Social Mindfulness

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Tea for Two?

- Proactively show your prosocial intentions by not taking away choice options (i.e., control)
- This requires both skill and will; you have to see it *and* to do it
Social Mindfulness

- To maximize other people’s control over their own outcomes (Interdependence Theory)
- Inherently other-oriented
- Skill and will; to see it and to do it
- Perspective Taking and Empathic Concern
- Self-Determination Theory – autonomy
- Leaving or limiting choice
- Helps to better navigate the social world
- Situation and personality influences

The SoMi Paradigm
(1) Minding Me, Minding You

Is social mindfulness indeed other-oriented?

“You always are the first to choose”; then:

1. No specific instruction
2. “be sure to keep your own best interest in mind”
3. “be sure to keep the other person’s best interest in mind”

Also: Social Value Orientation (Van Lange, Otten, De Bruin, & Joireman, 1997)
Study 1a (laboratory)

SVO: Prosocials ($M = .64$) are more socially mindful than proselfs ($M = .54$)
$F(1, 91) = 5.05$, $p = .027$, $\eta_p^2 = .05$.

Study 1b (MTurk)
(2) Meeting mindfulness

Will social mindfulness be seen as a sign of prosocial intentions?

- Participants are second to choose, or witness an interaction between two other people
- The other person makes 0, 1, or 2 mindful choices
- DV: How much do you like him? (social judgments like trust, liking, self-interestedness, IOS, etc.)
Meeting mindfulness

Liking

Desire to collaborate

Inclusion of Other in Self

Trust

Perceived self-interestedness

Perceived self-control

Meeting mindfulness

***

ns
(3) Mindfulness at Face Value

Social mindfulness

Trustworthy vs. Untrustworthy
(4) The Socially Mindful Person

Can social mindfulness be traced in personality?

- Correlational validation study
- HEXACO personality model
  (Ashton & Lee, 2010; Ashton et al., 2004; De Vries, Lee, & Ashton, 2008; Lee & Ashton, 2008)
- The sixth factor: Honesty-Humility;
  Sincerity, Fairness, Greed Avoidance, Modesty
- Trust, Social Value Orientation, Empathy (IRI)
The socially mindful person

**HEXACO and Social Mindfulness (r’s)**

<table>
<thead>
<tr>
<th>Personality Trait</th>
<th>Correlation</th>
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<tbody>
<tr>
<td>Honesty-Humility</td>
<td>.32***</td>
</tr>
<tr>
<td>Emotionality</td>
<td>.13</td>
</tr>
<tr>
<td>Extraversion</td>
<td>-.05</td>
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<tr>
<td>Agreeableness</td>
<td>.24**</td>
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<tr>
<td>Conscientiousness</td>
<td>.05</td>
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<tr>
<td>Openness to Experience</td>
<td>.05</td>
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</tbody>
</table>

- Fairness (.19**)
- Greed Avoidance (.25**)
- Modesty (.30***)
- Sentimentality (.23*)
- Social Boldness (-.19*)
- Forgiveness (.15*)
- Gentleness (.20**)
- Flexibility (.21*)
- Patience (.16*)
- Altruism (.17*; α = .53)

- Empathic Concern: $r = .28$***
- Perspective Taking $r = .21$**
- Fantasy Scale: $r = .17*$
- SvoSlider: $r = .40$***
- SVO: Prosocials scored higher than Proselfs, $F(1, 160) = 6.22, p = .014$
- Dispositional trust $r = .11$, ns
Conclusions

- Social mindfulness = other-oriented
- Prosocial value orientations
- Empathy (EC and PT)
- Honesty-Humility and Agreeableness (HEXACO)
- Perceived social mindfulness = trust and liking
- Unmindful = self-interested
- Proactive/anticipating
- A new approach to prosociality
Mindful caution

- Alternative explanations; information gained or given
- Cultural influences
- Sometimes providing control is not helpful;
- Or simply not the most prosocial thing to do…

“Providing choice in moderation usually seems a safe bet for pleasing others”
Thank you to the many people who contributed to this work

And for your attention!

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Questions?