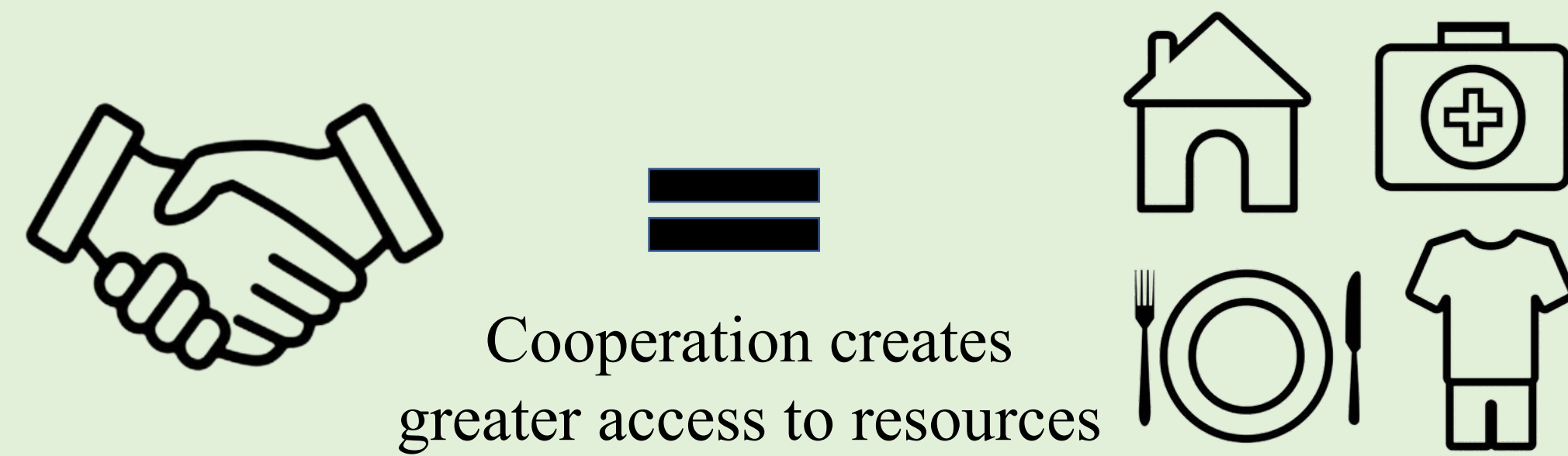
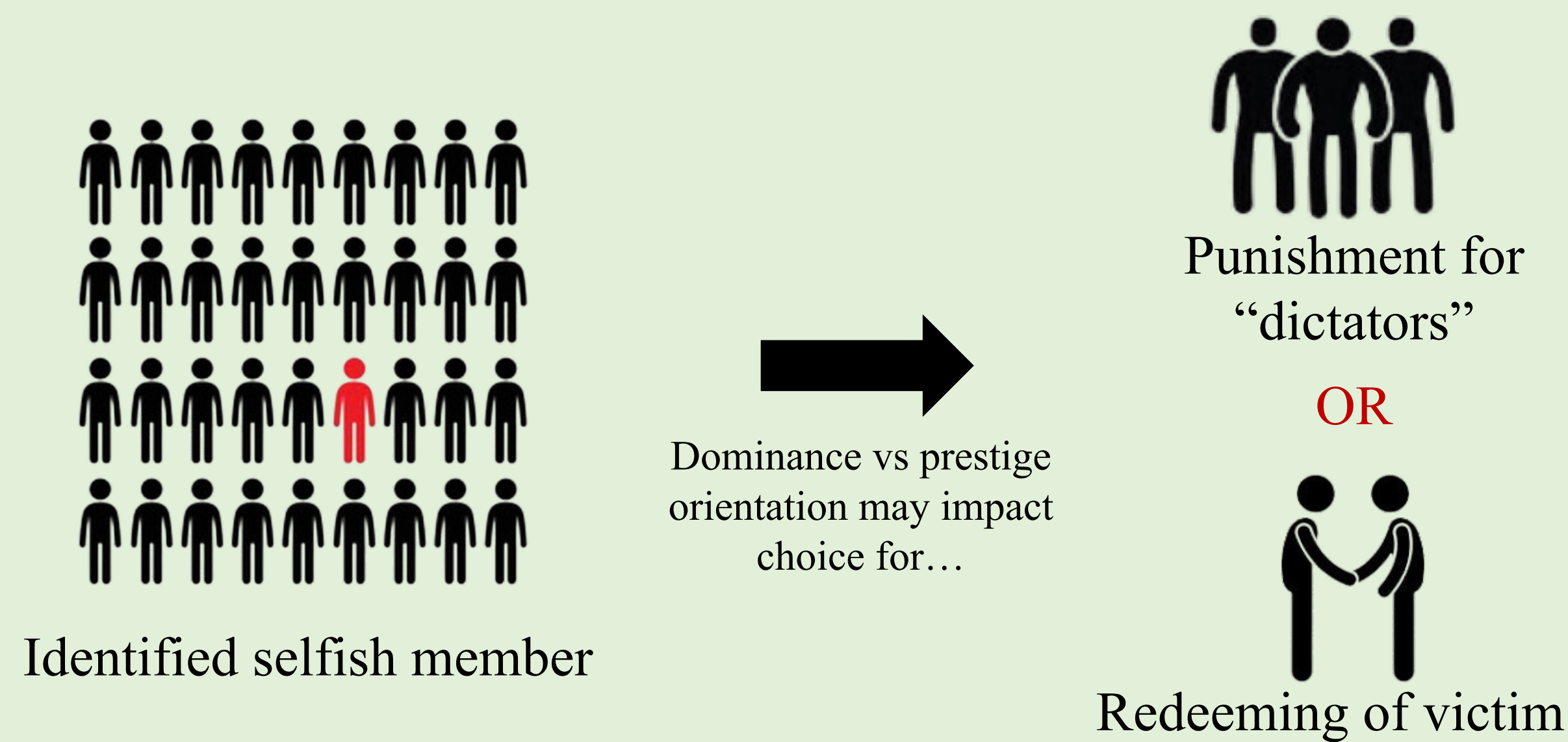


Introduction

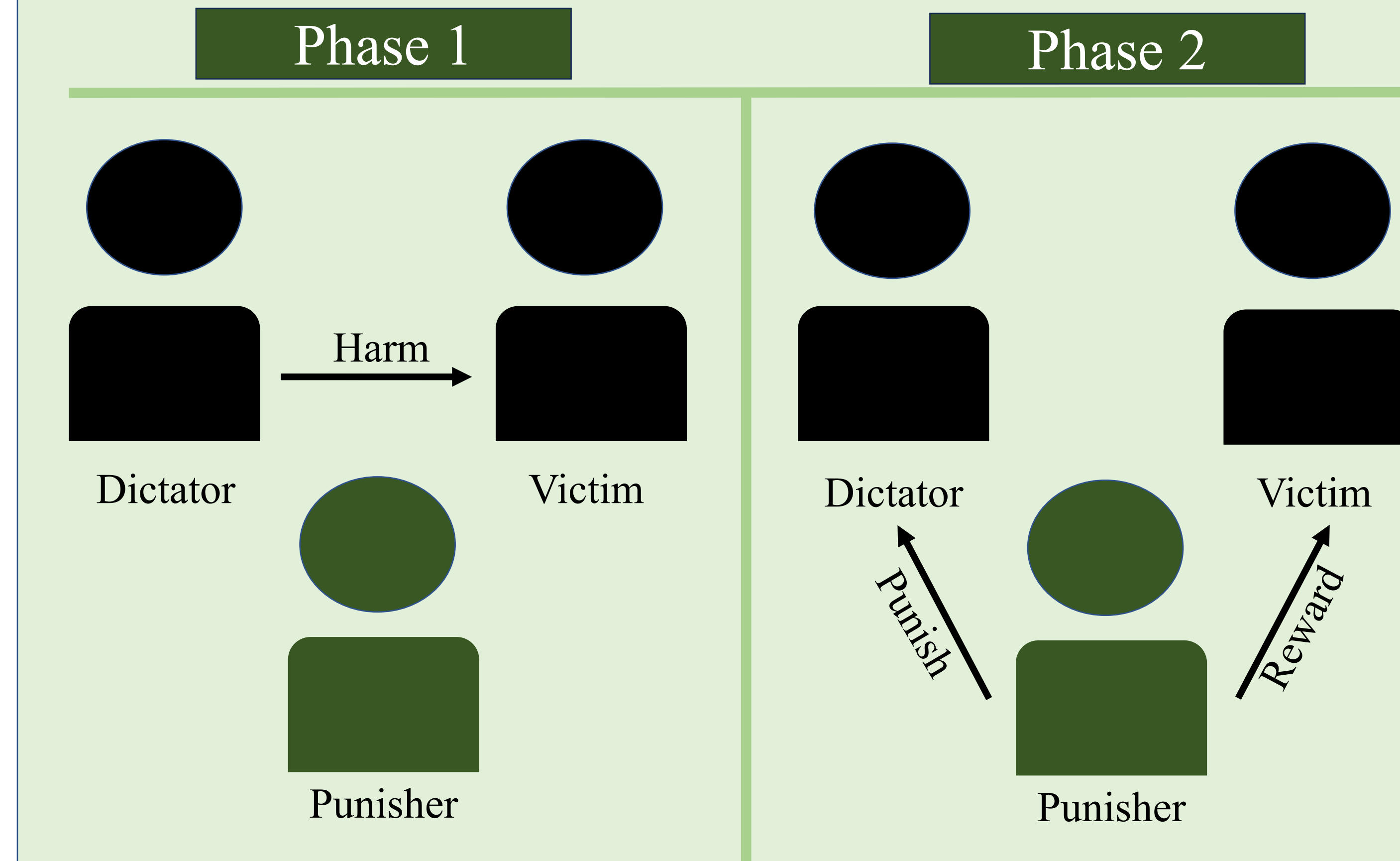
Cooperation is **crucial** for human success. People cooperate with close friends and family, their community, and even complete strangers



- 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

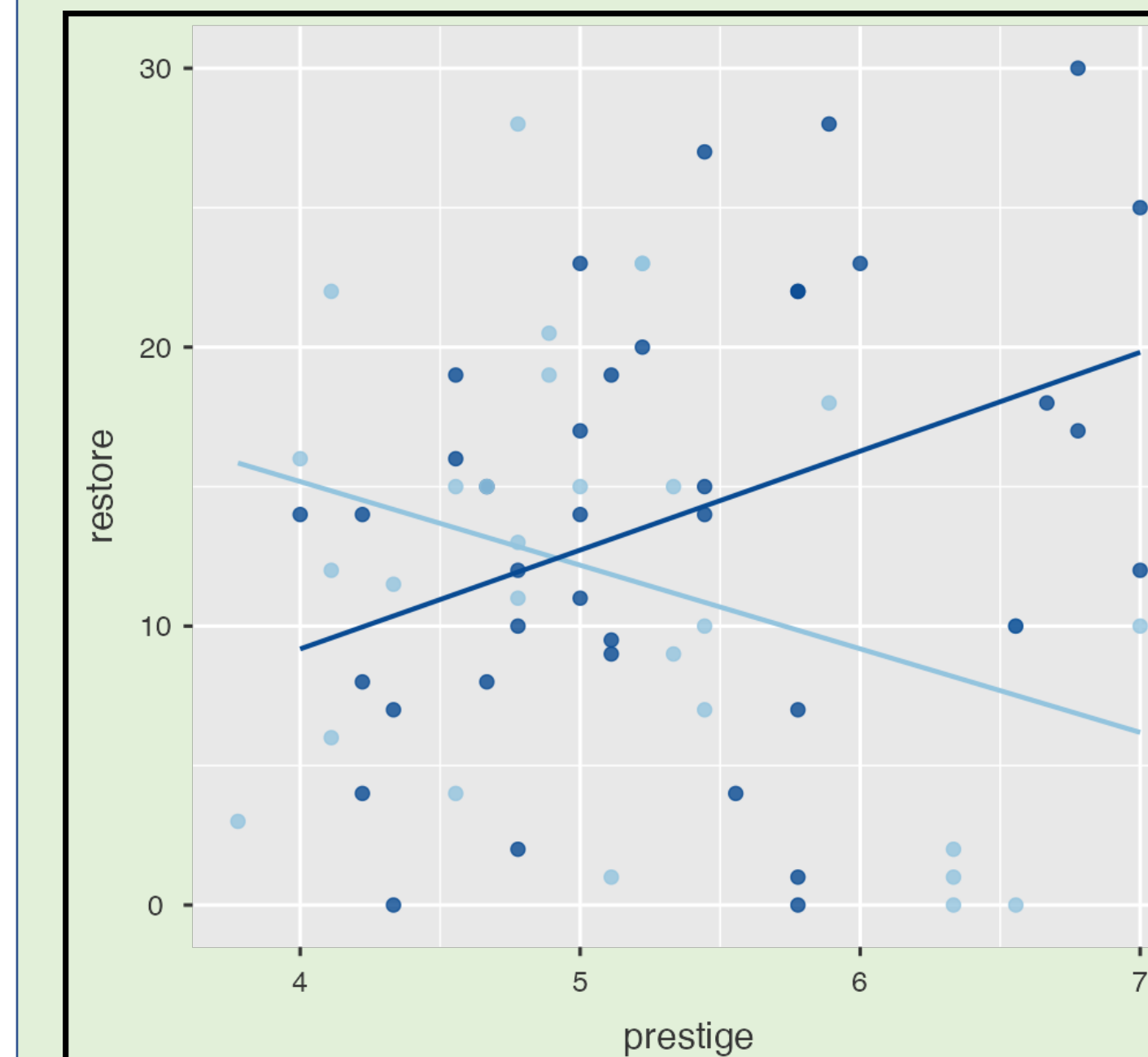


- Participants then chose punishments and/or reward decisions for other members of group

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**

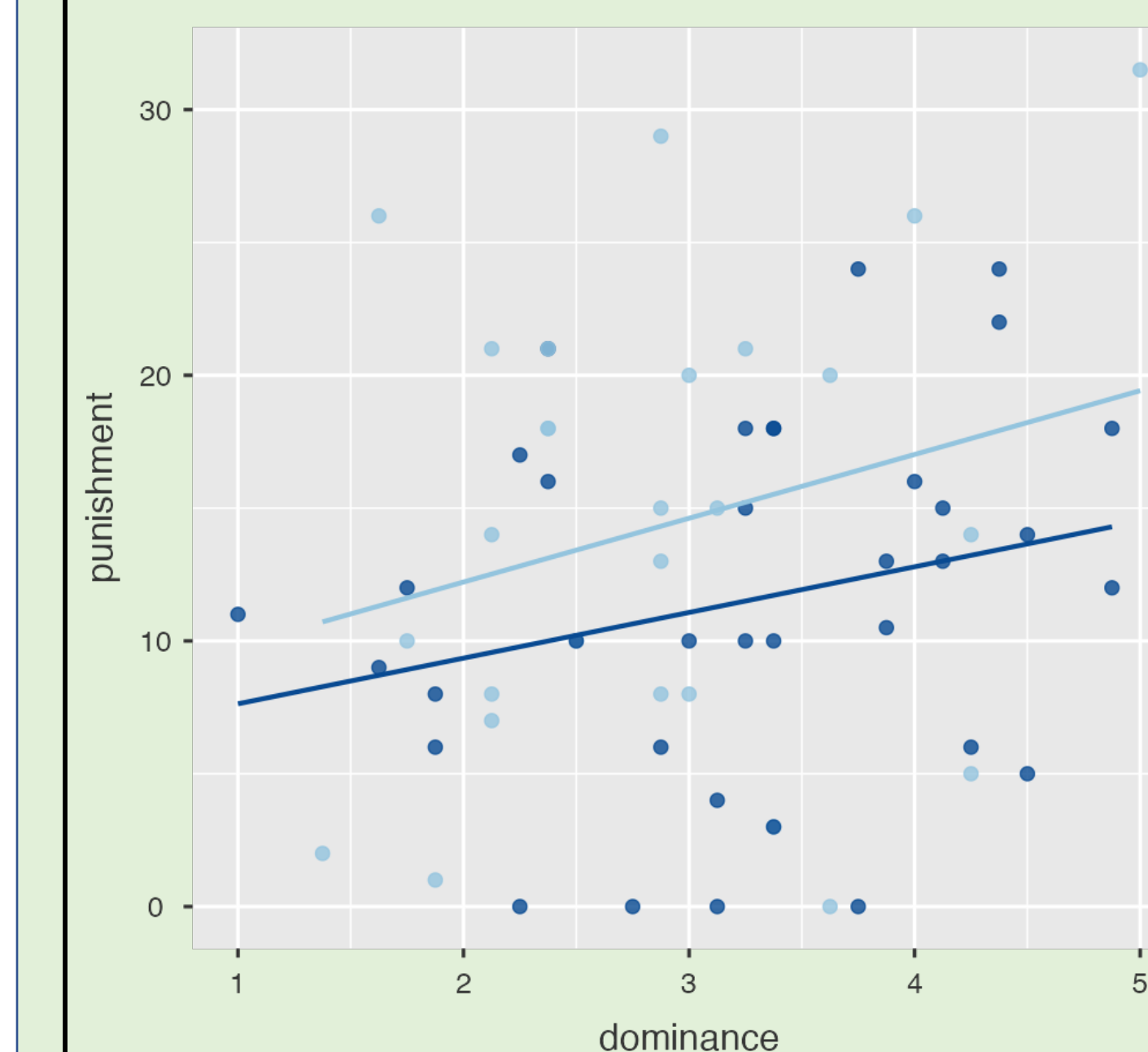


DIGITEYEZ
 When making decisions in **public**: Those higher in prestige compensated a victim **more**

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 was positively associated with punishment, regardless of condition.

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

- 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

References

Case, C. R., Bae, K. K., & Maner, J. K. (2018). To lead or to be liked: When prestige-oriented leaders prioritize popularity over performance. *Journal of Personality and Social Psychology*, 113(4), 657–676.

Chen, F. X., Zhang, X., Laustsen, L., & Cheng, J. T. (2021). Harsh but expedient: Dominant leaders increase group cooperation via threat of punishment. *Psychological Science*, 32(12), 2005–2022.

Fehr, E., & Gächter, S. (2002). Altruistic punishment in humans. *Nature*, 415(6868), 137–140.

Maner, J. K. (2017). Dominance and prestige: A tale of two hierarchies. *Current Directions in Psychological Science*, 26(6), 526–531.

Acknowledgments

Special thanks to the Maner lab, to José Martínez for his mentorship and guidance throughout this whole project, and to all my UROOP coresearchers for helping to make and execute this project.