

Title

Social Mindfulness and Social Hostility

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Abstract

Economic games often assume that people see what the other wants, and that cooperation brings about substantial costs. We examine social mindfulness and social hostility, relatively non-costly actions that may have profound effects on others. It also assumed that one first has to see the other's preferences to be able to act upon it. Four propositions uncover the causes, workings, and consequences of social mindfulness and social hostility. Evidence is obtained from by behavioral and neuroscientific research using a new methodology. The broad take-home message is that it often takes only a small gesture to promote and perhaps restore trust and cooperation (social mindfulness) or a small gesture that signals wanting to keep distance or spite (hostility). Either way, it is not so much the outcomes that matter, but the thought that counts. And it is that thought that requires cognitive control.