem to fit in better Vietnamese 78 in culturally close Singapore than in more culturAfrikaans 77 ally distant New
Zealand, and they consequently Turkish 76 had an easier time getting by in Singapore. Public Opinion Quarterly, 8, 22-37. As such, speech is likely to interfere with performance on holistic tasks. These distinctive origins preserve many cultural differences across time. Lao Tzu. The researchers compared the children's earlier predictions with their
actual donations. What would happen if the eye movements of East Asians and Westerners were contrasted? Peters, H. Accordingly, French practices with regard to germs have differed from American ones, such as with respect to how frequently one should bathe. M., 324 Rozin, Paul, 532-34 Rubens, Peter Paul, 449, 450 rule-based reasoning, 304
364 rumors, 81-82, 88 running, 521-23 Russian Cultural-historical school, 30 Russians altruistic vs. In contrast, English speakers would not need to attend to cardinal directions because they can conceive of space, and communicate it to others, using terms relative to the location of their bodies. Cultural Diversity and Ethnic Minority Psychology, 8,
234-247. Having positive attitudes toward the host culture also facilitates acculturation, with integrators (and perhaps assimilators) suffering less stress than those with negative attitudes. That is, James proposed that emotions are the physiological responses or "bodily reverberations" to stimuli in the world. Implicit theories guide our interpretation
of much of what happens in the world. They visited bars in East and West Berlin and observed the customers there. Affiliation and social discrimination produced by brief exposure in day old domestic chicks. H., Dominy, N. One theory is that the eating habits of American teenagers, which include a lot of fast food, are depriving them of some crucial
growth-related nutrients, resulting in the American growth spurt shifting from its vertical axis to a horizontal one. Apparently, their verbal descriptions interfered with their ability to process the face as a whole, causing them to have poorer recall. They are the emotions that people are trying to achieve, so they structure their lives in order to increase
the likelihood that they will experience these emotions. L., 417 Schlegel, A., 189 Schmidt, C., 512 Schmidt, K., 569 Schmidt, K., 569 Schmidt, K., 569 Schmidt, K., 569 Schmidt, C., 512 Schmidt, C., 513 Schmidt, C., 514 Schmidt, C., 514 Schmidt, C., 514 Schmidt, C., 515 Schmidt, C., 514 Schmidt, C., 515 Schmidt, C., 515 Schmidt, C., 515 Schmidt, C., 515 Schmidt, C., 516 Schmidt, C., 516 Schmidt, C., 517 Schmidt, C., 518 Schmidt,
differences in status across individuals, then feelings of relative deprivation should be that much greater, leading to more stress and illness, than if the differences in status are less evident. New York, NY: Owl Books. CULTURE AND HEIGHT. It is likely not too surprising to have read that culturally shared dietary habits can influence the average
weight of people in a culture. Skin color is an example of an adaptive response to climatic differences among populations, and these kinds of adaptations represent one large domain of genetic differences across populations, and these kinds of adaptations represent one large domain of genetic differences across populations, and these kinds of adaptations represent one large domain of genetic differences across populations. Upon receiving my B.A., I spent two years in a small town in southwestern Japan teaching English at a junior high school. These
attributes are assumed to reflect an inner essence of the individual in that they are the basis of the individual possesses the same configuration of
attributes), they are self-contained in that they are perceived to arise from the individuals feel an obligation to publicly advertise themselves in ways consistent with these attributes. However, it's important to note that the relations between
genes and psychological outcomes are highly complex and are resistant to simple explanations. Much of popular culture also world are exposed to many of the same cultural transcends national borders (see Figure 3.8). Changes in Attitudes Toward the Host Culture Who Adjusts Better? Given that humans would seem to be better off if they could
always acquire a language easily, why might there be sensitive periods for language acquisition? Proceedings of the National Academy of Sciences, 105, 11655-11660. respect for hierarchy A moral principle that post-pubescent boys are conferred social status by allowing them to not have to sleep with parents or young children. N., Demos, K. J., 170,
260, 270 Schwarz, N., 135 Schwekendiek, D., 536 Schyns, P. Pandey, D. Case Study: The Sambia Psychological Universals and Levels of Analysis The Psychological Universals and Levels The Psycholog
ways they reason. 475 476 CHAPTER 11 INTERPERSONAL ATTRACTION AND CLOSE RELATIONSHIPS In sum, arranged marriages have traditionally been very common in the world, although they are currently declining in popularity. The theory that you endorse will influence how you make sense of your satisfaction, regardless of your actual
daily experiences. Hence, a simple statement about ourselves such as "I am creative" can suggest a variety of ways that we think about ourselves. S., 277 Greenberg, J., 305, 314 Greenberger, E., 140 Greenfield, P. By feeling motivated to punish those who weren't cooper ating, people were able to ensure that group members didn't free-ride, which
allowed humans to develop norms for cooperation, and for large societies to flourish. Aesthetic rapture: The Rasadhyaya of the Natyasastra. Journal of Child Psychology and Psychiatry, 42, 241-251. Typically, people tend to think of genetic factors being responsible for height, and genes are usually the best way of making sense of, say, why people on
the school basketball team are taller on average than people on the debating team—basketball players tend to have taller parents than debaters do. Takemura, K., Yuki, M., Kashima, E. I'm sure you can think of times in your own life when, for example, you felt very connected with others, and times when you've felt very distinct. F., 135 Bowdler, S.,
50 Boyd, R., 49, 52, 60, 63, 79, 102, 524 Boyer, P., 89 Brafman, O., 514 Brambilla, M., 415 Brambilla, M., 415 Brambile, D. F., 526 Voigtländer, N., 105 Voils, C. C., 568 Wong, N. This study demonstrates how, in many ways, our friendships are not so much chosen by us but are chosen by the situational forces that bring us together.
Thousands of studies relevant to acculturation have been conducted, but extracting a set of generalizable findings or any cumulative theories from them is difficult (Furnham & Bochner, 1986; Rudmin, 2003; Ward, 1996). Elfenbein, H. migrants People who move from a heritage culture (their original culture) to a host culture (their new culture)
including those who intend to stay temporarily and those who intend to move permanently. Schaller & C. K., Reaux, J. The strongest emotions were experienced by those in the epinephrine-uninformed condition. Journal of Cross-Cultural Psychology, 45, 1390-1410. Is the world destined to become an increasingly individualistic environment? Displays in the epinephrine-uninformed condition.
rules are the culturally specific rules that govern which facial expressions are appropriate in a given situation and how intensely they should be exhibited. This unique human ability is clearly visible in the following study (see Dean, Kendal, Schapiro, Thierry, & Laland, 2012): Small groups of human children (3-4 years old) competed with similarly
sized groups of chimpanzees and of capuchin monkeys—a highly social species thought to be the most intelligent of New World monkeys. C., Mitchell, J. Later, rumors spread that one would develop koro after eating inoculated pig meat, and soon hospitals were inundated with several hundred people presenting koro symptoms (Ngui, 1969).
Moreover, Asian-Americans find unsolicited social support to reduce their stress more than solicited social support to be equally helpful in reducing stress, regardless of whether they have asked for it or not
(Mojaverian & Kim, 2013). (2006, April). The existence of the deprivation effect forces us to be cautious in interpreting what is valued in different cultures. The researchers found that the West Berlin children endorsed this item significantly
more than the children from East Berlin. 43), regardless of their religious denomination. In contrast, the Indian adults did not show any evidence of a reverse fundamental attribution error; rather, they showed evidence of a reverse fundamental attribution error; rather, they showed evidence of a reverse fundamental attribution error; rather, they showed evidence of a reverse fundamental attribution error.
Science, 21, 729-736. The guestion is no longer so straightforward, is it? The social worlds of young children differ dramatically around the globe, and their relations with others (see Rothbaum, Weisz, Pott, Miyake, & Morelli, 2000). In the United States, about 10%
of the population has immigrated from another country (Suarez-Orozco & Suzrez-Orozco, 2001). Around the world there seems to be a rather arbitrary pairing of phonemes with the experience of happiness. First, looking at Figure 2.7a, we can see the relation between neocortex size and the percentage of fruit in the diets of various primate species
Some sociological observations on culture and personality studies. Furthermore, one reason to be concerned about someone engaging in immoral thoughts is the possibility that these thoughts might increase the likelihood that the person will engage in the immoral behavior. The notion that cultural experiences can affect the ways that people run and
throw reveals something important. Personality and Social Psychology Bulletin, 35, 454-462. For an average of about 20 minutes a day, Mr. B. You deplete me: The cognitive costs of colorblindness on ethnic minorities. Animal Behavior, 56, 181-190. Evolutionary Psychology, 4, 120-128. The study of human universals is a highly interesting, albeit
enormously challenging, enterprise that tells us a great deal about human nature. M., & Goren, M. First, I use the term to indicate a particular kind of information. Komlos (Ed.), Stature, living standards, and economic development (pp. Subtle linguistic cues influence perceived blame and financial liability. I also wanted to highlight how culture
underlies all aspects of human psychology, so I have attempted to explore the role of culture across many disciplines both within psychology, evolutionary biology, linguistics, philosophy, sociology). How do cultural display rules
which facts become extremely valuable, and their spread is fanned by strong emotional feelings. Journal of the American Statistical Association, 68, 361-368. Despite this variation within cultures, there is a clear difference across cultures. Belief systems and durable inequalities: An experimental investigation of Indian caste. Next they were shown
what was apparently the personality or social background measure of the stranger. Hillsdale, NJ: Erlbaum. A., Mastor, K. Sen, A. Socioeconomic disparities in preventive care persist despite universal coverage: Breast and cervical cancer REFERENCES screening in Ontario and the United States. The American comedian Jerry Lewis was enormously
popular in the 1950s in the United States, but his style of slapstick humor ultimately lost much of its appeal for American audiences. Micronesia did not always have a high suicide rate; in the 1960s, for example, it was less than half of that of the United States (Rubinstein, 1992). Genes, culture, democracy, and happiness. D., 149 Gatchel, R. 3, pp.
Two large multinational epidemiological studies of schizophrenia conducted at a dozen study centers around the world revealed that the annual incidence was only 0.7 to 1.4 per 10,000 when a strict definition was
Argument A tended to view it as more compelling than those who received only Argument B. Identification with Canadian culture, however, yielded a different age groups at time of immigration. Following these presentations, participants
completed measures of self-esteem, their community esteem (i.e., how much they value and respect their own achievement goals. Here is an example of a deviant behavior described by an Indian participant: This concerns a motorcycle accident. 535: Figure 3 reprinted from Appetite 33(2), Paul Rozin et al., "Attitudes to
food and the role of food in life in the U.S.A., Japan, Flemish Belgium and France: Possible implications for the diet-health debate," pp. You can likely easily engage in mathematical reasoning that involves addition, multiplication, and fractions. G., Yeh, E. Culture and infant sleep: A study in the Netherlands and the U.S. Unpublished manuscript. Pain
52, 101-112. Deviation, rejection, and communication. Fleming, R., Baum, A., Gisriel, M. stereotype about one's group. Social interactions should be facilitated to the extent that people feel their partners are experiencing similar feelings as themselves
Behavioral and Brain Sciences, 33, 35–36. Journal of Personality and Social Psychology, 102, 149–162. This collaboration among psychologists attracted some of the most influential figures across the disciplines and led to a great outpouring of research. independent, 8–14 theory of, 41–44, 118–19 thinking and, 10 minimally
counterintuitive ideas, persistence of, 89-90 minority groups identity denial, 273-74 multicultural approach and, 27-28 stereotype threat for, 275-77 Miss America contestants, 565 Miwata, Katsutoshi, 582 Miyamoto, Y., 358 moderacy bias, 129-31 molecular genetic
technologies, 140-41 Moore's Law, 47 moral development stages, 484-87 moral intuitions, 500 morality, 478-517 codes of ethics guiding, 487-89 culture wars and, 493-95 fairness and, 493-95 fairness and, 493-95 fairness and, 493-91 ethic of community and, 489-93 ethic of divinity and, 493-95 fairness and, 504-15 interpretation of differences and, 483-84 perceptions of, 482-83 stages of moral development,
484-87 of thoughts, 501-4 SUBJECT INDEX moral obligations, 490-93 moral reasoning model, 484-87 Morita therapy, 588 Morling, B., 324-25 Morris, M. One way that this difference in views of relationships can be detected is by exploring what people think about friends. R., Nel, J. Almost everyone he spoke with gave the holistic response and said
that the dog didn't belong because the carrot had a relationship to the rabbit. Theme: Successful Societies, Cambridge, MA. And I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were, how they each had such special individual strengths, and I went on about how talented they were also had a such special individual strengths.
in themselves. Li, Y. Journal of Personality and Social Psychology, 81, 599-615. We'll discuss more about how cultures change over time in the next chapter. Journal of Personality and Social Psychology, 84, 997-1010. translator has been hired has captured the nuances of the meanings included in the materials (Table 4.1). Furthermore, humans seem
to be unique among other species in whom they choose to imitate. (1978). But what makes an idea likely to spread? Much subsequent research, using a variety of manipulations of arousal and several measures of emotions (e.g., Dutton & Aron, 1974; Zillman, 1978), have converged to show that people look to cues from their environment to help them
label their physical sensations. He has published over seventy articles in such periodicals as Science, Nature, Behavioral and Brain Sciences, and Psychological Review. RESPONSE BIASES. Once you have a translation of your materials that you are confident with, you are ready to start recruiting participants to complete your survey. However, this
initial preferential memory for intuitive statements did not seem to last. The key information is conveyed nonverbally, with the content of the words sometimes being rather empty. Participants were asked to imagine how they would respond to a request by a marketing representative from Coca-Cola to take part in a survey about their beverage
preferences. Chao (1994) argues that training (jiao xun; 教训) is a core part of Chinese parenting. Chomsky, N. Then add all your individual scores. Because the herding regions do not differ much from the farming regions in terms of either income or temperature, the hypotheses that the South is more violent because of its poverty or high
temperatures loses plausibility. One way to do so would be to start acting more consistently. For example, around the time that Ekman and Friesen were collecting their cross-cultural data, the Hollywood movie Butch Cassidy and the Sundance Kid had been playing in theaters in all five countries. Do collectivists know themselves better than
individualists? That is, in Chinese contexts there might be greater social costs in acknowledging a psychological disorder than a physiological one when compared with those in Western contexts. After decades of living in the United States, Henry's English always preserved a thick German accent. In the vast majority of cases, therapists have reported
that such consultation had been useful in helping them manage their clients. Landes, D. 275 276 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS have shown that women perform worse on an athletic task when
reminded of their race (Stone, Lynch, & Sjomeling, 1999), low-caste Indians do worse on an intellectual task when reminded of their age (Hess, Auman, & Colcombe, 2003). The social self: On being the same and different at the same time.
Becoming a cultural being is a developmental process, and as we age we are shaped more and more by the cultural practices and institutions in which we participate. A., Lee, T. Journal of Personality and Social Psychology, 85, 440-452. Because people in different cultures have many different experiences, we should then expect to find differences in
many ways that they think. Regional differences in Italy today thus mirror the differences that were present 800 years ago. First, it is necessary for therapists to recognize their own cultural influences, so that they can consciously deal with their own defenses, interpretations, and projections that will be relevant when they are interacting with clients
from other cultural backgrounds (Sodowsky, Kuo-Jackson, & Loya, 1997). Psychological Science, 17, 103-112. Most species of primates live in complex social groups. 267 268 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS These two issues lead to distinct strategies that are proposed to influence the likelihood that one will experience
psychological stress in the acculturation process (Berry, Phinney, Sam, & Vedder, 2006). In contrast to this view, one could instead embrace a theory that aspects of the self are largely resistant to change, which is known as an entity theory of self. Resurgence of koro: Perception of mankind. K., & Chang, L. In all 50 cultures, people's responses
organized themselves along the five factors, just as they do among Americans, for whom the scale was originally developed. Things were great until the birth of our second child, a daughter.... When children are wearing shoes, they take longer steps than when they are barefoot (Wegener, Hunt, Vanwanseele, Burns, & Smith, 2011). Conducting
studies across different age groups is inherently challenging, and few studies have done this in different cultures. A., & Staw, B. However, this notion that people sleep for a single long period through the night is not universal. For example, if your parents are farmers and there really aren't any options available to you other than farming, you're
probably not going to need to spend years racking your brain over what you're going to do with your life. One metaphor that is often used to help make sense of how our minds work is the computer. Russian blues reveal effects of language on color discrimination. Journal of Personality and Social Psychology, 68, 441-454. W., 373 Deecke, V. Ruby, M.
A poignant example of one of her sentences as an adult was "Think about Mama love Genie" (Newton, 2002, p. Fund-raisers exploit our desire for consistency all the time, and the value of consistency to us is obvious if we're often willing to pay money to preserve it (see Freedman & Fraser, 1966, for a striking demonstration of this motivation). F.,
Smith, C. The answer depends on what you mean by marriage. Different but Often Unequal One might conclude from my rather Panglossian description of the acculturation experience that immigration is like getting used to a new pair of shoes. Perez-Barberia, F. Journal of Projective Techniques, 13, 285-301. Biswas-Diener, R., & Diener, E. Hence
research suggests that although there is tremendous cultural variation in the ways that people make themselves fashionable, there is also much that humans agree on with respect to who is beautiful. On the one hand, everywhere the game was played there were many participants who were willing to engage in altruistic punishment by paying their
own money to punish those who were free-riding. This evidence suggests that East Asians like themselves as much as Westerners do. M., Ortiz, F. Culture shapes a mesolimbic response to signals of dominance and subordination that associates with behavior. There is much ambiguity in this task, so people tend to conform to other people's reported
judgments—in this way, norms develop among groups with regard to how much they believe the light is moving. For example, many East Asian cultures put a premium on saving face and maintaining social harmony. Do their experiences get all mixed up and averaged together? L., & Gross, J. The key proponent of this view, Steven Johnson (2005),
argues that popular culture has become progressively more complex and challenging over the past half-century. Also, the more urbanized the country, on average, the more likely people were to have egalitarian views. A little bit of knowledge can go a long way in avoiding costly and embarrassing mistakes. Difficulties in Studying Acculturation
Acculturation is the process by which people migrate to and learn a culture that is different from their original (or heritage) culture. Flynn, J. Well, if we looked at the effectiveness and efficiency of the behaviors, the chimpanzee's tendencies to only imitate the relevant behaviors would seem to win out. Apparently, at least with respect to self-esteem,
acculturative changes in the self-concept extend across a long period of time. W., & Zanna, M. However, such a pattern does not emerge—rather, if anything, the social classes differ more in those diseases that are the least amenable to treatment (Bunker & Gomby, 1989). This trend has been dubbed the "Flynn effect" after the researcher who first
identified it. Most species go through a critical developmental transition from emphasizing the acquisition of the skills to emphasizing the acquisition of new skills to emphasizing the specialization and the exploitation of the skills that have already been acquired. E., 544 Miller, J. W., Na, J., Murata, A., & Kitayama, S. Lenzenweger & R. Participants assigned to a "thinking aloud" condition were
asked to talk aloud into a computer microphone as they worked through the second half of the test. Without the set of culturally shared beliefs regarding semen, sexual activity, and health that are prevalent among South Asians, the entire category of dhat syndrome would likely be rather meaningless to most North Americans and to North American
psychiatrists. As a further challenge to understanding what the Flynn effect means, not all measures of "intelligence" have been showing the same increases over time. This is New York." they would like to have. L. PROJ ECT EDITOR: Permission to use copyrighted material is included beginning on C-1. This view would seem to be what is
emphasized by Western social psychologists (who primarily study Western college students living highly relationships, as well as the dissolution of those relationships, as well as the dissolution of those relationships, lake the majority of research on relationships, as well as the dissolution of those relationships, lake the majority of research on relationships, as well as the dissolution of those relationships, lake the majority of research on relationships, as well as the dissolution of those relationships. Ishii, K., Reyes, J. F., &
Russell, J. Furthermore, within the rural South the homicide rate is more than twice as large in the hills and dry plains where livestock are raised as in the moist plains where farming is practiced. Providing an answer to this question is not always straightforward, because some ways of thinking do appear to be highly similar around the world whereas
others appear strikingly different. Given the obvious pleasures and benefits associated with friendships, the following poem (Kyei & Schreckenbach, 1975, p. Perhaps the situation that comes closest to this for many Western people is with some in-laws. Personality and Social Psychology Bulletin, 39, 88-99. (1917). American Sociological Review, 64,
813-835. You might want the bigger paychecks down the road, or to please your parents. Because of this obvious fact, people tend to be more influenced by the ideas of those with whom they regularly praised by French cinema critics, and in
2006 Lewis received the Légion d'honneur from the French minister of culture for being "French people's favorite 7 8 CHAPTER 1 WHAT IS CULTURAL PSYCHOLOGY? Voluntarily produced emotional expressions such as the tongue bite suggest the existence of cultural display rules that lead people to express idiosyncratic facial expressions,
known as ritualized displays, that differ from the ostensibly universal facial expressions identified by Ekman and colleagues. With such large numbers of people crossing borders, encountering people from different cultures has become a common experience for most people. Some move to cultural ghettos in which they can speak their original
language and keep their old cultural traditions without having to interact much with members of their new host culture; some move to a rather homogenous neighborhood where they are the only ones who appear different; some move to a rather homogenous neighborhood where they are the only ones who appear different; some move to a rather homogenous neighborhood where they are the only ones who appear different; some move to an environment that actively discriminates against people from their cultural background; and some move to
diverse expatriate neighborhoods that consist largely of people who have recently migrated from places all over the globe (see Figure 7.3). Journal of Cross-Cultural Psychology, 34, 24-37. Pandey (Eds.), Handbook of cross-cultural psychology (Vol. A study of latah in Thailand. In D. Ethnic group identification and group evaluation among minority and
majority groups. Journal of Personality and Social Psychology, 66, 579-595. He appears to simply avoid those people with whom relations might not be productive, and thus no relationship, and no enemyship, would ever develop. J., 494, 544 Horikawa, H., 454 Horikawa
books and college texts—were firmly established. First, look at the left half of Figure 9.13. The emotional broadcaster theory of social sharing. 163-180, Copyright © 1999 Academic Press, with permission from Elsevier; p.538: National Gallery of Art; p. Likewise, Roberson and colleagues also included triads of color categories based on the color categories based on the color categories.
of the Berinmo and of the Himba. Evidence from a variety of other sources stands in conflict with these findings from the value measures. Journal of Epidemiology and Community Health, 39, 9-14. Such thinking can be seen in Aristotle's view that a stone falls through the air because the stone possesses the property of "gravity" and that a log floats
on water because the log possesses the property of "levity." Analytic thinking is further evident in the Greek development of an elaborate formal logic system that searched for the truth according to abstract rules and syllogisms that existed independently of observations. D., 304 Hölzel, B. KEY TERMS Analytic Thinking, 349 Holistic Thinking, 349
Field Independence, 353 Field Dependence, 353 Saccades, 356 Dispositional Attributions, 360 Situational Attributions, 364 Associative Reasoning, 364 Associative Reasoning, 364 Associative Reasoning, 364 Naive Dialecticism, 368 High-Context Culture, 380 Low-Context Culture, 380 Whorfian Hypothesis, 382 Linguistic Relativity
Hypothesis, 382 Categorical Perception, 386 399 Russians attending the memorial service for President Boris Yeltsin. Norton & Company Ltd., Castle House, 75/76 Wells Street, London W1T 3QT 1234567890 DEDICATION FOR NARIKO, SEIJI, AND KOKORO About the Author Steven J. M., 314 Turner, F. Although this tendency for antisocial
punishment tended to be quite negligible in WEIRD societies and was never really noticed before by researchers conducting studies in those countries, motivations for antisocial punishment were strong enough in the societies at the bottom of the figure that it completely removed the cooperation-enhancing effect of the rule that allowed for
punishment. Pancultural self-enhancement. Is Culture Unique to Humans? For example, suicide notes indicated that one adolescent boy killed himself because an older brother chastised him for making too much noise (Gladwell, 2000). Bayraktaroglu & M
Social class, contextualism, and empathic accuracy. In the Netherlands, Finland, India 3.81 3.88 and Germany, on average, people expressed views that Pakistan 3.34 3.30 men and women should be treated quite similarly. A number of explanations have been offered. New York, NY: Henry Holt. Hamilton, V. Autobiographical memory of success and
failure experiences. Hopefully, the combination of these ingredients will yield an interesting and educational experience for the readers. Vagero, D., & Lundberg, O. Such teaching differences surely play an important role in how children learn math. One study explored this question by examining how two sets of children did on a measure of a "theory
of mind," contrasting Western children with Baka children, members of a pygmy people who live in the rainforests of southeast Cameroon (Avis & Harris, 1991). S., & Kitayama, S. 397 398 CHAPTER 9 COGNITION AND PERCEPTION Much evidence has been amassed to support this distinction between Westerners reasoning analytically and East
Asians reasoning holistically. T., 405, 448, 452 Cai, H., 313 Caldara, R., 412, 416 Call, J., 41, 392 Callaghan, T., 41 Camerer, C. French parents seem much less likely to follow the child's lead, and instead offer more clear-cut rules that need 183 184 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION to be followed. P., 469 Gaertner, S. Superstars
and me: Predicting the impact of role models on the self. Seoul, Korea: Kyoyook-Kwahak-Sa Publishing Company. K., 13 Hommel, B., 353 Hong, J. One exception is the work of Oettingen and colleagues (Oettingen, Little, Lindenberger, & Baltes, 1994; Oettingen and colleagues (Oettingen and colleagues). C., 42 Krutzen, M., 38 Kuczynski, L., 187 Kudaravalli, S., 526 Kudoh,
T., 421, 576 Kueh, H. As one researcher studying Japanese parenting noted, "Japanese adolescents even feel rejected by their parents when they experience only little parental control and a broader range of autonomy" (Trommsdorff, 1985). We are born and raised in families, and most of us go on to create families of our own. L., 182 Lamb, M. &
Wicklund, R. For more-analytical Americans, the murder mystery could best be solved by focusing only on those items that movements of the facial muscles can be seen as part of the physiological component of emotions, it
follows that in this domain of facial expression, we would see much evidence for universality. 75). The Big Seven factor model of personality description: Evidence for its cross-cultural generality in a Spanish sample. Journal of Community Psychology, 34, 237-245. Good behavior is seen as that which is consistent with a set of universal ethical
principles that emphasize justice and individual rights. Subsequent research has revealed that the pattern extends to other countries as well (Flynn, 1994). 1 WHAT IS CULTURAL PSYCHOLOGY? Furthermore, they found that those who had merely visited other cultures as tourists did not show any comparative creativity advantage. Cultural evolution
requires that certain ideas be passed on to others (i.e., people must be motivated to share some 81 82 CHAPTER 3 CULTURAL EVOLUTION information out of the barrage of information that they are exposed to each day). However, there is much more to cultural
variation than just variation in ecologies. EVIDENCE FOR CULTURAL UNIVERSALS IN FACIAL EXPRESSIONS. Charles Darwin (1872/1965) was one of the first scientists to seriously consider whether emotional facial expressions are common across all people of the world. For example, evidence suggests that people in different regions of the world
have different genetic variants associated with heat stress (Williamson et al., 2007). The real advantage of the field experiment is that we can be confident we are observing patterns that generalize to the real world and are not just limited to the artificial confines of the laboratory. They were then asked a number of questions about those CDs,
including the first half of our dependent measure: "How much would you like to own this CD?" Then participants were presented with two of those home as compensation for their participants were presented with two of those CDs (namely, their fifth- and sixth-ranked choices) and were told that they could take one of those home as compensation for their participants were presented with two of those home as compensation for their participants were presented with two of those control to the control to 
 —the more-acculturated immigrants were three to five times more likely to have heart problems. One simple strategy is to avoid providing participants with a set of responses that has a middle answer. For example, consider what would happen if we wanted to compare cultures on a 10-item measure of talkativeness. In this ethic, actions are seen as
immoral if they cause impurity or degradation to oneself or others, or if one shows any disrespect for God's creations. For example, one investigation has uncovered different personality regions within the United States: The north central Great Plains, especially around Minnesota and Wisconsin, is the epicenter for a Friendly Personality A. M.
& Barrett, L. S., & Watabe, M. Residential mobility and conditionality of group identification. Nouns are not always learned before verbs: Evidence from Mandarin speakers' early vocabularies. The participants needed to decide how to divide up the bonus money. antisocial punishment A person's tendency to incur a cost to punish someone who is
cooperating with the group. Americans who identify themselves as strongly conservative, in contrast, tend to have fairly strong intuitions for all five (Graham, Haidt, & Nosek, 2009; Figure 12.6). Is there evidence in support of this hypothesis? After all, if you're the kind of person who has given money to a charity in the past and if your attitudes
haven't changed much since then, you should be prepared to contribute money to the organization the next time they contact you as well. Lynge, E. Fifth-grade students were recruited from two elementary schools in the San Francisco Bay area (Iyengar & Lepper, 1999). One implicit understanding involved with survey methodology is that each of the
questions is independent; the different questions do not necessarily take on the form of a conversation. 119-169). J., 570 Rubert, E., 41 Rubin, K. Z., Giachello, A. New York, NY: Plenum Press. Culture, was, in the words of anthropologist Clifford Geertz (1973), a central "ingredient" to human evolution. Human simulations of vocabulary learning
These are two very different ways of explaining the same behavior. (1980). The similarity-attraction effect is one of the most powerful and reliably found predictors of whether people will become friends or romantic partners. The Police Chief and Judge decide to falsely accuse, convict, and imprison Mr. Smith, the innocent member of the ethnic group
in order to prevent the riots. On the other hand, too much UVR can cause the breakdown of folic acid, which can cause skin cancer. Attention One of the most fundamental psychological processes is attention—that is, at a given time, where one's cognitive activity is directed. There is almost no mention of less-
voluntary kinds of relationships, such as kin relations, within Western social psychological research (for an exception see Georgas et al., 2006). You can't easily describe multiple relations at once. The experimental method, then, allows us to get back to comparing apples with apples at once. The experimental method, then, allows us to get back to comparing apples with apples at once. The experimental method, then, allows us to get back to comparing apples with apple with apples with apples with apple with ap
"An empty cart makes more noise." In many ways, Eastern cultural traditions have not cultivated a belief that thought and speech are closely related. In sum, in every culture for which there are good longitudinal data on intelligence tests, IQ scores have been rising over past decades, in particular for tests from the Raven's Matrices. Joshi, M. For
decades, Rosch Heider's early results had been viewed as evidence that color perception occurred independently of language, and conclusions from those findings had been generalized to challenge all Whorfian questions. (1946). A second characteristic of face is that it involves a concern with how others are viewing oneself. Social Cognition, 6, 269-
286. It typically involves low levels of warmth or responsiveness by the parents to the child's protests. R-43 R-44 REFERENCES Peng, K., Nisbett, R. Nature, 388, 171-174. And players seemed quite willing to pay their own money in order to punish others. A cross-cultural perspective on romantic love. M., et al. Psychological Review, 1, 3-28. Ethnic
differences in adolescent achievement: An ecological perspective. Luria: Suppose I put a dog here instead of the log? New York, NY: Anchor Books. In particular, some research has found that the initial honeymoon stage is not evident for many sojourners and migrants (Guthrie & Zektick, 1967; Ward & Kennedy, What Happens When People Move to a
New Culture? However, there appears to be greater cross-cultural variability in prevalence rates for depression than for bipolar disorder (Weissman et al., 1996). A., 523 Roberts, A. Indeed, the suicide rates of those from communities with the most links to the traditional past were no higher than that of mainstream Canadians. Psychological
Medicine, 20, 671-680. 368 CHAPTER 9 COGNITION AND PERCEPTION something, you need to give it first" (Lao Tzu, 2000). Annals of Clinical Psychiatry, 21, 109-117. One way of addressing this particular response bias is to design studies that assess the construct of interest (e.g., leadership ability) without having people directly report on it
(we'll discuss this particular example more in Chapter 8 when we discuss self-enhancing motivations). B., 584 Holloway, R. In an important way, then, the organization of the numbers into a vertical array accomplishes much of the thinking necessary to solve the problem. R., 412 Sorkhabi, N., 183 Sorlie, P. That is, they attributed the behavior of
writing the essay to reflecting the essay to reflecting the essay writer's underlying personality even though it was clear to them that the writers had no choice in what they wrote. Hence, people with independent selves should be more willing to form new relationships, maintain larger networks of relationships, and be less distressed should any of those relationships fade
away over time. Here we must decide whether the phenomenon is equally accessible to people in all cultures. His answer was that it was the hiker's pounding heart. When we take this perspective we are in a state of subjective self-awareness. Mapping the moral domain. Journal of Personality, 47, 245-287. G-9 G-10 GLOSSARY upward social
comparison An individual's comparison of his or her performance with someone who is doing better. One of Mr. B.'s colleagues at work is a very attractive woman. PLoS ONE 4(9), e7252. The important role of the preferences of others in people's choices is nicely demonstrated in the following study. It may even be the first thing that you say to her.
Here are the exchanges between Luria and a couple of his participants while looking at the group of four objects (Luria, 1976): Luria: Which of these things could you call by one word? After all, you don't stand to gain anything by giving your money to an anonymous stranger who doesn't know who you are. Japanese workers change jobs far less
frequently than their Western counterparts, and it is not uncommon for workers to be promised lifetime employees learn to adjust themselves to whatever demands the company places on them. To investigate this idea, we targeted a large group of immigrants who had moved from the same origin to the same host
culture at different ages. Berlin, B., & Kay, P. The groups that receive each level of the independent variable are referred to as "conditions." Between-groups manipulations require random assignment such that each participant 137 138 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY has an equal chance of being assigned
to any given condition. R-5 R-6 REFERENCES Boiger, M., Mesquita, B., Uchida, Y., & Barrett, L. The Protestant work ethic: The psychology of work-related beliefs and behaviors. Interestingly, Putnam documents how the younger generations even watch TV differently from the way their parents and grandparents do, as they are more likely to turn
the TV on even if there is nothing in particular show that they want to see. Stress and feelings of a lack of control tend to be more pronounced among those who occupy a subordinate position and are subject to the demands of those who
are able to make decisions for them. Because the selection pressures vary across geographical and cultural environments, humans have been evolving some particular traits that differ across regions of the world (Hawks, Wang, Cochran, Harpending, & Moyzis, 2007; Laland, OdlingSmee, & Myles, 2010). Grossmann, I., et al. H., 184, 310 Libertus, M.
This kind of learning is an example of a second kind of cultural learning known as emulative learning. There is good evidence to support this hypothesis. However, cultural influences on suicide are clearly evident in that suicide prevalence rates vary tremendously, and the motivations behind suicide also differ across cultures. M., Jr., 134 Williams, T.
M., 306 Cooper, R. Triandis H. 111-130). Diabetes African-Americans higher 7. Similar to the evidence for cultural learning in animals, contrasting the language, none have the rich abilities of humans. The offers from
the various subsistence societies varied, such that those societies where markets were more common and where people to focus on their enduring inner attributes, such as personality traits, attitudes, or abilities, as a means to understand
themselves. The collectivistic children thus had made predictions for their future behavior that turned out to be more accurate than the individualistic ones, which is what one would expect if the collectivistic children were taking more of an objective perspective of themselves. Among East Asians, in contrast, interpersonally engaging acts feel
especially good, subjective well-being is associated with appropriate role behaviors, people operate under the implicit theory that it is good to experience both positive emotions are more sought after. G., 28 Garrod, O. Although transmitted
culture typically begins in a particular geographic area (because we are more likely to learn from those people with whom we interact regularly), it does not necessarily stay bound to a particular geography. Behaviour Research and Therapy, 45, 1779-1789. Journal of Personality and Social Psychology, 29, 299-304. culture shock The feeling of being
anxious, helpless, irritable, and generally homesick due to a move to a new culture. Used by permission of W.W. Norton & Company, Inc. E., 131 Ross, L., 369 Ross, M., 125, 287, 529 Roth, D. Indeed, the Native Americans listed fewer than half as many positive statements about themselves as the European-Americans did. Sharing memories and
telling stories: American and Chinese mothers and their 3-year-olds. Festinger, L. Large-scale psychological differences within China explained by rice versus wheat agriculture. Perhaps Latinos derive health benefits from cultural scripts such as simpatia and their unusually high levels of positive affect (e.g., Diener, 2001), as we discussed in Chapter
10. On the shoulders of giants: Cultural tools and mathematical development. However, Berckheyde painted the horizon at a lower level than Hokusai did. 105-122). Lenneberg, E. Herrmann, B., Thöni, C., & Gächter, S. East Asian mothers more effectively communicate actions than North American mothers, whereas North American mothers more
effectively communicate objects than East Asian mothers (Lavin, Hall, & Waxman, 2006; Lavin, Hall, & Leung, 2006). K., Mendoza-Denton, R., Rheinschmidt, M. For example, among the Utku Eskimos, public expressions of anger are strongly condemned (Briggs, 1970). Cultures also shape motivations to fit in or to stick out in a group. Suicide
European-Americans higher European-Americans higher European-Americans higher 12. People seem to see themselves, whereas they see others in a more detached and objective way. The cultural origins of human cognition. Kephart, W. Chimps in contrast are far more efficient—they copy only the behaviors that are directly
relevant to achieving the goal while ignoring the irrelevant ones, as one would expect with emulative learning (Horner & Whiten, 2005). The central role of science in modern medicine would suggest a great deal of universality in doctors' understanding of disease throughout the world. L., & Patwardhan, M. Likewise, when chimps were pitted against
adult humans in a strategic conflict game, where participants earned points by either trying to match or mismatch what their partner was going to do, on average the chimps outperformed the humans (Martin, Bhui, Bossaerts, Matsuzawa, & Camerer, 2014). This issue has been considered from a variety of disciplines outside of psychology, and we
will consider some of those perspectives in this chapter. The ways in which our cultures affect us is that they provide us with particular kinds of situations that we encounter on a regular basis. Both first-grade and fifth-grade students were compared across the four cultures. Love matches and arranged marriages: A Chinese replication. Nisbett and
Cohen aspired to get some physiological measures to support the idea that Southerners respond with violence to insults. Buchtel, E. I., & Hommel, B. With this view, it seems essential that individuals choose their partners, because only they know their own idiosyncrasies well enough to identify a person they will love. Our cultures ultimately socialize
us to be ethnocentric because we are socialized to value normative cultural behaviors. Cognition. Cohen and Nisbett conducted their study by mailing out letters to employers around the United States. Journal of Personality and Social Psychology, 96, 1047-1061. One example is mathematical reasoning. No time to die. G., 46, 61 De Dreu, C. Thus,
humans are in a situation, likely unique in the history of the animal kingdom, where they have become a selective force on their biological nature. That is, in general, East Asians do relatively poorly on tasks such as the rod and frame (Ji et al., 2000; Kitayama, Duffy, Kawamura,
& Larsen, 2003). A potential cost of assimilation is the loss of one's heritage culture and accompanying social support networks, along with a sense of disconnection with the past. I., Raudenbush, S. New York, NY: Penguin. Different emotional lives. Rensink, R. Personality and Social Psychology Bulletin, 33, 1327-1339. Towards an explanation of
recent trends in suicide in Western Samoa. American Psychologist, 55, 1093-1104. The first way that different geographies can affect cultural norms is through evoked culture. Science, 306, 441-443. The kind of message that would be most persuasive is one that reflects ideas that are widely shared within a culture. Psychological Medicine, 22, 131-
145. They were asked to nominate their closest friend at the academy. However, these future changes will be modifications to the preexisting cultural foundation rather than a new culture cut from whole cloth, and in many ways we can confidently predict that 22nd-century America will remain distinctively American. N., Fugligni, A. Solving this
problem required people to abstract the common attributes or uses of the objects and to form a category—tools in this case. Super, C., M., Blom, M. Graham, J., Haidt, J., & Nosek, B. But, curiously, this almost never happens. New Haven, CT: Yale University Press. Variable cultural acquisition costs constrain cumulative cultural evolution. KEY TERMS
KEY TERMS Secularization Theory, 481 Preconventional Moral Reasoning, 485 Conventional Moral Reasoning, 485 Conventional Moral Reasoning, 485 Ethic of Divinity, 488 Ethic of Divinity, 489 General Reasoning, 485 Postconventional Moral Reasoning, 485 Postconventional Moral Reasoning, 485 Postconventional Moral Reasoning, 485 Postconventional Moral Reasoning, 485 Ethic of Divinity, 488 Ethi
Ingroups, 499 Respect for Hierarchy, 499 Principle of Equality, 505 Princip
species that we see evidence for cultural learning. KEY TERMS Proximal Causes, 72 Distal Causes, 73 Evoked Culture, 76 Transmitted Culture, 76 Transmitted Culture, 77 Natural Selection, 82 Dynamic Social Impact Theory, 85 Contemporary Legends, 87 Minimally Counterintuitive Ideas, 89 Individualistic Culture, 92 Collectivistic Culture, 93 Subjective
Well-Being, 102 Autokinetic Effect, 108 Pluralistic Ignorance, 110 113 These are Zinacantecan women at the market. If someone starts off a conversation from either too great or too small a distance, and these adjustments occur for the most
minor deviations from the norm. An epidemiological study of eating disorders in Iran, K., & Cohen, D. That is, Asian-Americans showed more pronounced frame-switching than the European-Americans showed more pronounced frame-switching than the European-Americans (also see Ovserman & Lee, 2008). In the words of some advocates for racial equality, "the way to stop discrimination on the basis of race is to stop
discriminating on the basis of race" (Parents Involved in Community Schools v. What can we conclude about cultural variation in the pursuit of happiness? it was a fluke. In cultures that do not encourage crawling, large proportions of children never crawl but instead scoot along on their bums or proceed directly to walking (Hopkins & Westra, 1988).
Z. In the vast majority of cases, the assignments to rooms, houses, and residence halls was conducted randomly. For example, if inappropriate behaviors toward a loved one are consistently met with responses that indicate that your relationship is strong, this will lead to the pleasant cluster of feelings that constitutes amae. In this state, our concerns
are directed specifically at ourselves, from the outside in. To investigate whether cultural differences in perception affect the art people produce today, Masuda and colleagues asked participants to draw some pictures on their own (Masuda, Gonzalez et al., 2008). One way to investigate culturally shared ideas has been to look at the stereotypes that
people have of certain cultural groups (Schaller, Conway, & Tanchuk, 2002). On the other hand, it's also possible that cultural differents kinds of visual information. G., Kendal, R. The more recent incarnation of the field started in
the early 1990s and has been the most influential. Heyes & B. Is resilience only skin deep? In J. (Nagell, Olguin, & Tomasello, 1993). C., 310 Lewis, R. It is difficult to account for this evidence without accepting the basic tenets of his theory. Perhaps you'll participate in some research on other understudied populations someday. E., 356 Bond, M. The
souls of Black folk. Humans seek meaning in their actions, and the shared ideas that make up cultures provide the kinds of meanings that people can derive from their experiences. The United States is a country of immigrants and is one of the most ethnically diverse nations in the world. Language ability is a hallmark human characteristic, and
although there are rudimentary language skills in some other species (Seyfarth, Cheney, & Marler, 1980), no other species is as dependent on language skills or has as complex a language skills in some other species is as dependent on language system as humans. The tendency to be better at recognizing the facial expressions of people from one's own culture can be seen in a variety of ways. Moreover, as
their culture continues to evolve it places new selective pressures on the genome, which evolves accordingly (Henrich, in press). L., 240 Minami, M., 375 Mindell, J. Flaherty (Eds.), Affective disorders: Psychopathology and treatment. Medical doctors' attitudes and beliefs about diet and health are more like those of their lay countrymen (France,
Germany, Italy, UK and USA) than those of doctors in other countries. One argument is that IQ is a proxy for health, as one can develop a fully functioning mind only with adequate nutrition. Please take the opportunity now to think about the ways you would answer the question of "Who am I?" In Figure 6.2, write down 20 statements that begin with
                     Complete the statements in the way that you feel best describes who you are. Even when the children got 100% correct, some Chinese mothers responded by saying, "That's nothing to be proud of; you should get 100% every time" (Hess, Chang, & McDevitt, 1987). Cameron, L., Erkal, N., Gangadharan, L., & Meng, X. Journal of
Family Psychology, 20, 68-78. His instructions were clear: Walk toward the participant at a quick pace and be sure not to give way. REFERENCES Custance, D., Whiten, A., & Fredman, T. International Journal of the Sociology of Language, 26, 25-40. Moreover, there has been an increasing orientation toward money and materialism (which tends to
go together with individualism; Vohs, Mead, & Goode, 2006), over recent decades (Twenge & Kasser, 2007). Hence, the publicly recognized sex life Psychological Processes Can Vary Across Cultures of Sambian men tracks an arc of exclusively homosexual behaviors from the age of 7 until they are married, a period of bisexual behaviors (sex with
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their wives, and oral sex with younger boys) from the time they are married until they enter fatherhood, and then exclusively heterosexual behaviors after that. F., & Baker, W. Campbell, D. Multiculturalism and acculturation: Views of Dutch REFERENCES and Turkish-Dutch. International Journal of Psychology, 48, 334-343. In contrast, much
evidence suggests that humans are quite particular about whom they choose to imitate. Diener & E. Mother and child in Japanese socialization: A Japan-U.S. comparison. Part of growing up in American culture is being exposed to the stereotypes that are sometimes discussed, whether one believes them or not. People in New England and the
Mountain states, on average, were faring better on most domains of well-being than other regions in the country were. Marriages based on love were more likely in cultures with nuclear family systems. At the superficial level, your self-description might include some culturally shaped statements.
such as "I'm a Vancouver Canucks fan," or "I am a devotée of jazz." These statements are cultural products in that you can't be a fan of the Vancouver Canucks without having participated in a cultural meaning system that includes thockey team), nor can you view
yourself as an aficionado of jazz if you haven't been exposed to the music and its surrounding culture. New York, NY: Norton. A., 209, 249 Nelson, C. F., Mesquita, B., & Gendron, M. Erez, M., & Nouri, R. The reasoning for this is not that one language allows people to think about certain ideas but rather that one language obliges people to think about
certain ideas (Deutscher, 2010). Subjective well-being is affected by such variables as wealth, protection of human rights, and income equality. Retrieved from http:factfinder2.census.gov/faces/ tableservices/jsf/pages/productview.xhtml?pid= ACS 12_1YR_DP02&prodType=table Uskul, A. The stories we keep: Autobiographical memory in American
and Chinese middle-aged adults. achieve purity A moral intuition that people should be disgusted by contamination or behaviors governed by the carnal passions. Despite, say, your negative feelings toward your father-in-law, you may still have to sit next to him at Thanksgiving dinner and listen to his objectionable political views, and continue to do
this every year. It is largely on the basis of these costs that some people have sought to pursue a raw diet. In contrast, if someone moves to a new culture that is highly similar to his or her heritage culture, there would be less learning to do and fewer difficulties. Journal of Happiness Studies, 4, 185-199. Of men born in 1890 in the United States, only
27% had more than an eighth-grade education, and only 9% had any schooling after high school (Goldin, 1998; only male data are provided, as at this time relatively few women entered the workforce). However, it is important to note that this documented tendency for East Asians to be less consistent across situations compared with Westerners does
not mean that East Asians are unpredictable. Alas, this too didn't prove large enough, and in 2011 Starbucks created a 31-ounce size for their cold drinks called trenti (Italian for "thirty"). Carter and Freud differ from each other in many ways, and one that is relevant to their different moral reasoning is their religious backgrounds. The same kinds of
social class differences in explaining other people's behaviors have also been found in France (Beauvois & Dubois, 1988), Russia (Grossmann & Varnum, 2011), and India (Mahalingam, 2003, 2007; for a review, see Kraus, Piff, Mendoza-Denton, Rheinschmidt, & Keltner, 2012). Comparable cultural differences in tendencies to focus on traits is also
evident in a number of other experimental paradigms (e.g., Argyle, Shimoda, & Little, 1978; Maass, Karasawa, Politi, & Suga, 2006; Zarate, Uleman, & Voils, 2001). However the rates for other age groups vary considerably (World Health Orgnization, 2004). Carter (Eds.), Parent-child socialization in diverse cultures (pp. If the answer is "no," the
phenomenon qualifies as an existential universal. People are usually able to come up with answers to such questions, answers that they often are quite convinced are true, but research reveals, in many situations, that people's answers that they often are quite convinced are true, but research reveals, in many situations, that people are usually able to come up with answers to such questions, answers that they often are quite convinced are true, but research reveals, in many situations, that people's answers to such questions, answers that they often are quite convinced are true, but research reveals, in many situations, answers that they often are quite convinced are true, but research reveals, in many situations, answers that they often are quite convinced are true, but research reveals, in many situations, and if they often are quite convinced are true, but research reveals, in many situations, and they often are quite convinced are true, but research reveals, in many situations, and they often are quite convinced are true, but research reveals, in many situations, and they often are quite convinced are true, but research reveals, in many situations, and they often are quite convinced are true, but research reveals, in many situations, and they often are quite convinced are true, but reveals, and they often are quite convinced are true, but reveals, and they often are quite convinced are true, and they often are quite convinced are true, but reveals, and they often are quite convinced are true, and they of
Indeed, other measures showed that the Northerners found the insult to be quite humorous, apparently as it reflected 14 Change in Testosterone Level 50 Universes show a large increase in testosterone level following an
insult. And because, prior to the Civil War, slaves were far more numerous in the farming regions, than in the farming regions, the South's history with slavery can also not explain why the homicide rate is higher in the herding regions than in the farming regions. How the self became a problem: A
psychological review of historical research. C., 85, 86 Harvey, P. The firm soon expanded its program beyond the Institute, publishing books by celebrated academics from America and abroad. clown." Likewise, although the American sitcom Seinfeld has enjoyed enormous success in the United States, being named by TV Guide in 2002 as the
 "greatest television show of all time," it flopped miserably in Germany because most Germans did not find it funny. Second, the most common response to the anger-provoking event for European-Canadians was to openly express their anger. If a stone that you chose had a bumpy protuberance, then the wall would likewise have that same bump.
Individuals with independent identities still feel much closer to ingroup than outgroup members; however, they do not view them in fundamentally distinct ways. Later, the participants were shown pictures of different people and were asked to recall which one had broken the vase. For example, more than a century ago the sociologist W. Now what
kind of evidence could they collect to make a convincing case of it? The Indians saw this arrangement as best by a few participants). Butterworth, B., Reeve, R., & Reynolds, F. The socioecological model of procommunity action: The benefits of residential
stability. Anderson, R., Lewis, S. Stewart, J. Much of human socialization occurs through the schools, and the process of being educated shapes our thinking in quite profound ways. Haviland-Jones (Eds.), The handbook of emotion (2nd ed., pp. Nunez, R. In sum, when we consider other ethical principles that can guide moral reasoning, it appears that
the ethic of autonomy is not the only game in town. The test bank is available in PDF and RTF formats. Social Forces, 64, 377-402. R-55 R-56 REFERENCES Tsai, I. Personality and Social Psychology Bulletin, 20, 551-567. Given the variation in kinds of marriages that are practiced around the world, in what ways can we say that marriage itself is a
cultural universal? Journal of Personality and Social Psychology, 82, 903-918. Nonetheless, there is much evidence that is consistent with Weber's thesis (see Uhlmann & Sanchez-Burks, 2014). This ethic views morality in terms of individual freedom and rights violations. Y., 530 Sasaki, S. For another example of cultural persistence, consider the
game of Japanese baseball. Similar arguments about the role of experienced racism in health outcomes have been made to account for the ethnic differences in infant mortality (e.g., David & Collins, 1991; Samuels, 1986) and the negative health outcomes among African-Americans more generally (Williams, Yu, Jackson, & Anderson, 1997). Whorf, B.
More generally, the experience of primary control is desired so much in individualistic cultures that when people feel less personal control over their life outcomes they tend to feel much anxiety. Religiosity appears to be on the upswing in many parts of the world, and people from different cultures and religions are coming into contact with each
other more than ever before. Imagine, if you will, what you would do if you were in Ben's situation: Ben was in Los Angeles on business. That is, at least for these particular questions, the country where one was raised had a bigger impact on how one viewed the relations between various aspects of diet and health than whether one received formal a bigger impact on how one viewed the relations between various aspects of diet and health than whether one received formal a bigger impact on how one viewed the relations between various aspects of diet and health than whether one received formal a bigger impact on how one viewed the relations between various aspects of diet and health than whether one received formal a bigger impact on how one viewed the relations between various aspects of diet and health than whether one viewed the relations between various aspects of diet and health than whether one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact on how one viewed the relations as a bigger impact of the relations as a bigg
medical training. & Pandey, P. Cross-cultural differences in the presentation of depression: Chinese somatization and Western psychologization. And a third version of the story was written so that it should create a strong emotional response. For example, when asked why they chose the particular class they did, Americans were more likely than
Japanese to say it was because the class was at a convenient time for them (i.e., they chose to exercise when they wanted), whereas Japanese were more likely to say it was because the class was of the appropriate level for them (i.e., they adjusted their Agency and Control schedules so that they would be a better fit with the class). W., 447, 448
Marmot, M., 543 Marmot, M. Hong and colleagues were interested in how Hong Kong Chinese FIGURE 7.13 Is the front fish being chased by the others, or is it would explain the fish's behavior. Hampden-Turner, C., & Trompenaars, A. M., & Darling, N. Journal of Personality and Social Psychology, 50, 925–935. But is it reasonable to claim that
Japanese don't have motivations to be consistent? 183-207). Journal of Cross-Cultural Psychology, 20, 296-309. One study investigated the role of predicting happy feelings when inferring our feelings is our facial expressions.
Wagner & H. Accra, Ghana: Catholic Press. R., 306 Tsai, J. Similar findings emerged Cultural Variation in Subjective Well-Being and Happiness with other measures. Compared with people from other cultures, Americans have rather casual attitudes toward forming friends. Does a Protestant work ethic exist? W., Ekman, P., Heider, K., & Friesen, W.
This is a reasonable concern, because much research has identified a pronounced positive relationship between independent self-construals and self-esteem within a variety of cultures (e.g., Oyserman, Coon, & Kemmelmeier, 2002; Singelis, Bond, Lai, & Sharkey, 1999). We do such basking when we emphasize our connection to successfully
performing others and feel better about ourselves by sharing in the warm glow of the individual versus the interests of the group. In contrast, the more attractive Ghanaians reported being less satisfied with their
general life outcomes and their friendships than less attractive ones. The more one has engaged in a given cultural practice, the more one's ways of thinking become habitualized to respond to that practice and their friendships than less attractive ones. The more one has engaged in a given cultural practice, the more one's ways of thinking become habitualized to respond to that practice. 241 CHAPTER 6 SELF AND PERSONALITY Effects of Mirror on Self-Evaluations Actual-Ideal Self-Discrepancy 242 1.4 1.3 1.2 1.1 No Mirror
Mirror 1 0.9 0.8 0.7 0.6 Americans Japanese FIGURE 6.17 Whereas Americans are more self-evaluations are unaffected by the presence of a mirror. And I think "wrestling" is an apt metaphor in this case, because the question of whether emotional experiences are similar
or different across cultures is one of the most contentious in cultural psychology. Werker, J. As Figure 4.8 shows, Southerners who had been insulted showed a sharp spike in testosterone level. Likewise, people who are of lower socioeconomic status or who are members of indigenous cultural groups are more likely to pursue separation or
marginalization strategies because the host culture does not typically offer them much that they desire. Explaining antisocial punishment. 265-305). Within the day, Pizarro's men had captured the emperor and killed about 7,000 of his soldiers. & Lee, S. Cultural experiences do not just shape the ways that people think; these experiences can also
affect people's bodies and health. That is, even when African-Americans and European-Americans are more likely than Jewish people to view bad thoughts as a moral problem. (1916). 379 380
CHAPTER 9 COGNITION AND PERCEPTION Although nonverbal communication is a big part of communication in all cultures, there are some rather pronounced cultural differences in the degree to which communication relies on explicit verbal information versus more implicit nonverbal cues. In contrast, a word that is rarely used by psychiatrists
(perhaps reflecting what is viewed as normative in the West) is psychologization (Ryder et al., 2008), which reflects the extent to which people are experiencing symptoms primarily in their minds. Protestantism initially emerged as a reaction to some perceived corruption in the medieval Catholic Church, but it contained ideas that shaped much more
than the spiritual lives of its followers and, ultimately, of the societies that were built around it. Moreover, the Surinamese and Turks were more likely than the Dutch to Cultural Variation in Kinds of Emotional Experiences ensure that others attended to the same events, thereby sharing the experience with the participants. J., Oveis, C., Keltner, D., &
Cohen, A. A., 416 Marsh, C., 319 Marshall, T. Figure 5.7a shows that there was considerable variation in this behavior, with their mothers, whereas the infants from the other cultural groups spent the majority of the time being held by their mothers. For example, many
distinct indigenous native populations throughout Canada have had to deal with the onslaught of cultural traditions forced on them by European settlers. J., Kitayama, S., & Hamamura, T. In contrast to a motivation to conform, we can also consider people's motivations to stick out and to be unique. Wallowing in one's negative self-feelings does not
have the same consequences across cultures. One group was instructed to hold a pen between their teeth without having it touch their lips. 379-387). H., 55 Cochran, G. New York, NY: Columbia University Press. Situational salience and cultural differences in the correspondence bias and in the actor-observer bias. Relationships are viewed as stable
often lifelong connections that provide both benefits to the individuals involved and costs in order to maintain them. Where do my emotions belong? The results of research on these styles with Western populations have been fairly consistent: Authoritative parenting leads to the most desirable outcomes in terms of perceived parental warmth
acceptance, better school achievement, autonomy, and self-reliance 181 182 CHAPTER 5 DEVELOPMENT AND SOCIALIZATION (e.g., Leung, Lao, & Lam, 1998; Steinberg, Lamborn, Dornbusch, & Darling, 1992; Trommsdorff, 1985). The Japanese participants showed no tendency to rationalize their decisions. Youn (Eds.), Individualism and
collectivism: Theory, method, and applications. Takemura, K. Infants' Personal Space Perhaps one of the most influence is the actual personal storytelling as a medium of socialization in Chinese and American families. Behavioral and Brain Sciences, 28, 675-735. Reducing intergroup
bias: The benefits of recategorization. Clients are led through a guided introspection to reflect upon the kindnesses that they have received from their close relationships (especially their mothers when they were young children) and to consider how little they had offered in return for these kindnesses. J., 489 Wallace, R., 542 Wallace, R. M., Spencer,
S. Research has indicated that the migrant often experiences a predictable sequence of attitudes toward the host culture, moving from a "honeymoon stage," when all is fun and exciting, to a sharp drop into the turbulent pool of the "crisis" or "culture shock" stage, followed by a gradual period of "adjustment" as he or she acculturates to the new
environment. Health, height, and welfare: Britain, 1700-1980. S., McCarthy, E. Woman's role in economic development. The effects of cultures across cultures, the vast majority of cross-cultural research has been conducted between
industrialized societies: By far, the most common comparisons are between North Americans and East Asians. Another contemporary of James, Walter Cannon, quickly criticized the James-Lange theory because the autonomic nervous system seemed to be too clumsy and slow to be differentiated into all the emotional states people experience. As
these are correlational data, it is not clear whether these are causes of greater gender equality or consequences of it. Lambert, T. Can you identify any microcultures that might have developed around you and your friends? E., 182 Lambert, T. Can you identify any microcultures that might have developed around you and your friends? E., 182 Lambert, T. Can you identify any microcultures that might have developed around you and your friends? E., 182 Lambert, T. Can you identify any microcultures that might have developed around you and your friends? E., 182 Lambert, T. Can you identify any microcultures that might have developed around you and your friends? E., 182 Lambert, T. Can you identify any microcultures that might have developed around you and your friends?
structure appears quite similar across diverse cultural contexts; the Five Factor Model of personality and Social Psychology, 88, 547-561. Motivations to Fit In or to Stick Out On many occasions when we're deciding how to behave in a group, we can decide to go either of
two ways. H., Abrahamson, M., Nilsson, D. The researchers also compared the genders on these measures. The cultural nature of human development. The "Reading the Mind in the Eyes" Test Revised Version: A study with normal adults and adults with Asperger syndrome or high-functioning autism. Antisocial punishment across societies. This
question was investigated in a study that compared biculturals (AsianAmericans) and monoculturals (European Americans are considered monoculturals (European Americans) and mo
Oswald, I. Cheng, C., Cheung, S.-F., Chio, J. How do you think a promotion focus might affect how people respond to the successes and failures they encounter in their lives? They used the rake in the same way that the model had, even though this meant that in the "teeth-down" condition, they had a more difficult time getting the
object. 59) is a puzzle: Beware of friends. How do you think these early experiences might shape the way children tend to view themselves? In B. M., 276 N-9 N-10 NAME INDEX Hewlett, B. "Moonies" get married: A psychiatric follow-up study of a charismatic religious sect. You probably haven't given much thought to the role that notions such as
these play in your life, because people tend to take such cultural practices as given, but they are all examples of cultural ideas that were not present throughout most of human history. Developmental Psychology, 40, 3-15. One view, known as the facial feedback hypothesis, suggests that they are not. Personality and Individual Differences, 44, 932-
942. One eternal source of controversy in discussing human universals, then, is whether the phenomena under question are posed in particular, concrete terms or in more general, abstract terms. Good feelings in Christianity and Buddhism: Religious differences in ideal affect. F., 59 Martin, D., 85 Martin, L. J., & Boyd, R. Individualistic and
collectivistic cultures also vary on this same continuum. Culture and the distinctiveness motive: Constructing identity in individualistic and collectivistic contexts. That is, a consideration of culture's influences at this level does not say much about why we describe ourselves with these kinds of preferences. When we compare ourselves to someone who
is worse off than us, we create a favorable comparison that casts our own performance in a positive light. Consider this example from China: The two key cereal crops in China are wheat and rice, which require quite different cultivation practices (Figure 3.3). Rather, people often come up with moral justifications to rationalize the strong emotions
they have when witnessing undesirable behaviors (Haidt, 2001). The self-concept holds a privileged position in psychology, as we'll see later, because the nature of our selves strongly influences the ways we perceive and interact with our social worlds. Furthermore, people in different cultures tend to commit suicide at different points in their lives. In
the outgroup choice condition, students saw the same four options for the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and they were told "These are the spaceship icons and 331 CHAPTER 8 MOTIVATION possible names; however, one of these four was highlighted and the spaceship icons and the spaceship ic
congruence between what people say and what they privately think, and thus there should be greater degrees of cultural persistence (Cohen, 2001). Power refers to the extent that such an effect really exists. They could choose to give
most of the money to the excellent worker, give most of the money to the needy worker, or split the money evenly down the middle. The important point is that for English speakers, time passes from one relative spatial marker (the left side of one's body) to another (the right side), and this does not change depending on the direction one is facing. K.
& Freeman, E. Do you think the pursuit of happiness should be equally valued across cultures? If you could somehow track all people migrating to new cultures around the world, what kinds of personality across cultures (pp. The
simple fact of who stood next to whom was more important in influencing these police recruits' selection of friends than their personalities, backgrounds, or religious beliefs. By being able to learn so well from others, we're in a position to build upon the innovations of others. Take a look at the boxes in Figure 1.1. This kind of box with a line is used in
what is known as the figure-line task (Kitayama, Duffy, Kawamura, & Larsen, 2003). Also, the East Asians tended to provide a more complex background in their drawings, in that they included 75% more contextual objects than did the Americans. The intimate environment: Exploring marriage and family. Some striking examples through history
include Louis XIV, who is reported to have bathed only twice in his life, both times being prescribed by his doctors. Averill, J. Those primates that were most successful at navigating the intricate and elaborate webs of social relationships would have been more likely to attract mates, secure resources, and protect themselves and their offspring from
dangers than those that were left to fend for themselves. Likewise, wearing shoes changes the way you run. The participant thus had the choice of either stepping aside or being flattened by this oncoming freight train. Perhaps not surprisingly, Fehr and Gächter found that the teams didn't contribute all that much money, and their contributions got
smaller and smaller after each round. Another variable that was assessed was the amount of time mothers made faceto-face contact with their infants. P., et al. Yoshihara, M. Specifically, Filipinos are collectivist, and many are fluent in both Tagalog and English. Asian Journal of Social Psychology. These differences in positive self-views are sustained
by the ways people attend to and interpret events in the world. task. 2 CULTURE AND HUMAN NATURE CHAPTER OUTLINE Is Culture Unique to Humans? Experiments in intergroup discrimination. In the past few decades, many cultures have been changing around the world in similar ways. Why is there this variation? Namely, the percentage of
fruit in the diets of each of the primate species was calculated; the foraging styles of the different primate species lived in was calculated. subjective well-being The feeling of how satisfied one is with one's life.
Indeed, when it comes to exploring how different cultures describe their emotional experiences, we see tremendous cultural variation (Russell, 1991). For example, Sony, IKEA, and Exxon each do more than three-guarters of their business outside their respective home countries of Japan, Sweden, and the United States (Barber, 1995). Wang, H.,
Masuda, T., Ito, K., & Rashid, M. A., Stuve, L. Figure 12.5 shows the average number of reasons given by midlife adult participants that were consistent with the three different ethics across all the different ethics across across all the different ethics across a
although a feeling of certainty of one's elect status was the best sign that one could come by. In the case of emotion, as you will see, strong arguments have been made for both cases—that emotions one has. The practice of people sleeping
separately in their own beds has not yet been identified in a single subsistence society around the world. Culture differences in neural processing of R-19 R-20 REFERENCES faces and houses in the ventral visual cortex. In that study an adjustment pattern was identified that was shared by many of the grantees. field dependence The tendency to
view objects as bound to their backgrounds. Cultural norms can arise as direct responses to features of the ecology, or they can arise because of learning from other individuals. This belief persists in the West and is manifest in the view that the individual has potential control of shaping the world to fit his or her own desires. X., 287 Chen, X., 577
Cheney, D. S., & Kashima, Y. Psychological Science, 17, 113-119. She says sometimes children who want to sleep with their parents need to be taken to a psychologist because their behavior indicates deeper problems. Suh (Eds.), Culture and subjective well-being (pp. One study investigated this question by providing Chinese and American students
with a number of graphs indicating the past performance of a number of trends, such as the global economy growth rates or the worldwide death rate for cancer (Ji, Nisbett, & Su, 2001). Likewise, tendencies to show self-serving biases are far less common among East Asian samples than Western ones (e.g., Norasakkunkit & Kalick, 2002). First,
Singapore 3.61 4.39 there are some strikingly different views toward gender Japan 3.70 4.01 equality around the world. We differ in our experiences—especially our early experiences—and this leads our minds to process the linguistic input that we hear in greatly different ways. From that time on, cultural innovations have progressed at a dizzying
pace that continues to increase. Freud proposed that many of the psychological difficulties people experience are rooted in conflicts and fears that exist at an unconscious level. Mixed-ethnicity face shape and attractiveness in humans. White (Eds.), Cultural conceptions of mental health and therapy. Each part can be described separately and
even when entering different rooms in a building, the Guugu Ymithirr speakers are constantly attending to which direction is which. S., 13 Jokela, M., 250, 266 Jones, E. For example, one set of studies found that whereas Asian-Americans were more accurate than European-Americans in identifying the emotions experienced by their close friends,
European-Americans were more accurate than Asian-Americans in identifying the emotions that were experienced by strangers (Ma-Kellams & Blascovich, 2012). As discussed earlier, the psychological tendencies of these WEIRD samples appear unusual, in many ways, and it was possible that people in other cultural contexts might play these
economic games differently. Robbins, S. by Jensen identified this same difference in the use of the three codes of ethics among progressive and orthodox Hindu Indians (Jensen, 1998), which demonstrates that this distinction within cultures is widespread—and is possibly universal. How do child-rearing experiences differ around the world? The selfish
gene. Self-enhancement: Is it restricted to individualistic cultures? Because the amount of face you have access to is determined by your position, you can't readily increase your face unless you get a promotion. Note that this doesn't mean that people are consciously thinking about selecting healthy mates, but that their unconscious preferences for
puberty) our brains are especially pliable for organizing themselves in response to language input. Altrocchi, J., & Altrocchi, L. 491 CHAPTER 12 MORALITY, RELIGION, AND JUSTICE This is a tough call, because obviously neither of these solutions is very satisfying. The development of close relationships in Japan and the U.S.: Paths of symbiotic
harmony and generative tension. analytically: Comparing the context sensitivity of Japanese and Americans. Loyalty to ingroups can be assessed by your willingness to burn your country's flag, in private, where no one else would see you. In dealing with a system that can't always be trusted to function, people come up with alternative ways to ensure
their needs are met. This level dictates that morality is about following the rules, and individuals should not question where those rules come from. Psychological Medicine, 11, 697-706. Why would people be so concerned with their complexions? paulekman.com; p.412: Photographs courtesy of Dacher Keltner; p.413: Courtesy of Jess Tracy; p.415:
Courtesy of ARC. Much other research is consistent with this conclusion (e.g., Hamamura & Heine, 2007; Kitayama, Markus, Matsumoto, & Norasakkunkit, 1997; Kurman, Yoshihara-Tanaka, & Elkoshi, 2003). Later, the participants evaluated their own creativity levels. Likewise, the East Asian pattern of relatively weaker feelings of primary control
has also been found in African samples (e.g., Smith, Trompenaars, & Dugan, 1995). Most English speakers showed some evidence for categorical perception, as they were more likely to say that the target chip and Chip 2
did not. A., 315 Knowles, E. The frame provides misleading information about the angle of the rod, so it is necessary to ignore the frame to correctly identify the angle of the rod. Bakan, D. Gullahorn, J. In contrast, in much of the world just a few centuries ago, the only people who regularly encountered individuals from distant cultures were explorers,
diplomats, marauding warriors, and merchants. Boyer, P., & Ramble, C. For most Americans, ideal affect contains positive emotions that are low in arousal. On the concept of face. After the confederate reported 16 inches, most of the other members of the
group also begin to "see" the light move at about 16 inches. Cole (Ed.), Nebraska symposium on motivation (pp. Why cultures vary in these ways defies any single answer—rather, we can come to understand cultural variation by considering a variety of different forces that come into play. Mental Health Treatment The origins of Western
psychotherapy are typically traced back to Western Europe and, in particular, to Sigmund Freud, who launched the field of psychoanalysis in the late 19th century. R-9 R-10 REFERENCES Chernoff, H. You might wonder, for example, how representative of Southern culture were the Southern students attending classes at the University of Michigan
A., 545 Endo, Y., 307, 472 English, T., 235, 236 Engstler-Schooler, T. This cultural variation in a universal psychopathology underscores the critical role that culture plays in mental health. Think about your feelings about capital punishment, and try to articulate whether you think it is right or wrong. On occasions there are clear social constraints that
individuals must adjust themselves to; at other times social relationships and organizations will change to adjust themselves to the nature of their individual members. For example, in one study we had Japanese and Canadian participants come into a lab where they briefly met a stranger of the same sex and nationality. People who habitually wear
shoes tend to have narrower feet, their first two toes are closer together, and they have a lower arch. The participants were asked to describe what they saw. In the case of functional universals, the cognitive tool serves the same function everywhere, although it may not be used that much in some cultures. As you read through the various
descriptions of psychological phenomena, I encourage you to ask yourself whether the evidence suggests that the phenomena are universal or culturally variable. From the 1940s through the 1970s, at small towns up and down the eastern seaboard of the United States, Noell's Ark Gorilla Show provided a unique and immensely popular vaudeville
experience with its traveling circus. For example, the Piraha, a tribe from the Lowland Amazon region of Brazil, has a number system that contains only the numbers 1, 2, and "many." They have no terms for any specific numbers greater than 2. Furthermore, when the overall pattern of responses between doctors and laypeople in the five countries
were compared using a multidimensional scaling analysis, a striking pattern emerged. Despite these efforts to eat food that is apparently healthier, however, only about 35% of French. In one of the studies the researcher placed a number of nuts in a can (Gordon, 2004). Ethology and
Sociobiology, 15, 73-85. This highly valued relational style is known as simpático, and Latin-Americans view achieving the body by reducing the amount of direct sunlight that struck the body and by exposing the upper body to the wind, and improved
the long-distance traveling efficiency of early hominids. Or should the person go along with the group and offer what appears to be a patently wrong answer? That is, those Japanese who were more interdependent reported feeling the most easily embarrassed, and likewise for Americans. Cultural preferences for formal versus intuitive reasoning. I.,
276 Lynch, M., 232 Lynge, E., 541 Lynn, R., 99 Lyons, D. Gordon, A. In fact, the major preoccupation of people with the offensive type of TKS is how uncomfortable and tense others will feel around them, because of the imagined repulsiveness of their physical faults. de Waal, F. Cultural Learning Humans, then, are not unique in being able to engage
in cultural learning. Spontaneous attention to word content versus emotional tone: Differences among three cultures. First, making choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Americans; Indians take significantly more time to make choices appears to be more difficult for Indians than for Indians than for Indians take significantly more time to make the significant for Indians take significant f
Americans who have come to differ the most from previous generations of young Americans. Consider the following experiment (Derex, Beugin, Godelle, & Raymond, 2013). And this reliance on culture has important and profound implications for our thoughts and behaviors. E., Scott, W., & Siegle, G. Emotion, 2, 380-397. Japanese and American
students were either placed in front of a mirror or not, and were then asked to evaluate themselves on a measure of actual-ideal self-discrepancies. Enculturated chimpanzees and gorillas have been taught a number of words of sign language (e.g., Savage-Rumbaugh et al., 1986); however, they do not use these signs to communicate in the ways that
humans do (Pinker, 1994). French attitudes toward bathing result in per capita consumption of soap in France that was about half of that in England (Payer, 1996). Even with these last two, however, The Morality of Thoughts there is debate as to whether they refer to thoughts or behaviors. Asia Pacific Journal of Clinical Nutrition, 4, 357-360. Yi, X.,
Public Health Service. How could a Taiwanese emigrant come to have such penetrating insight into the minds of 19th-century British gentry, suburban New Englanders, Indian castaways, and gay cowboys? Likewise, interdependent selves are more common in cultures where children typically co-sleep with their parents, where education is primarily and the suburban New Englanders, Indian castaways, and gay cowboys? Likewise, interdependent selves are more common in cultures where children typically co-sleep with their parents, where education is primarily and the suburban New Englanders, Indian castaways, and gay cowboys? Likewise, interdependent selves are more common in cultures where children typically co-sleep with their parents, where education is primarily and the suburban New Englanders, Indian castaways, and gay cowboys?
matter decided on by families, and where marriages may be arranged by parents, and so on—collectivistic cultures. Anger inhibition, cardiovascular recovery, and vagal function: A model of the link between hostility and cardiovascular recovery, and vagal function. A model of the link between hostility and cardiovascular recovery, and vagal function are considered as a cardiovascular recovery.
than the two Canadian samples, who did not differ at all. D., 72 Gil-White, F. The James-Lange Theory of Emotions Does Emotions Does Emotions Theory of Emotions Theory of Emotions Does Emotions Theory of Emotions Theory of Emotions Theory of Emotions Does Emotional Experience Vary Across Cultures? But when insulted, Southerners are more likely than Northerners to confront an oncoming person. On these raids, men would play reed flutes and
pound their heads to heighten their liget as they headed off on a trek to a distant village. C., 575 Lin, R. Haidt, J. Cultural Diversity and Ethnic Minority Psychology, 10, 169-176. It would seem that social anxiety concerns should be especially prevalent in cultural contexts where there is more emphasis placed on the value of fitting in with others. 251
Copyright © 2013 by the American Psychological Association. Veiled sentiments. We suspect that the more opportunities there are for immigrants to continue to live and communicate as they had in their heritage cultures, the more difficult it becomes to fully acquire their host culture's ways if they first arrive at an older age. Assimilation and
separation strategies are proposed to be intermediate in terms of their mental health outcomes. We would expect, however, that his decision will indicate which violation he perceives to be more serious. When Arakaki refused because he wanted to play for another team, Miwata responded by committing suicide, apparently to take responsibility for another team.
his failure to recruit the pitcher. This distinction between universal categories of mental illness and culture-bound syndromes is not always straightforward, because the symptoms of some disorders might also vary across cultures, even though the underlying causes of the problems are the same. KEY TERMS Many methodological developments are
particular to the study of culture. In contrast, Americans who reported feeling a great deal of positive feelings in general. M., 567 Bemporad, J. Some evidence for heightened sexual attraction under conditions of high anxiety. For example, people who are more authoritarian in their
personalities also tend to be more religious, conventional, and dogmatic; they tend to have negative attitudes toward obesity and homosexuality; and they tend to be less gregarious and less open to aesthetics and ideas (Butler, 2000). When it is necessary you should conceal it as much as possible, and avoid soiling either persons or their clothes, no
matter who they are." By the late 19th century, however, spitting was far less tolerated, although still very common: "Spitting is at all times a disgusting habit. A., 467 Hollox, E., 527 Holmberg, A. Place matters: Consensual features and regional variation in American well-being and self. In addition, God gives each individual the unique skills and
capabilities needed to fulfill his or her calling, and it is incumbent upon individuals to discover their cultural worlds that they are always behaving as cultural actors, and their thoughts are always sustained by the meanings that are derived from their cultures. Prevalence and
correlates of bipolar spectrum disorder in the World Mental Health Survey Initiative. Questions such as "Do you regularly experience amae?" would yield dubious results in some cultures. Your data would be meaningless if your participants did not have the requisite language skills to understand what was being
asked of them. L., & Marler, P. This kind of defensive, cautious approach to not losing something is known as a prevention orientation. For example, you likely have never heard of the stories "Farmer Little," "Hans My Hedgehog," or "The Donkey Cabbage" (Figure 3.7). Journal of Human Stress, 8, 14-22. Elliott (Eds.), At the threshold: The developing
adolescent (pp. Journal of Cross-Cultural Psychology, 23, 498-509. What evidence suggests that they don't? However, some cross-cultural research comparing the average scores from self-report measures of the Protestant work ethic has provided evidence that is not obviously consistent with Weber's thesis (e.g.
Furnham, Bond, & Heaven, 1993). M., Marriott, A., & Duncan, N. These kinds of studies provide evidence for the role of cultural experiences accounting for the observed differences. J., Kamaya, K., & Hori, I. FIGURE 1.4 A Sambian initiate is tested by sucking a flute in preparation for his transformation into manhood. Social class, the sense of
control, and social explanation. group interests, 514-15 koro, 568 marriages, 474 math education, 197-200 narcissism in, 312, 313 noun biases, 185 others' behavior explained by, 363 parenting styles, 180-84 perceptions of change, 371-72 personality traits, 248-49 prevention orientation, 287-88 psychological symptoms, 576 self-concept of, 210 s
descriptions, 209, 214-15 self-enhancement, 306-7 social anxiety disorder, 577 speaking to children, 375 taijin kyoufushou, 578 theories of self, 244 toleration to stimuli, 351-52 frame-switching, 286-87 Chinese-Canadians anger
responses, 422-23 frame-switching, 287 Chinese language, 185 Chiu, C., 282-86 choices, 328-37 made by others vs. How could we go about identifying how schooling affects people's thinking? Choice is something that is surely valued everywhere; however, the extent to which people value choice, and exercise it, is influenced by the contexts they are
in. Each innovation in computer technology is built on accumulated cultural knowledge. J., O'Nell, C. Robinson, M. Friend X X X IndividualX X X IndividualX X X X IndividualX 
themselves with that are higher than their current levels of performance. H., 135, 218, 221, 300, 484 Schwartz, S. Each uses different strategies to make herself more attractive. Edwards, C. In those cultures where large game is hunted, or risky
deep-sea fishing is performed), cultures of masculinity that value the strength and toughness of males are more likely to emerge. K., & Ting, S. Yeshurun, Y., & Sobel, N. C., & Marlowe, F. Chinese-Canadians and European-Canadians were brought into a lab where they were exposed to a rather rude and unprofessional experimenter. A., Gavira, F.
Frequently, the audience members would deliberately choose the wrong answers in an apparent effort to mislead the contestants. My obaachan, my host grandmother, ever attentive to my well-being, seemed especially concerned about the bad shape I was in. (1938). Kurman, J., Yoshihara-Tanaka, C., & Elkoshi, T. Coevolution: Genes, culture and
human diversity. Seniority systems reflect the principle of equality because there is no competition among individuals for compensation. That's what I think is most important about a friend" (Adams & Plaut, 2003). Advice from the Middle Ages recommended: "Do not spit into the basin when you wash your hands, but beside it," or "Do not spit across
the table in the manner of hunters." By the 18th century, spitting etiquette had progressed from the norms of the Middle FIGURE 3.1 In past centuries, spittoons were regular fixtures in many public locations in the United States, so that people could spit indoors without making a mess. O., 145 Doyle, M. Society and the adolescent self-image. W.,
Kim, U., Power, S., Young, M., & Bujaki, M. Although there is no evidence that Freud engaged in much of the way of immoral behaviors (he was a highly respected citizen in Victorian-era Austria), he certainly considered some provocative thoughts. Humans are therefore a cultural species, as people have a great deal of "culture" that fits this
definition. A., 167 Nestle, M., 533 Neto, F., 469 Newcomb, T. Being able to solve multiplication problems is greatly facilitated by placing the numbers in vertical arrays with columns. Perhaps the novelty-individualism link for Western creativity can also be seen in the tendencies for Western artists to be more likely than the average person to suffer
from mental illness. Csikszentmihalyi, M., & Hunter, J. He swallowed something lumpy and saw that there were pieces of a dead rat inside. In this study, the participants viewed the scenes while they were connected to an eye-tracker, so every movement of their eye was monitored. Extraversion thus does not always facilitate acculturation (Armes &
Ward, 1989). Hamamura, T., Meijer, Z., Heine, S. Lin, R. Savani, K., Alvarez, A., Mesquita, B., & Markus, H. In fact, small mammals and birds that depend on spatial memory for food storage have unusually large volumes in their hippocampi relative to other related species (Lee, Miyasato, & Clayton, 1998). F., 249 Cheung, S.-F., 326 Cheung, T., 209
Chiang, J. The independent variable can be said to cause the change in the dependent variable. A question to consider here is, How universal is the emotion liget? Personality and Social Psychology Review, 16, 3-24. Y., et al. This is known as the neocortex ratio, and it has been used as a proxy measure of intelligence, because the most notable way
that primate brains differ from those of other mammals is that the primate neocortexes are larger. Some people really do not get along with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other, but if it is not an option to decide that they will not engage with each other.
investigated by exploring the way newspaper articles described instances of behaviors that were undeniably antisocial—namely, mass murder (Morris & Peng, 1994). 19-136). 75 70 R2 = 0.58 65 0 10000 20000 30000 40000 50000 60000 70000 GDP per Capita (USD PPP) curvilinear relation (Figure 13.10). Culture and social support. J., (2005).
Behavior Therapy, 38, 120-131. Proceedings of the National Academy of Sciences, 107, 15717-15721. being a friend: Cultural differences and similarities in the evaluation of imposed social support. We can also see it in the ways that people think of themselves; their selves appear more contradictory. Y., & Blizinsky, K. For the most part, their health
outcomes on a variety of measures are quite similar to those of European-Americans, and in a number of cases the outcomes are unexpectedly positive. A question asked by Japanese that often surprises Westerners is about their blood type, as the four blood type, as the four blood types are perceived to underlie reliable differences in personality in Japan. Emotions in
collectivist and individualist contexts. Primitive concepts of disease. Industrial Management & Data Systems, 96, 11-20. G., Yee, A., & Lewis, R. M., & Aronson, J. D., 303, 309 Brown, R. London: Kegan Paul, Trench, Trubner. For the most part, people who are over the age of 60 are as socially engaged as those who were over the
age of 60 in past decades. However, a cultural difference by itself does not tell us which cultural experiences sustain it. Later in this chapter we'll make sense of why some Muslims and some Christians saw the publication of the Muhammad cartoons in such different terms. Behavioral experiences sustain it. Later in this chapter we'll make sense of why some Muslims and some Christians saw the publication of the Muhammad cartoons in such different terms.
the ability to make complex objects than larger and more connected groups are (Muthukrishna et al., 2014). Current Directions in Psychological Science, 8, 10-14. Despite recent growth in individualistic tendencies worldwide, cultures today remain different in many important ways that affect the ways we think. Cultures vary in their happiness, in
part, because they have quite different ideas about what happiness is and what it is derived from. It follows that wherever individualism has been increase in self-esteem and positive self-assessments. Left Inferior Parietal Lobule (BA40) (44 42 42) .25 .20 ** * 1.0 .05 0 .05 .10 .15 Absolute Relative Task Beta Value
Difference Beta Value Difference 12 Americans East Asians Right Inferior Precentral Gyrus (BA6) (48 8 24) .25 .20 .15 ** * .10 .05 0 .05 .10 .15 Absolute Relative Task FIGURE 1.2 Americans Show more activation of these regions (which are associated with intentional control) when engaged in the relative task. Indeed, by one count, there are
approximately 18,000 personality trait words in the English language (Allport & Odbert, 1936). There are many famous instances of the disturbed creative genius in the West (think of Vincent van Gogh cutting off his own ear, or Ernest Hemingway's suicidal end), and an analysis of creative works finds that this is indeed a reliable pattern. Feldman &
G. In such situations they can better exercise control by altering KEY TERMS their personal expectations and preferences than by trying to change the outcome. Understanding that there are different patterns in the way self-concepts are constructed across cultures enables us to make predictions about how specific psychological phenomena will also
differ across cultures. East Asian and North American cultural products and information search performance. International Journal of Psychology, 23, 51-64. For example, pigeons (Lefebvre & Giraldeau, 1994). Lavin, T., Hall, D. Indeed, although there have been a number of large
scale surveys that have produced rank orderings of countries in terms of their personalities (e.g., McCrae et al., 2005), for the most part these rank orderings correlate poorly with each other (see Heine & Buchtel, 2009) and violate some basic criteria for assessing the validity of
P., 565 Judd, C. The digestive tract, consisting of the stomach, the small intestine, and especially the large intestine, is about 60% smaller in humans than what would be expected in a primate of our body weight (Martin, Chivers, MacLarnon, & Hladik, 1985). The results were rather striking (Figure 8.9). All relationships appear to consist of one or
more of the following elements: communal sharing, authority ranking, authority ranking, and market pricing. Chapter 7 Page 254: © Blaine Harrington III/Corbis; p.256: © CHRIS WATTIE/Reuters/Corbis; p.256: © CHRIS WATTIE/Reuters/Corbis; p.256: © CHRIS WATTIE/Reuters/Corbis; p.257: Richard Burkhart/AP Images for Savannah College of Art and Design; p.259: © David R. Crosscultural differences in the refusal to accept a
small gift: The differential influence of reciprocity norms on Asians and North Americans. Bauer, S. For example, wealthier Icelandic children do (Hart & Edelstein, 1992), paralleling the cross-national differences in self-concepts discussed earlier
For example, we can see the world as something that is fixed and beyond our control to change (an entity theory of the world). It appears that the notion that punishment promotes cooperation holds true only in societies
characterized by norms for civic cooperation and high levels of trust (Balliet & Van Lange, 2013). Social Science and Medicine, 58, 1463-1473. As shown in Figure 9.4, regardless of whether the fish was shown with its original background or with a novel background, the American's recognition of the fish was pretty much the same. Rather than
asserting control and striving for independence, Zincantecan 2-year-olds change their status from mother's baby to a member of the courtyard children's group (Edwards, 1994; Rogoff, 2003). Somewhat similar kinds of genital-shrinking epidemics have also been reported in West Africa, although there's debate about whether the similarities are close
enough for those to also be considered cases of koro (Dzokoto & Adams, 2005). M., 373 Streufert, S., 293 Su, C., 183, 322, 324, 371 Suarez-Orozco, M., 257, 272 Suchman, E. M., 45, 57, 163 Shafir, E., 543 Shao, L., 433 Shapiro, L., 384 Sharkey, W. A recent study demonstrates the degree to which a
doctor's understanding of medicine is influenced by cultural experiences (Leeman, Fischler, & Rozin, 2011). The theoretical importance of love. Morality at this level is about trying to behave in a way that provides the best overall return. Poortinga (Eds.), From a different perspective: Studies of behavior across cultures (pp. Again, these findings
demonstrate that although ecology is a key component of cultural variation, much cultural variation is transmitted in ways that are largely independent of ecology. First, as we saw in Chapter 1 in the discussion of WEIRD people, there is a significant problem with generalizability —do the findings generalize to populations other than the samples that
were studied? Medical Anthropology, 13, 181-213. There are several unique challenges to conducting survey research across cultures, including problems with translation, various types of response biases, reference-group effects, and deprivation effects. Humans have evolved specialized skills of social cognition: The cultural intelligence hypothesis.
 am, however, considering a divorce. English speakers, Berinmo speakers, and Himba speakers were shown a number of such triads and asked to indicate which chip was more similar in color to the target chip. E., 30, 338 Ashburner, J., 13 Ashenburg, K., 553 Ashford, S., 320 Athappilly, K., 475 Atran, S., 90 Attanucci, J., 489 Au, W., 237, 315 Auld, I
Personality and Social Psychology Bulletin, 37, 451-463. Actions are seen as wrong when individuals fail to perform their duties. Stereotypes can thus be seen to reflect shared ideas that people have in particular cultural expectations of thinness in women. Simons & C. All Rights Reserved.; p.484:
© The New Yorker Collection, 1992, Leo Cullum, from cartoonbank.com. Primates tend to be highly social animals, and social behavior requires considerable cognitive skills. E., 405 Lee, A. What influences the extent to which particular myths or beliefs come to be shared across a population? There are important cultural differences in how people
conceive of friends and enemies. L., Tiel, T., et al. Davis, B. B: A biologist who studied nicotine addiction asserted that heavy doses of nicotine often lead to becoming overweight. Antisocial punishment was entirely unexpected by the researchers who first discovered it, but it appears to be quite commonplace in many cultures, and it remains somewhat
puzzling. Sometime after, some populations, particularly those in northern Europe, developed a mutation for Biological Variability of Humans 527 lactase persistence (Hollox, 2005). Effect of children's shoes on gait: a systematic review and metaanalysis. Different ways of feeling: Emotion and somatic awareness in Ghanaians and Euro-Americans.
Reflecting a central theme of this text, we will explore whether mental disorders are particular to certain cultures or are universally prevalent. Journal of Personality and Social Psychology, 96, 857-869. M., 175 Whitwell, G., 536 Whorf, B. T. As he described to me, when he first married his wife they had no love for each other—they were strangers.
Oettingen, G., & Seligman, M. Social identity and intergroup behaviour. Cultural psychologists would argue that to fully understand the mind it is important to consider, say, whether one is thinking about food, weapons, sexual partners, or sacred rituals. My bet is that you think you're above average for all of these. The role of selfreports in culture
and personality research: It is too early to give up on self-reports. Cognitive Development, 16, 693-715. And the fact that basic psychological processes vary in important ways across cultures raises a difficult question: How can we understand the workings of the human mind when it apparently works in different ways in different contexts? People who
have grown up learning East Asian social norms but later find themselves in a Western social norms that they were raised with 577 578 CHAPTER 14 MENTAL HEALTH and the Western social norms that they are currently living in. Those of our ancestors
who were best able to engage in cultural learning were the ones most likely to have surviving offspring. A., Roberts, N. A., 167 Fox, W. Second, the ways that warmth and responsiveness are communicated by parents vary considerably across cultures, and thus what might look like cold behavior in one culture is not perceived as cold in another.
Eichmann in Jerusalem. Or, a case could be made that per capita income is the best indicator of quality of life, in which case Norway and the United States would represent the developmental standard (Central Intelligence Agency, 2006a). Working-class people and upper-middle-class people also have different kinds of relationships; the working-class
individuals tend to have fewer friends, they live closer to them, they have more frequent contact with family, and they rely more on relatives for material assistance (Allan, 1979). R., Connor, R. Tokyo, Japan: Jikei University. As we'll soon see, analytic thinking, in general, is more common in Western cultures than it is elsewhere, particularly in East
Asia (i.e., China, Japan, and Korea). A third theory to account for primates' big brains is the complexity of their social worlds. Having one's methodological equivalence. However, learning about a culture through books and ethnographies limits you to learning about the ideas that
the author felt were relevant, and this might not shed much light on the phenomena that you are interested in studying. Another argument for the effect that increasing complexity has on people with hikikomori-like symptoms in South
Korea and Taiwan, and the occasional case study with parallels is found in Western countries, no other culture has a prevalence nearly as high as in Japan. What are some consequences of humans being attracted to prestigious others? Social/economic status and disease. Romantic love has been proposed to be that critical glue when other kin are not
around (Inkeles, 1953). A story of breakthrough versus incremental innovation: Corporate entrepreneurship in the global pharmaceutical industry. This dialectical view on emotions (Miyamoto, Uchida, & Ellsworth, 2010). This improved nothing; our daughter
still sleeps in our bed, and I have been retired to the family room couch. Journal of Personality and Social Psychology, 89, 407-425. Morrow, R. Religion in macroeconomics: A quantitative analysis of Weber's thesis. Divided we stand: Three psychological regions of the United States and their political, economic, social, and health correlates. Growing
up American: How Vietnamese children adapt to life in the United States. How about for maintaining a color-blind perspective? Another study found that when North American college students are asked to guess that it was a noun (Lavin, Hall, &
Waxman, 2006; also see Gillette, Gleitman, & Lederer, 1999), revealing a noun bias; Chinese-speaking college students, however, did not show this bias. Cumulative Cultures of humans are cumulative. This Canadian
pattern replicates much past work on dissonance (Brehm, 1956; Steele, Spencer, & Lynch, 1993), demonstrating how people (or North Americans, at least) engage in postdecision dissonance reduction. The cartoon controversy, and the growing tensions in recent years between some people of Christian and Muslim faiths, underscores the central role
of culture in world affairs. M., 554 Ryder, A. European Journal of Personality, 26, 529-535. L., 545 Webb, D. This chapter explores how culture shapes the ways people relate to others. F., & GuilfordDavenport, M. New York, NY: Cambridge University Press. For example, research has revealed that we often don't really know how we feel (Schacter &
Singer, 1962), what we have remembered (Loftus, 1993), whether we've enjoyed a task (Festinger, 1957), or the reasons we like something (Nisbett & Wilson, 1977). bask in the reflected glory Emphasizing one's connection to successful others in order to feel better about oneself. Diener, E. Mark, N. To be happy is to love. Two aspects of emotions
have received the most study: an objectively visible aspect, facial expressions; and a subjectively experienced aspect, people's descriptions of their emotional experiences. Lyons, D. To answer this question logically, one should set aside all knowledge one has about bears or Novaya Zemyla and just focus on the premises provided. Journal of Applied
Developmental Psychology, 24, 645-662. When we cook food, we alter it in a number of ways. independent view of self A model of the self in which identity is thought to come from inner attributes that reflect a unique essence of the individual and that remain stable across situations and across the lifespan. Of course, this imagery was never available
to you firsthand. C., & Huang, C.-M. Anorexia does not meet the standards for a functional universal, however, because in 567 568 CHAPTER 14 MENTAL HEALTH some contexts a similar motivation (i.e., self-starvation) is associated with different ends (avoiding becoming overweight vs. Culture-Bound Syndromes 571 Latah, which has been
identified primarily among people of various Southeast Asian cultures but also in Siberia and among the Ainu in Japan, is a condition in which people fall into a transient dissociated state after some kind of startling event, such as being tickled or thinking that they have seen a snake. Insult, aggression, and the Southern culture of honor: An
"experimental ethnography." Journal of Personality and Social Psychology, 70, 945-960. In contrast, the tendency for holistic thinkers to view the world as consisting of fluid and interrelated parts leads to a belief that contradiction is natural. (2015). Furthermore, when participants who read athletes' self-descriptions were asked to infer the emotions
an athlete was feeling, Japanese participants inferred more emotions when the athlete focused only on herself (Uchida, Townsend, Markus, & Bergsieker, 2009). Compared with Americans, Venezuelans prefer closer conversational distances, and
Japanese prefer wider conversational distances. New York, NY: Dutton. Indeed, Nunn found that (controlling for a host of variables such as coastline, population that was Islamic, temperature, and presence of natural resources, such gold, oil, and diamonds) those countries that exported many slaves have a
lower GDP today. Culture, dissonance, and self-affirmation. Rather, the ability to engage in cultural learning itself was a selective force that has shaped human evolution since humans last shared common ancestors with other primates (see Henrich, 2015; Richerson & Boyd, 2005). B., 314 Joshi, M. 403 404 CHAPTER 10 EMOTIONS What Is an
Emotion? Evolutionary Anthropology, 6, 178-190. This effect is stronger when the different cultural individuals feel that their cultural identities are blended (Saad, Damian, Benet-Martinez, Moons, & Robins, 2013). In contrast, 71% of
Ghanaians claimed that they were the target of enemies. East Asians' relatively self-critical views appear to generalize from their individual selves to their groups. Simon, L., Greenberg, I., & Brehm, J. In German, for example, inanimate objects are assigned a gender—bridges are feminine, Linguistic Relativity for instance. Second, one has to be
concerned about whether those in a culture who have good English capabilities are representative of their cultures. conscientiousness A personality trait that indicates how responsible and dependable an GLOSSARY individual is; part of the Five Factor model of personality. Cohen, D., & Gunz, A. Moreover, in dozens of countries around the world
people's personality seems to mature in rather similar ways, with people tending to become more agreeable, more conscientious, and less neurotic as they age (Bleidorn et al., 2013). Diamond, J. If you've ever traveled in a place where you don't speak the local language and the locals don't speak your language, you've probably discovered how hard it
can be sometimes to get even a concrete question answered, such as "Where is the nearest bank machine?" When dealing with topics that are far less concrete, such as emotions, values, narratives, or personality traits, these communication difficulties become even more problematic. Cross-cultural variations in attitudes toward love. Evidence from
the well-being effect of unemployment. Mind and Language, 10, 119-125. Amae captures the relatively pleasant feelings that one experiences when allowed "Schadenfreude Monthly" to emphasize his or her dependence on another. White, K., & Lehman, D. New York, NY: Penguin Press. T., Cochran, G. In general, it produced very little evidence in
support of the Big Five—the individual items did not correlate well with each other to form distinct traits, and the Tsimane appeared to have personality factors—neither of which approximated any of the Big Five. The second most important principle for them was the sacred couple, in which
participants believed that married couples should be given their own space for emotional intimacy and sexual privacy. Kitayama & D. K., 209 Nanetti, R. Journal of Abnormal Psychology, 106, 52-60. In contrast, for only 3 of the 25 items was there a significant difference between doctors and laypeople. (1, Whole No. 211). Relationship of subjective
and objective social status with psychological and physiological functioning: Preliminary data in healthy, White women. Chen, X., Rubin, K. The fact that cultures do often change and evolve, and that psychological processes likewise change and evolve, underscores a theme in this book—that experiences shape our psychology. If individuals are able
and motivated to understand the intentions of others, then this provides an important step in being able to fruitfully engage in cultural learning. The individualism that emerged during the Reformation and continues to influence much
of Western society today. As can be seen in Figure 10.13, there was much variation in the well-being profiles across the country. Let's take a stroll down the frontlines of this controversy. Given these social costs, we would expect that people from cultures that are more socially cohesive would be more willing to conform. American and Chinese
participants were asked to think either of how they were different from others (an interdependence prime) or how they were similar to their family and friends (an interdependence prime). Or your instructor could distribute grades based on the principle of equity. How is a feeling of a lack of control related to the association between socioeconomic
status and health outcomes? Taking into account the relation between neocortex ratio and average group size, we could estimate that the average size of human ancestral populations was 147.8, or approximately 150 people. Understanding what motivates individuals to communicate and remember ideas is key to understanding how ideas spread
across populations. M., & Suzuki, N. Should we make laws against having sex with chickens, or forbid grocers from selling the man any more chickens? Parker, S. The men are often quite openly hostile to the boys, taunting them by saying, "Go back to your mother where you belong!" As a former warrior tribe, the Sambia viewed as crucial a process
for boys to become masculinized, and the Sambia had lengthy initiation procedures to rid boys of their feminine habits and transform them into brave and fighting men. In contrast, Sambian females do not have any similar practices of ritualized homosexuality—they are expected to be exclusively heterosexual. But because Westerners tend to be self-
enhancing, while East Asians do not, evaluations of owned objects also differ across cultures. That is, there are acquired biological differences. But, as we'll see, the likelihood that people make this kind of decision varies considerably around the world. But the druggist said, "No, I discovered the drug and I'm going to make money from it." So Heinz
got desperate and broke into the man's store to steal the drug for his wife. The sick woman's husband, Heinz, went to everyone he knew to borrow the money, but he could only get together about $1,000, which is half of what it cost. Jones, E. Is it that big a deal when they are so young? These exchanges of people are not only occurring between
neighboring countries with fairly similar FIGURE 7.1 People with multicultural cultural backgrounds, such as between Canada and backgrounds, such as between Canada and backgrounds, such as Michaelle Jean, highlight the United States, but also include the migrations of how heterogeneous cultures often are. East Asians do depend on social support from close others; however, they are
more likely than Westerners to rely on implicit social support—that is, they gain emotional comfort by reminding themselves of the close relationships they have. Retrieved from www.theatlantic.com/ culture/archive/2011/01/china-vs-judd-apatowwhy-american-comedies-are-dying/68866/ OECD Health Statistics. F., 577 Liu, J. East Asians who are
relatively high in relational mobility have attitudes toward friends, as in Ghana (Li, Adams, Kurtis, & Hamamura, in press). By reminding you that "you've helped us out before," the fund-raiser is trying to push your "need for
consistency" buttons. There is important cultural variation. Paper presented at the 5th Annual Conference of the Society of Personality and Social Psychology, Austin, TX. These findings thus suggest another good reason to learn about cultural psychology, Austin, TX. These findings thus suggest another good reason to learn about cultural psychology. M., Markus, H. In some regions of Africa, the Caribbean, and India, infants receive a daily
massage and an exercise regime, such as stretching their limbs or putting them into sitting positions (Karasik, Adolph, Tamis-LeMonda, & Bornstein, 2010). F., 53 Kesaniemi, A., 541 Kesebir, P., 94 Kesebir, P., 95 Kesaniemi, A., 541 Kesebir, P., 95 Kesaniemi, A., 541 Kesebir, P., 96 Kesebir, P., 96 Kesebir, P., 96 Kesebir, P., 97 Kesebir, P., 98 Kes
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something from a new and different perspective. Some subjects, such as reading and languages, choice of reading materials, and writing styles often vary greatly across cultures because the languages, choice of reading materials, and writing styles often vary greatly across cultures. the American children that one might expect East Asian mothers to be especially satisfied with their children's performance. In one study, people from 50 different cultures used this scale to evaluate people that they know (McCrae et al., 2005b). C., Leporc, E., & Charles, M. G., & Lehman, D. Other tribes, such as 265 266 CHAPTER 7 LIVING IN MULTICULTURAL WORLDS the Carrier, who live on the Rocky Mountain Plateau of northern British Columbia, also engage in hunting and fishing like the Eastern Cree. When an individual's liget gets worked up, it can allow the person to work in the fields all day or to climb high in the trees. Williams, D. This issue reflects how motivated people are to acquire an identity consistent with that of the host culture. The college student data were collected from a street corner in an inner-city neighborhood that bordered the campus. Social Forces, 77, 253-277. For example, people studying culture and personality tend to 117 118 CHAPTER 4 METHODS FOR STUDYING CULTURE AND PSYCHOLOGY rely on the methods of the personality psychology, those studying culture and neuroscience use the various tools of neuroscience, the study of culture and mental health borrows from the methods of clinical psychology, and so on. Brody, J. The fact that humans uniquely have cumulative culture is an important point. A., & Udasco, J. Did they consider the problem to be due to the management of the organization, such as Baring's Bank? So what can we trace their beginnings to? Biological foundations of language. Journal of CrossCultural Psychology, 28, 172-191. 585 586 CHAPTER 14 MENTAL HEALTH One example of the different understandings that people from different cultures may have toward dealing with mental health treatment can be seen in cross-cultural research on social support (Kim, Sherman, & Taylor, 2008). K. Neurobiological bases of spatial learning in the natural environment: Neurogenesis and growth in the avian and mammalian hippocampus. American Anthropologist, 60, 533-562. Second, they were asked how likable they thought the participant was. Two methods that approximate experimental manipulations of cultural background are the situation sampling and cultural priming techniques. Minority groups tend to greatly value their group identities, and they often respond quite negatively to efforts by majority groups tend to greatly value their group identities, and they often respond quite negatively to efforts by majority groups tend to greatly value their group identities, and they often respond quite negatively to efforts by majority groups tend to greatly value their group identities, and they often respond quite negatively to efforts by majority groups tend to greatly value their group identities, and they often respond quite negatively to efforts by majority groups tend to greatly value their group identities, and they often respond quite negatively to effort the group identities are groups to group identities. roles: Women and the plough. Everyone has certain degrees of asymmetry and, in general, the less symmetrical someone appears, the less attractive he or she is perceived to be. Research that tracks migrating people across time demonstrates, perhaps more clearly than other topics in this book, how an individual's experiences shape his or her psychological processes. Epidemiology and natural course of social fears and social phobia. In the personal choice condition, the students were all irrelevant to their success in the game. F., Wyland, C. Sources of ethnic differences between Asian American and White American college students on measures of depression and social anxiety. This pursuit is alive and well in North America, and much of the West, as evidenced by the findings from many surveys that many Western countries report average levels of happiness that are far above neutral (Veenhoven, 2014). First-language acquisition after childhood differs from second-language acquisition: The case of American Sign Language. Culture, identity consistency, and subjective well-being. This equation is as true in America as it is in the Amazon or in the constellation of Andromeda. Haidt, J., Koller, S. Rather, people in the different cultures tended to favor just a handful of possible solutions. A., 508, 510 Nunez, R. Journal of Personality and Social Psychology, 62, 972–988. I believe in mainstream North American values. These two arrangements were viewed as the best three-room solution by 47% of the Indian respondents (see Figure 5.8). Mumford, D. New York, NY: Scribner's. Boulder, CO: Westview Press.

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