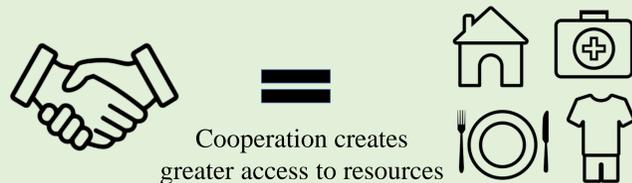
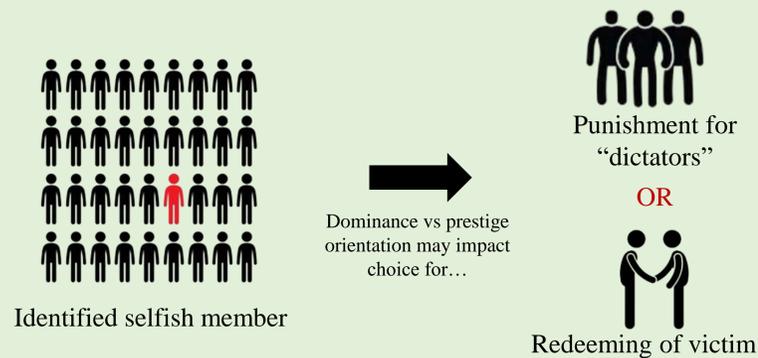


Introduction

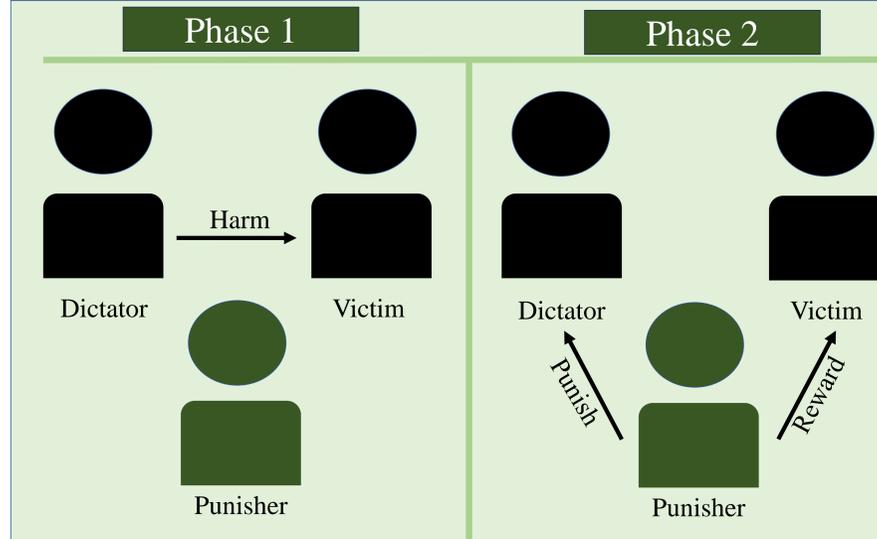
Cooperation is **crucial** for human success. People cooperate with close friends and family, their community, and even complete strangers



- One mechanism that promotes cooperation is punishment.
- The consequences associated with punishment include:
 - Preventing future wrongdoings
 - Setting a precedent of unacceptable behavior
- Another (understudied) mechanism that may increase cooperation is compensation or reward which can:
 - Redeem the victim
 - Promote behavior that is favorable



Method



- Participants completed dominance and prestige scales
- Participants learned about third-party altruistic punishment task
- Random assignment to public versus private condition

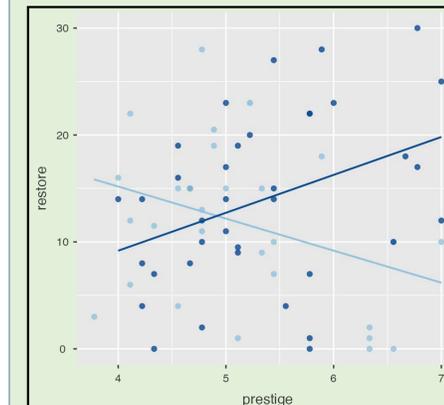


- Participants then chose punishments and/or reward decisions for other members of group

$n=81$

Preliminary Results

Key DVs (outcomes): **average punishment** (to dictator) and **average compensation** (to victim)
 Key IVs (predictors): **trait dominance** and **prestige**, in **public** versus **private**

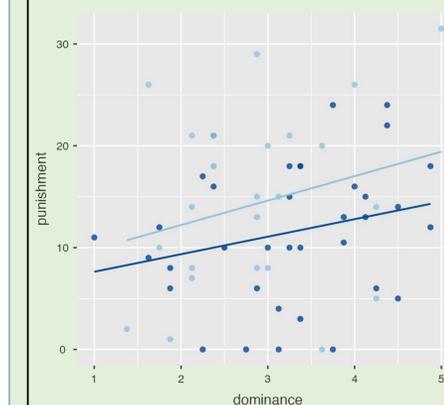


DIGITEYEZ
 When making decisions in **public**: Those higher in prestige compensated a victim **more**

DIGITIZE
 When making decisions in **private**: Those higher in prestige compensated a victim **less**

Dominance main effect: $b=-1.966, p=.048$
Prestige in public: $b=3.260, p=.026$
Prestige in private: $b=-3.298, p=.042$

Dominance did **not** interact with condition (i.e., effect of dominance did not depend on public/private context)



Dominance (again) did **not** interact with condition (i.e., effect of dominance did not depend on public/private context)

Dominance main effect: $b=2.030, p=.058$
Prestige: $b=0.239, p=.845$

Dominance was positively associated with punishment, regardless of condition.

- Prestigious individuals may only engage in costly decisions such as compensation of a victim if done publicly when social approval and reputation are at stake.
- Although the association between dominance and punishment was nonsignificant, it suggested that dominant individuals engage in costly punishment regardless of whether social approval was at stake or not.

Conclusion

- Punishment is one useful mechanism for increasing cooperation and deterring selfishness.
- The current work finds evidence that compensation (of victims) is another useful tool for increasing cooperation.
- Results are tentative (data collection is still in progress) but suggest that the use of punishment and/or reward may be influenced
 - (1) one's trait levels of dominance and prestige
 - (2) whether decisions were made in public (when social approval is at stake) or private

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