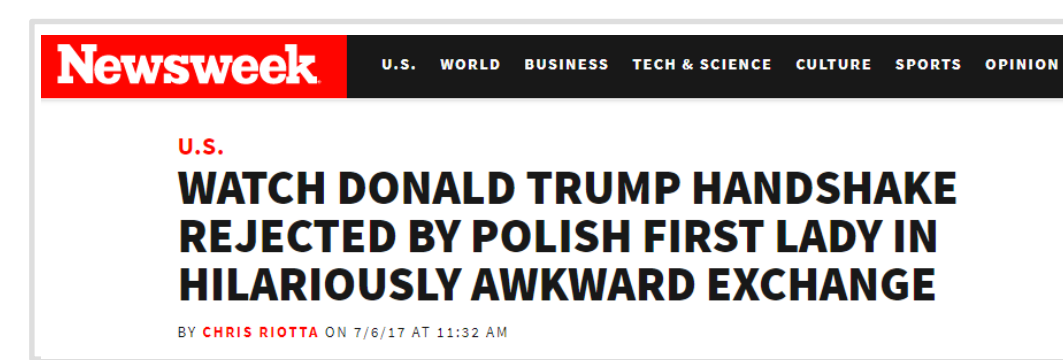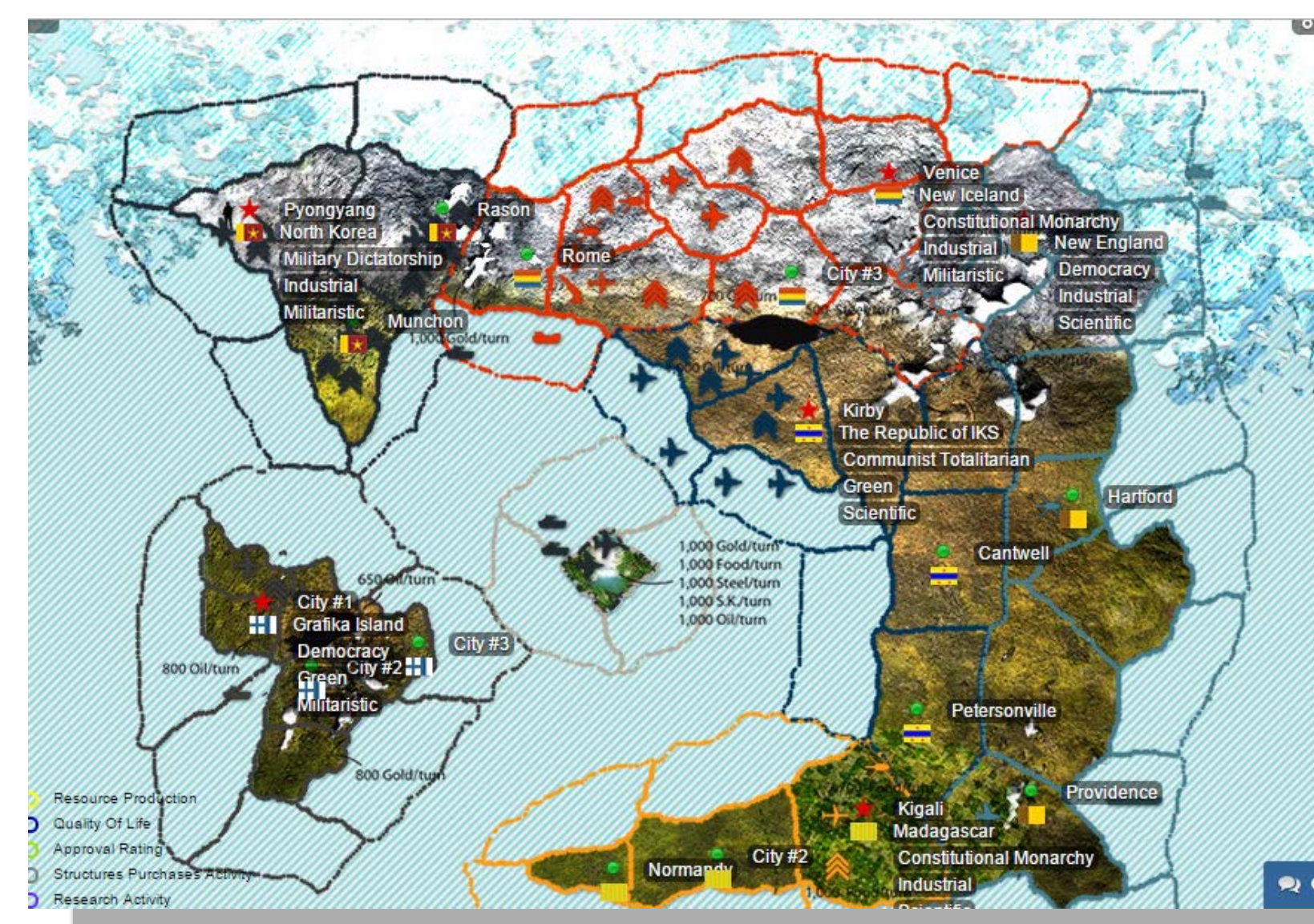# The Effects of Social Rejection on Cooperative and Aggressive Behavior in International Politics

Brittany L. Wood | Fernanda Buril | Nathan Mikami
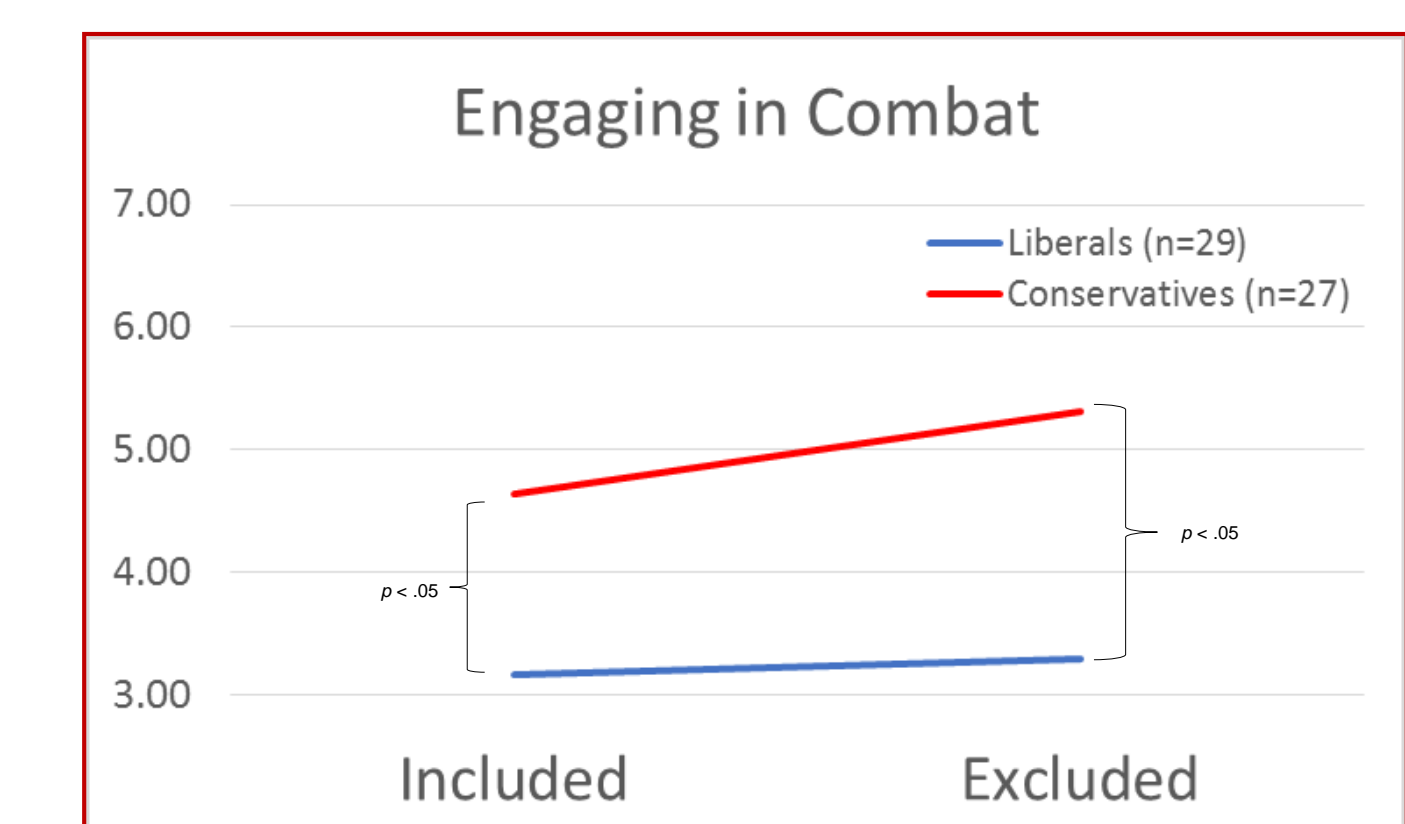
EUROPE — The New York Times
Once Dominant, the United States Finds Itself Isolated at G-20
By STEVEN ERLANGER and JULIE HIRSCHFELD DAVIS JULY 7, 2017

Newsweek U.S.
WATCH DONALD TRUMP HANDSHAKE REJECTED BY POLISH FIRST LADY IN HILARIOUSLY AWKWARD EXCHANGE
BY CHRIS RIOTTA ON 7/6/17 AT 11:31 AM

EUROPE — The New York Times
Russia Is Ousted From Group of 8 by U.S. and Allies
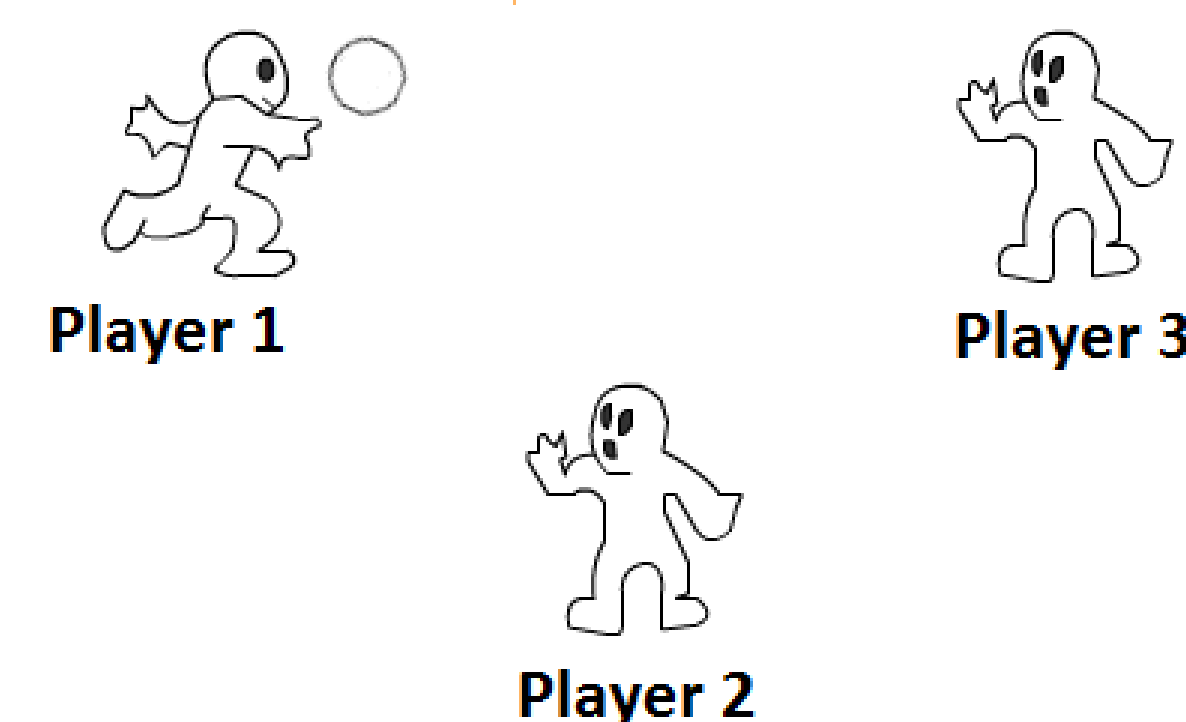By ALISON SMALE and MICHAEL D. SHEAR MARCH 24, 2014

RESEARCH QUESTION

How does social rejection affect liberals' and conservatives' willingness to cooperate?

SOCIAL REJECTION

- *The need to belong is a powerful human motive* (Baumeister & Leary, 1995)
- *Social rejection has also been shown to lead to anger and aggression* (Leary, Twenge, & Quinlivan, 2006)
- *Social Rejection can lead to drops in IQ* (Baumeister, Twenge, & Nuss, 2002) *and information avoidance* (Howell & Shepperd, 2016)
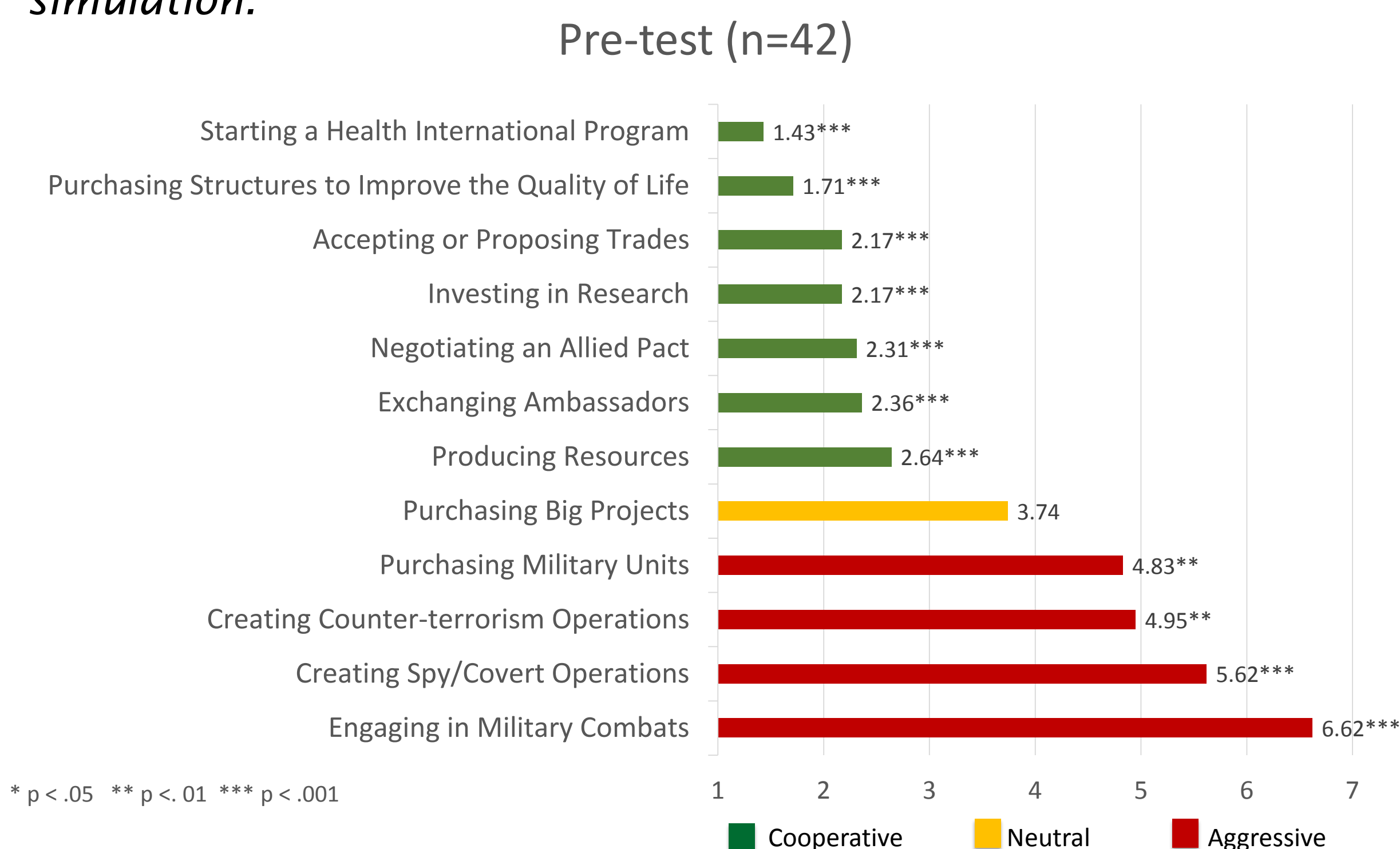
Manipulation: Cyberball

Cyberball is a virtual ball-tossing game that is designed to induce feelings of social rejection within the exclusion group.

Player 1

Player 3

Player 2

SIMULATION: STATECRAFT

A multi-week online simulation that allows students to set up their own countries and engage in world politics. Its aim is to replicate the dynamics of decision-making in international politics

PRE-TEST

Conducted to measure the level of perceived aggressiveness or cooperation in each of the possible decisions within the Statecraft simulation.

Pre-test (n=42)

Decision	Value
Starting a Health International Program	1.43***
Purchasing Structures to Improve the Quality of Life	1.71***
Accepting or Proposing Trades	2.17***
Investing in Research	2.17***
Negotiating an Allied Pact	2.31***
Exchanging Ambassadors	2.36***
Producing Resources	2.64***
Purchasing Big Projects	3.74
Purchasing Military Units	4.83**
Creating Counter-terrorism Operations	4.95**
Creating Spy/Covert Operations	5.62***
Engaging in Military Combats	6.62***

* p < .05 ** p < .01 *** p < .001

Legend: Cooperative (green), Neutral (yellow), Aggressive (red)

STUDY 1: RESULTS

Producing Resources — Liberals (n=29), Conservatives (n=27) — $p < .01$

Accepting & Proposing Trades — Liberals (n=29), Conservatives (n=27) — $p < .05$

Negotiating an Allied Pact — Liberals (n=29), Conservatives (n=27) — $p < .05$

Exchanging Ambassadors — Liberals (n=29), Conservatives (n=27) — $p < .01$

Engaging in Combat — Liberals (n=29), Conservatives (n=27) — $p < .05$, $p < .05$

IMPLICATIONS & FUTURE DIRECTIONS

- *How foreign leaders are treated on the global stage matters*

- **Replication:** *Our hope is to replicate the study at a future date within a separate Statecraft simulation and with a control group.*

- **Tracking Behavior:** *Our current study addresses behavioral intentions, but in our future study we intend to track actual behavior to see if it supports our current findings*