Social behavior from an integrationist framework: simultaneously studying disposition and situation.

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Introduction
The person-situation debate has led to a new framework where the objective is conducting empirical studies centered on the interaction between dispositional and situational variables and their influence on behavior (Leary & Hoyle, 2009).

Objective
The aim of this study is to analyze the consequences that previous experiences have on future trust behavior. To this end, we utilized a between and within subject design where risk propensity was the dispositional variable and there were two situational variables: level of uncertainty and gain/loss ratio.

Method
Sample: 892 Spanish applicants for an ATCs training course (mean age 28.8 (SD = 8.2); 31.4% female).

Risk Propensity Dilemmas (RPD) Task
It consists of a series of dilemmas where the individual has to choose between two options, of which one always implies secure gains and the other one, an uncertain outcome.

Inter-subject variable: RISK

Intra-subject variable: LEVEL OF UNCERTAINTY

Computerized Investment Task
The participant plays along with a group of virtual subjects. He has to decide whether to invest a given amount of tokens in a particular or in a communal fund. The particular fund depends only on the amount of tokens the individual invests in it. The communal fund’s interest rate varies depending on the amount of tokens that the individual has to choose between two options, level of uncertainty and gain/loss ratio.

Results

<table>
<thead>
<tr>
<th>Effect</th>
<th>F</th>
<th>Sig.</th>
<th>Partial η2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Risk</td>
<td>59.102</td>
<td>.000</td>
<td>.117</td>
</tr>
<tr>
<td>Level of uncertainty</td>
<td>18.353</td>
<td>.000</td>
<td>.020</td>
</tr>
<tr>
<td>Level of uncertainty * Risk</td>
<td>2.402</td>
<td>.091</td>
<td>.005</td>
</tr>
<tr>
<td>Gain/loss ratio</td>
<td>420.769</td>
<td>.000</td>
<td>.321</td>
</tr>
<tr>
<td>Gain/loss ratio * Risk</td>
<td>6.906</td>
<td>.001</td>
<td>.015</td>
</tr>
<tr>
<td>Level of uncertainty * Gain/loss ratio</td>
<td>47.864</td>
<td>.000</td>
<td>.051</td>
</tr>
</tbody>
</table>

Conclusions

- Only when gain/loss ratio is favorable, a decrease of the uncertainty is related to an increase of trust behavior.
- At the favorable gain/loss ratio condition, the high risk score group was more sensitive to the conditions of the context and varied their behavior further that the low risk group.
- Most studies that analyze interaction effects find them to have a little size effect. Therefore, dynamic models where time is as important as dispositions and situations may be the future methodology utilized to study personality in social behavior.