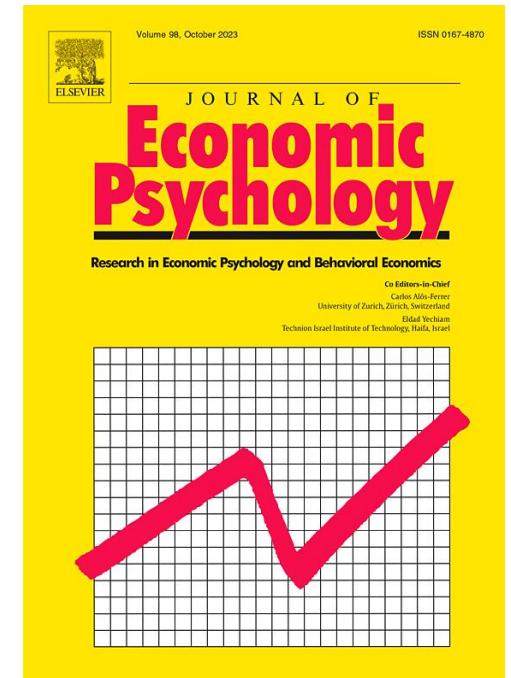


Developing trust: First impressions and experience

汇报人：韦秋艺 时间：2023年9月14日





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Introduction



▶ 1.1 Noun interpretation

➤ First impressions

the snap judgments made regarding a person' s trustworthiness based upon their facial appearance.

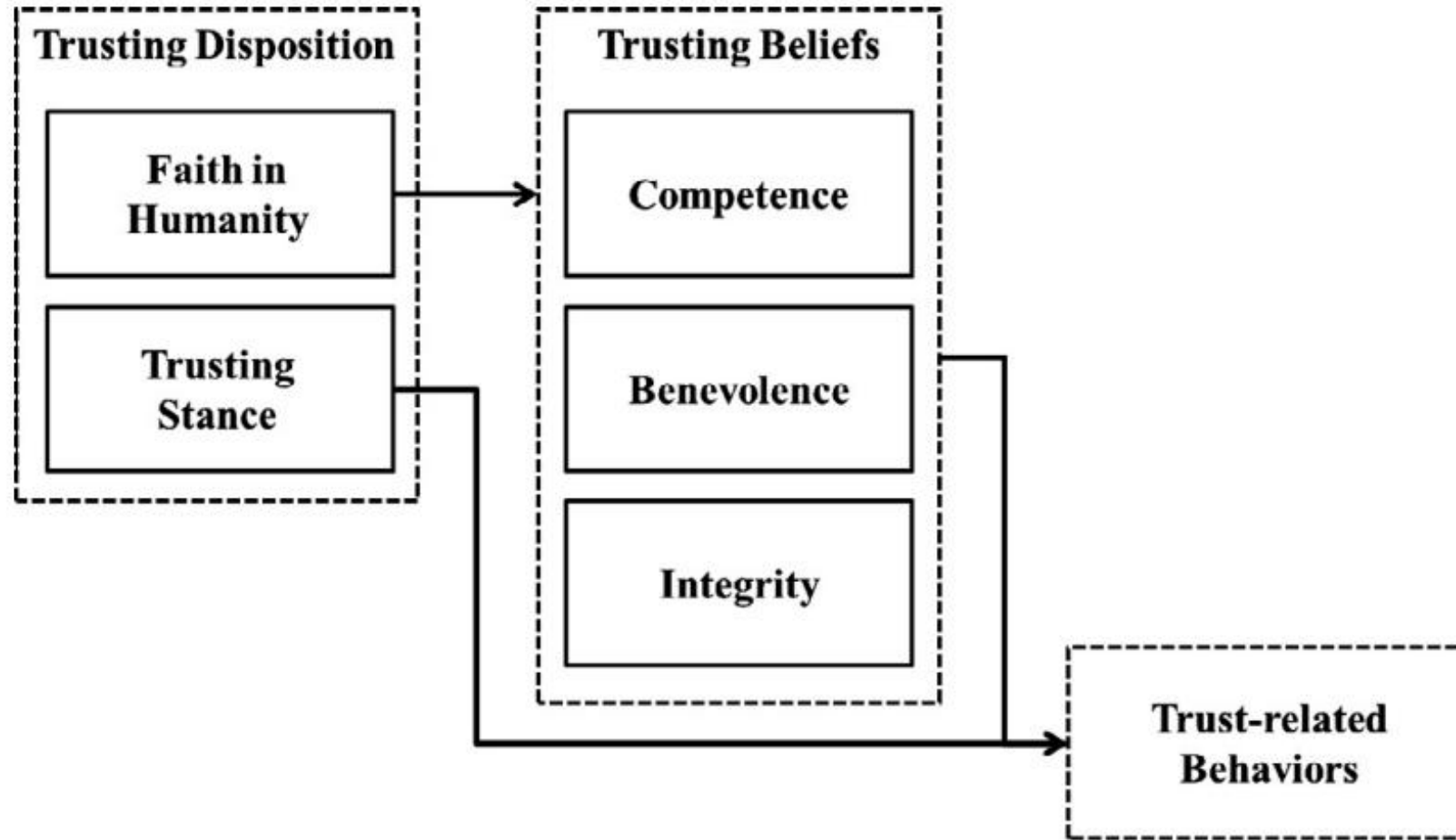
➤ Experience

repeated interactions with a partner, including feedback on whether the partner tends to reciprocate or betray, trust

▶ 1.2 previous research

- rely on **facial appearance** to assess the **trustworthiness**, **subjective perceptions** to guide to **invest**.
- trust { initially first impressions (based upon facial appearances)
then by the interactive experience
- facial appearance + experience influence trust , the exact nature?

▶ 1.3 Trust model



Model adapted from McKnight and Chervany (2002); some components from original model are not included.

Fig. 1. Trust model.

▶ 1.4 Trust, stereotypes, and snap judgments

- stereotypes and group perception research can be helpful in driving predictions for trust research.
- Human beliefs can influence trust-related behaviors.
- trusting beliefs can be updated through repeated experience.
- judgments based on facial appearances influence trust-related behaviors.

▶ 1.4 Current research

➤ study 1

how trusting beliefs

↓ evolve ?

from first impressions and repeated experience.

➤ study 2

✓ trusting beliefs and trust-related behaviors:

→ a single partner, change

→ new partners, change ?

✓ how trusting dispositions

↓ evolve ?

after repeated experiences.



Study 1



▶ 2.1 Methods—Trust Game(2010)



receives an initial allocation of money

$\$xx$ to player2

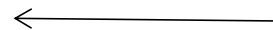
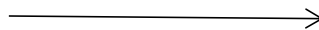
$> \$xx$, get more
 $<$ or no, loss



receives nothing

receive $\$xx \times 3$

reciprocate



► 2.1 Methods—Trust Game for study



- ✓ 2 points.
- ✓ choose to send all.
- ✓ or none of her points to the second mover.



- ✓ 2×3 points.
- ✓ send back half of the points ("reciprocate"),
- ✓ or none of the points ("keep").

► 2.1.1 Participants

- 391 participants (M-age 31, 45% female)
- \$1.
- bonus: \$0.05 per point,
- \$0.45 to \$3.45.



▶ 2.1.2 Design

➤ **Design:**

2×2 the partner's appearance (trustworthy or untrustworthy) and behavior (85% reciprocating/ 85% keeping).

➤ **the picture of partner:**

3 trustworthy, 3 untrustworthy appearance, Mage = 29.
evaluate their partners: a 12-item, 7-point Likert scale.

➤ **practice:**

- participant-the first mover; the simulated partner-the second mover;
- The repeated lasted 20 rounds.
- The partner's behavior was determined in advance of the game, 85% reciprocate, 85% keep the points.
- evaluate their partners again after the game.

► 2.1.3 Measures

The study focused on **two constructs**: trust-related behavior and trusting beliefs.

Trust-related behavior

- was measured for each round of the repeated Trust Game ;
- whether or not to send points to their partner.
- focused on during the first and last rounds to assess first impressions and changes away from that first impression.

Overall trusting beliefs

- an 11-item, 7-point scale, including 3 separable subscales:
- For competence: intelligent, skillful, and competent;
- for benevolence: greedy, kind, friendly, helpful, and nice;
- for integrity: dishonest, manipulative, and moral.
- Trusting beliefs were measured before and after playing the repeated Trust Game.

▶ 2.2 Results

Table 1
Study 1: Mean (standard error) of trust-related behavior and trusting beliefs at start and end.

Appearance	Trustworthy				Untrustworthy			
	Keep		Reciprocate		Keep		Reciprocate	
	Start	End	Start	End	Start	End	Start	End
n	98		106		93		94	
Sharing, % participants	81.63 (3.93)	16.33 (3.75)	75.47 (4.20)	62.26 (4.73)	67.74 (4.87)	16.13 (3.83)	61.70 (5.04)	67.02 (4.88)
Trusting beliefs	0.30 (0.09)	-1.38 (0.12)	0.29 (0.09)	0.36 (0.11)	-0.40 (0.11)	-1.86 (0.13)	-0.25 (0.10)	0.39 (0.12)
Competence	0.27 (0.09)	-0.16 (0.14)	0.23 (0.09)	0.36 (0.11)	-0.34 (0.11)	-0.83 (0.16)	-0.20 (0.11)	0.33 (0.12)
Benevolence	0.29 (0.09)	-1.88 (0.13)	0.33 (0.09)	0.38 (0.11)	-0.43 (0.10)	-2.17 (0.13)	-0.25 (0.10)	0.40 (0.12)
Integrity	0.23 (0.10)	-1.32 (0.13)	0.16 (0.09)	0.19 (0.12)	-0.24 (0.11)	-1.63 (0.13)	-0.18 (0.10)	0.30 (0.13)

Note: Trusting beliefs and components are standardized using the means and standard deviations at the start of the game. Standard deviations are pooled by partner appearance and partner behavior.

2.2 Results

Table 2

Study 1: Regressions of trust-related behavior and trusting beliefs at start and end.

DV	Trust-related behavior		Trusting beliefs		Competence		Benevolence		Integrity	
	Start	End	Start	End	Start	End	Start	End	Start	End
Model type	Logistic				Ordinary least squares					
Appearance (Trustworthy)	0.75*	0.01	0.70***	0.47**	0.61***	0.66***	0.71**	0.30	0.48**	0.31
	(0.34)	(0.39)	(0.14)	(0.17)	(0.14)	(0.19)	(0.14)	(0.18)	(0.14)	(0.18)
Reciprocated	-0.27	2.36***	0.15	2.25***	0.14	1.16***	0.18	2.57***	0.06	1.94***
	(0.31)	(0.36)	(0.14)	(0.18)	(0.14)	(0.19)	(0.14)	(0.18)	(0.14)	(0.18)
Appearance × Reciprocated	-0.10	-0.22	-0.16	-0.51*	-0.18	-0.63	-0.14	-0.31	-0.13	-0.42
	(0.46)	(0.49)	(0.19)	(0.24)	(0.19)	(0.27)	(0.19)	(0.25)	(0.20)	(0.25)
Constant	0.74***	-1.65***	-0.40***	-1.86***	-0.34***	-0.83***	-0.43***	-2.17***	-0.24	-1.63***
	(0.22)	(0.28)	(0.10)	(1.24)	(0.10)	(0.14)	(0.10)	(0.13)	(0.10)	(0.13)
Adjusted R ²			0.092	0.41	0.06	0.11	0.10	0.49	0.04	0.32

Note: Numbers in parentheses are standard errors. Trusting beliefs and components are standardized using the means and standard deviations at the start of the game. Standard deviations are pooled by partner appearance and partner behavior.

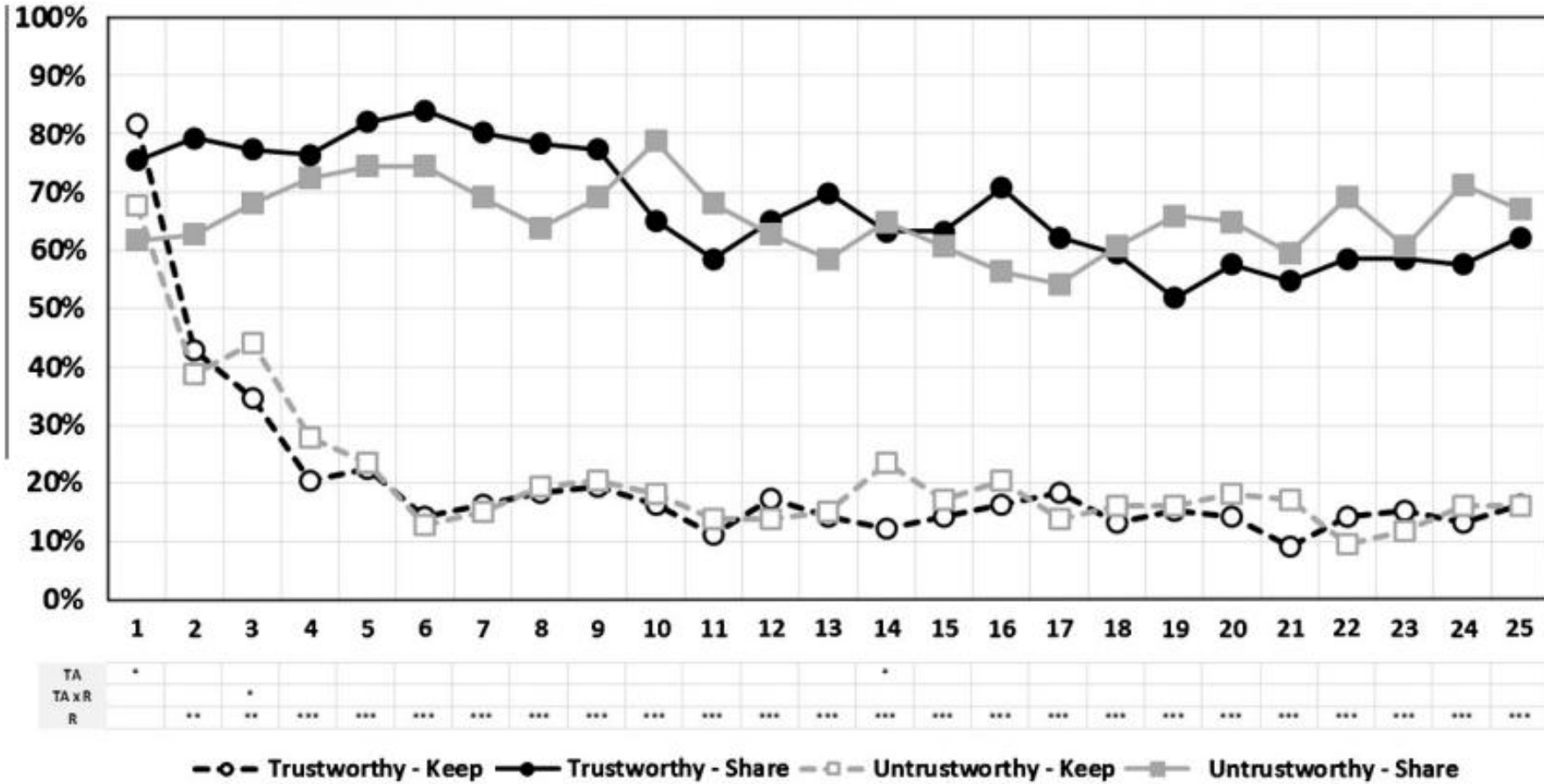
* $p < 0.05$.

** $p < 0.01$.

*** $p < 0.001$.

→ the effect of partner appearance on trustrelated behavior faded with experience.

2.2 Results



*Note: Table at bottom indicates significance level of trustworthy appearance (“TA”), reciprocating behavior (“R”), and the interaction (“TA x R”) for the partner in a logistic regression. They are included for illustrative purposes and are not adjusted for multiple comparisons. *** p < 0.001, ** p < 0.01, * p < 0.05*

Fig. 2. Study 1: Percent participants sending points in each round, by treatment.

▶ 2.3 Conclusion

2.3.1. Trusting beliefs

- overall trusting beliefs higher:
 - at the start of the game for trustworthy appearance .
 - at the end of the game for reciprocate.

- Looking at the components:
 - competence followed a similar pattern as overall trusting beliefs (with an interaction effect at the end of the game) whereas benevolence and integrity did not.
 - suggests that the interaction effect observed in overall trusting beliefs may be attributable to competence judgments, rather than benevolence or integrity judgments.

▶ 2.3 Conclusion

2.3.2. Trust-related behavior

- the first round → appearance; ✓
- the last round → behavior. ✓
- an interaction effect in the final rounds ✗



- previous studies raise concerns about their robustness.
- whether the participant's experiences in the repeated Trust Game simply updated trusting beliefs about the specific partner ?
- if those experiences may have adjusted the participant's faith in humanity?



Study 2



▶ 3. Study 2: Developing trusting dispositions

➤ **Hypothesis 1.** Changes in general faith in humanity.

✓ **GAME 1 :consistently reciprocates**



- participant's general faith in humanity ↑ ,
- new partners with greater beliefs in their competence, benevolence, integrity, higher levels of trusting belief

✓ **GAME1: consistently keeps points**



- participant's general faith in humanity ↓
- decreased beliefs in new partners' competence, benevolence, and integrity, lower levels of trusting belief.

▶ 3. Study 2: Developing trusting dispositions

Hypothesis 2. Changes in appearance-specific faith in humanity.

- previously matched trustworthy-reciprocate / untrustworthy-keep
 - ✓ reaffirm stereotypes
 - ✓ on structing trusting beliefs: the appearance.

- untrustworthy-reciprocates / trustworthy-keep:
 - ✓ disprove the stereotypes
 - ✓ forming initial trusting beliefs: less appearance.

▶ 3.1 Methods

3.1.1. Participants

- \$2.
- \$0.03/ point, with \$0 to \$2.70.
- 265 participants, Mage 31, 50% female.

3.1.2. Design

- participants played the Trust Game with two different partners.
- used a 2 × 2 × 2 between-subjects design :
varying the first partner's appearance (trustworthy or untrustworthy),
the first partner's behavior (reciprocate or keep),
the second partner's appearance (trustworthy or untrustworthy).

▶ 3.1 Methods

3.1.2. Design

- picture of one of four partners – 2 trustworthy, 2 untrustworthy (mean age = 26), differed from Study 1.
- evaluate their partner based upon these pictures.
- practice.
- participant-the first mover, simulated partner-the second mover.
- The repeated Trust Game lasted 15 rounds (fewer than Study 1).
- partner's behavior : all reciprocate / all keep the points.
- then asked to evaluate their partners a second time after the game.
- a picture of a different person, and repeated the process with the new partner.

▶ 3.1 Methods

3.1.3. Measures

- **Faith in humanity** : looking for changes in trusting beliefs in the second game resulting from experiences in the first game.
- **Overall trusting beliefs** : study 1. During the first three and last three rounds, if they were sent points, their partner reciprocate?
- **Trust-related behavior** : each round of the repeated Trust Game, based upon the participant's decision of whether or not to send points to their partners.

▶ 3.2 Results

Table 3

Study 2, Game 1: Mean (standard error) of trust-related behavior, trusting beliefs, and reciprocating beliefs at start and end.

Appearance Behavior Timing	Trustworthy				Untrustworthy			
	Keep		Reciprocate		Keep		Reciprocate	
	Start	End	Start	End	Start	End	Start	End
n	76		62		66		61	
Sharing, % participants	88.16 (3.73)	25.00 (5.00)	90.32 (3.79)	88.71 (4.05)	51.52 (6.20)	12.12 (4.05)	42.62 (6.38)	85.25 (4.58)
Trusting beliefs	1.01 (0.11)	-1.17 (0.12)	1.03 (0.12)	1.89 (0.14)	-1.03 (0.13)	-1.86 (0.14)	-1.18 (0.13)	0.69 (0.17)
Competence	0.74 (0.11)	0.05 (0.13)	0.70 (0.12)	1.25 (0.13)	-0.76 (0.14)	-1.19 (0.17)	-0.81 (0.13)	0.25 (0.15)
Benevolence	1.03 (0.10)	-1.83 (0.14)	1.05 (0.12)	1.85 (0.13)	-1.05 (0.14)	-2.11 (0.12)	-1.22 (0.14)	0.67 (0.18)
Integrity	0.84 (0.11)	-1.29 (0.14)	0.92 (0.12)	1.80 (0.14)	-0.87 (0.13)	-1.53 (0.14)	-1.05 (0.13)	0.88 (0.17)
Belief reciprocating, % participants	86.84 (3.90)	21.05 (4.71)	93.55 (3.15)	93.55 (3.15)	43.63 (6.16)	9.09 (3.57)	36.07 (6.20)	85.25 (4.58)

Note: Trusting beliefs and components are standardized using the means and standard deviations at the start of the game. Standard deviations are pooled by partner appearance and partner behavior.

▶ 3.2 Results

Table 4
Study 2, Game 1: Regression of trust-related behavior and trusting beliefs at start and end.

Model type DV	Logistic		Ordinary least squares							
	Sharing behavior		Trusting beliefs		Competence		Benevolence		Integrity	
	Start	End	Start	End	Start	End	Start	End	Start	End
Appearance (Trustworthy)	1.95 ^{***} (0.43)	0.88 (0.46)	2.04 ^{***} (0.17)	0.69 ^{***} (0.20)	1.50 ^{***} (0.17)	1.23 ^{***} (0.20)	2.09 ^{***} (0.17)	0.28 (0.20)	1.71 ^{**} (0.17)	0.25 (0.20)
Reciprocated	-0.36 (0.36)	3.74 ^{***} (0.52)	-0.15 (0.17)	2.56 ^{***} (0.21)	-0.05 (0.18)	1.44 ^{***} (0.21)	-0.16 (0.18)	2.79 ^{***} (0.21)	-0.87 (0.12)	2.42 ^{***} (0.22)
Appearance × Reciprocated	-0.58 (0.66)	-0.58 (0.71)	0.17 (0.25)	0.50 (0.29)	-0.05 (0.18)	-0.24 (0.29)	0.18 (0.25)	0.90 ^{**} (0.29)	0.26 (0.25)	0.67 [*] (0.30)
Constant	0.06 ^{***} (0.25)	-1.98 ^{***} (0.38)	-1.03 ^{***} (0.12)	-1.86 ^{***} (0.14)	-0.76 ^{***} (0.25)	-1.19 ^{***} (0.11)	-1.05 ^{***} (0.12)	-2.11 ^{***} (0.14)	-0.87 (0.12)	-1.54 ^{***} (0.15)
Adjusted R ²			0.53	0.61	0.36	0.34	0.54	0.67	0.46	0.57

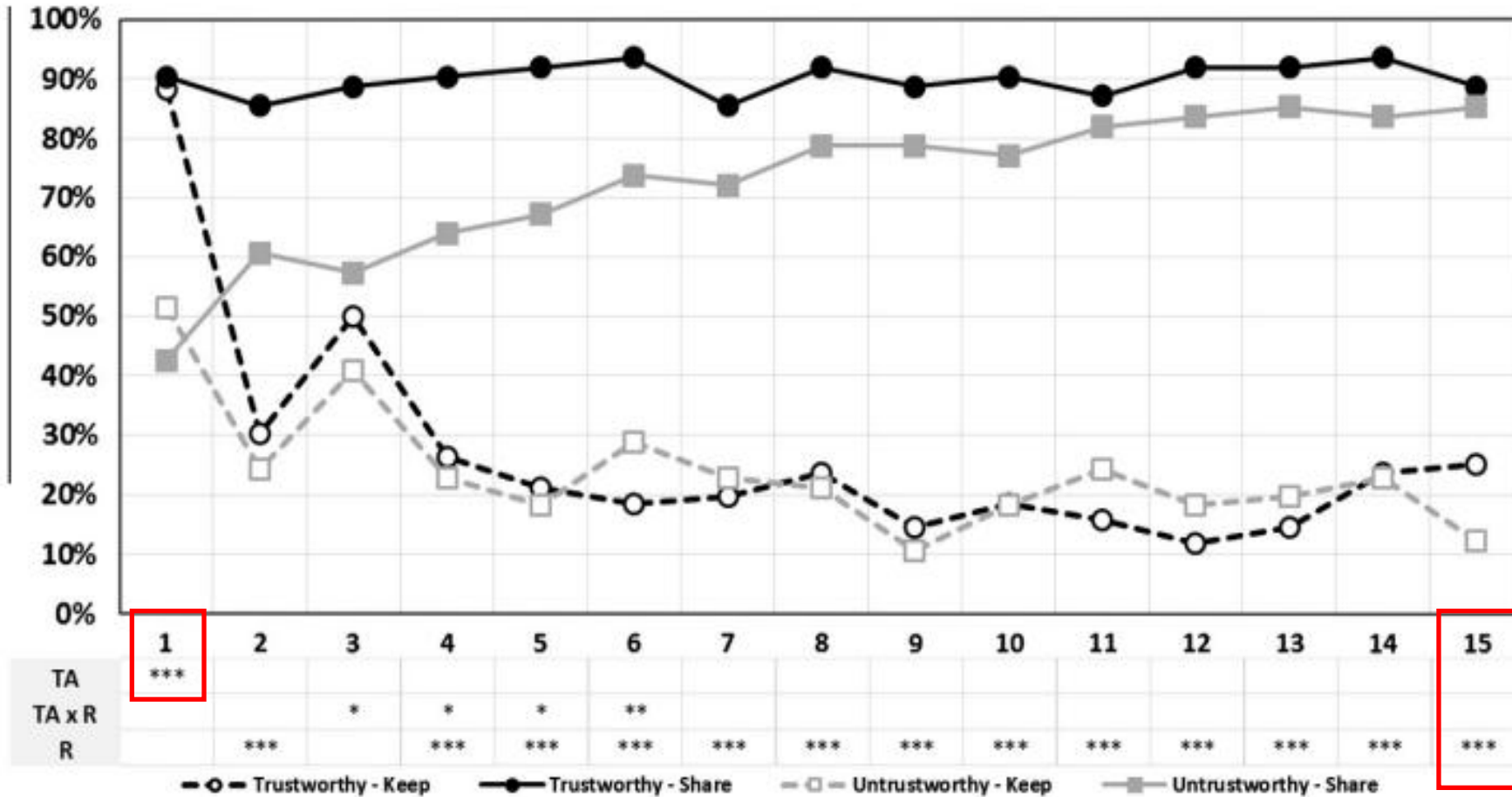
Note. Numbers in parentheses are standard errors. Trusting beliefs and components are standardized using the means and standard deviations at the start of the game. Standard deviations are pooled by partner appearance and partner behavior.

* $p < 0.05$.

** $p < 0.01$.

*** $p < 0.001$.

▶ 3.2 Results



Note: Table at bottom indicates significance level of trustworthy appearance ("TA"), reciprocating behavior ("R"), and the interaction ("TA x R") for the partner in a logistic regression. They are included for illustrative purposes and are not adjusted for multiple comparisons. *** $p < 0.001$, ** $p < 0.01$, * $p < 0.05$

Fig. 3. Study 2, Game 1: Percent participants sending points in each round, by treatment.

Table 5

Study 2, Game 2: Mean (standard error) of trust-related behavior, trusting beliefs, and reciprocating beliefs at start.

Game:	First	Second				First	Second			
First Partner Appearance:		Trustworthy					Untrustworthy			
First Partner Response:	N/A	Keep	Return	Keep	Return	N/A	Keep	Return	Keep	Return
Second Partner Appearance:	N/A	Trustworthy		Untrustworthy		N/A	Trustworthy		Untrustworthy	
n	138	31	27	45	35	127	36	33	30	28
Sharing, % Participants	89.13 (2.66)	90.32 (5.40)	88.89 (6.16)	80.00 (6.03)	74.29 (7.50)	47.24 (4.45)	94.44 (3.87)	90.91 (5.08)	76.67 (7.85)	78.57 (7.90)
Trusting beliefs	0.69 (0.05)	0.60 (0.14)	0.31 (0.17)	-0.51 (0.15)	-0.75 (0.19)	-0.81 (0.06)	0.45 (0.10)	0.30 (0.10)	-0.62 (0.17)	-0.57 (0.13)
Belief Reciprocating, % Participants	89.86 (2.58)	77.42 (7.63)	81.48 (7.62)	64.44 (7.22)	60.00 (8.40)	40.16 (4.37)	91.67 (4.67)	75.76 (7.58)	63.33 (8.95)	53.57 (9.60)

1.in Game 2: The likelihood of sending points to a partner with an **untrustworthy** appearance is higher, $p < 0.001$.

2.in Game 2: believing that the partner will not return them increases , $p = 0.002$.

Table 6

Study 2, Game 2: Regressions of trust-related behavior, trusting beliefs and reciprocating beliefs at the start.

DV Model type	Sharing behavior Logistic			Trusting beliefs Ordinary least squares			Belief in reciprocating Logistic		
	(1A)	(1B)	(1C)	(2A)	(2B)	(2C)	(3A)	(3B)	(3C)
P2 Appearance (Trustworthy)	1.11** (0.38)	1.11** (0.38)	1.14* (0.44)	1.51*** (0.15)	1.51*** (0.15)	1.50*** (0.18)	1.08*** (0.29)	1.08*** (0.29)	1.08** (0.34)
P1 Appearance (Trustworthy)	-0.13 (0.35)	-0.03 (0.49)	-0.03 (0.49)	0.04 (0.15)	0.18 (0.21)	0.18 (0.21)	-0.03 (0.28)	-0.35 (0.40)	-0.35 (0.40)
P1 Reciprocated	-0.20 (0.34)	-0.09 (0.52)	-0.09 (0.52)	-0.24 (0.15)	-0.08 (0.22)	-0.08 (0.22)	-0.35 (0.28)	-0.70 (0.42)	-0.70 (0.42)
P1 Appearance × P1 Reciprocated		-0.19 (0.69)	-0.16 (0.73)		-0.30 (0.31)	-0.32 (0.35)		0.65 (0.56)	0.65 (0.61)
P2 Appearance × P1 Trustworthy × P1 Reciprocated			-0.12 (0.85)			0.05 (0.37)			0.00 (0.69)
Constant	1.41*** (0.34)	1.35*** (0.39)	1.34** (0.40)	-0.88*** (0.16)	-0.88*** (0.17)	-0.87*** (0.18)	0.62* (0.28)	0.81* (0.33)	0.81* (0.34)
Adjusted R ²				0.27	0.27	0.26			
AIC	229.41	231.33	233.31	874.55	875.6	877.58	311.32	311.97	313.97

Note: Numbers in parentheses are standard errors. Trusting beliefs standardized using the mean and standard deviation of the first partner at the start of the game. Standard deviations are pooled by first partner appearance, first partner behavior, and second partner appearance.

* $p < 0.05$.

** $p < 0.01$.

*** $p < 0.001$.

no evidence for changes in general faith in humanity.

no evidence of changes in appearance-specific faith in humanity.

▶ 3.3 Discussion

➤ 3.3.1. Replication of Study 1

- ✓ reciprocation increasing trust-related behavior in the last round not the appearance.
- ✓ competence updates more slowly than benevolence and integrity.

➤ 3.3.2. Trusting disposition

- ✓ experiences ✗ , appearance ✓ → initial trusting beliefs in a new partner.
- ✓ participants are adopting a trusting stance, and are choosing to engage in trust-related behaviors.



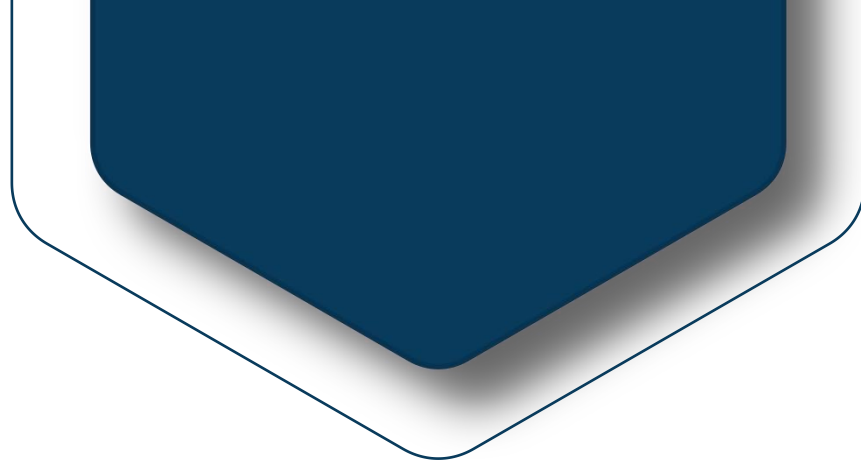
4

Conclusions



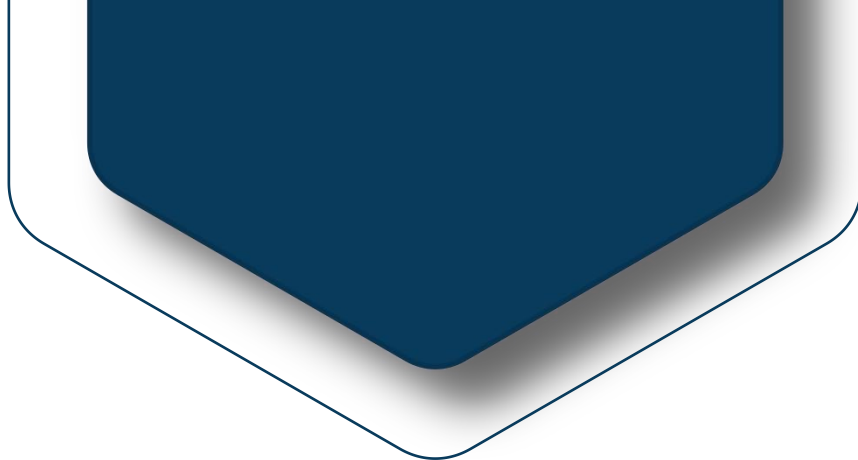
► 4. Conclusions

- ✓ **1.** first impressions and experience have similar effects across the different dimensions of trusting belief.
- ✓ **2.** a single experience in the repeated Trust Game does not affect our reliance on facial appearance in forming initial trusting beliefs.
- ✓ **3.** a single experience in the repeated Trust Game can influence trusting-behavior independent of trusting beliefs.



THANKS!





答 疑



► 答疑

专硕：

- 1.组内应用心理目前正在进行的研究方向有哪些？
- 2.老师接下来在应用心理主要的比较详细的方向和计划是什么？
- 3.每周几篇文献，主要是英文文献吗？
- 4.老师对学生的希望或要求是什么？
- 5.在本组学习需要重点加强哪些专业课程的学习？

► 答疑

学硕：

- 1、进行组会文献汇报的内容范围？是自己选择还是需要老师把关？有没有期刊水平的要求？
- 2、对汇报文献ppt有没有字数要求？
- 3、如何迅速融入组内研究？需要快速提升哪些技能（或工具）？有没有什么较好的学习方式或学习平台？
- 4、是否有可以参加的项目？