Abstract of thesis entitled:

<u>An endogenous-induction of gratitude and its effect on cooperation in a public good game</u>

Submitted by <u>LEUNG, Hildie</u>

for the degree of <u>Doctor of Philosophy in Psychology</u>

at the Chinese University of Hong Kong in July 2011

Supervised by <u>Prof. AU, Wing-Tung, Winton</u>

The emergence of the positive psychology movement has inspired research on positive emotions over the years; yet, several constructs have received limited attention. One of such is gratitude. Research has demonstrated that gratitude leads to prosocial behaviors, such as the engagement in effortful assistance to others, or involving in gift-exchanges in dyadic relationships. However, few studies have directly examined the effects of gratitude on cooperation, particularly, in a social dilemma context. Therefore, the current research aims at investigating the impact of gratitude on cooperative behaviors in a public good game. Traditional methodology in emotion research induces emotions exogenously, i.e. with the use of recall procedures, imagination of scenarios or video clips. Here, a new methodology is introduced where the emotion of gratitude is induced endogenously, within a public good game. Using this new induction procedure, it was found that endogenous gratitude motivated cooperative behaviors. In addition, it was also of interest to investigate the potential influences of contextual factors on the gratitude-cooperation linkage. Studies were systematically conducted to examine three contextual variables, namely; human contact through handshaking, threat of exclusion, and perspective-taking through empathy induction. Results across the four studies suggest that the emotion of gratitude acts as a motivator for cooperative behaviors in the presence of an exclusion option and empathy induction.

Keywords: emotion, gratitude, social dilemma, cooperation

論文撮要

內源性誘導的感激及其於公益遊戲中對合作行為的影響

撰文：梁曉廸

目的：心理學博士學位

機構：香港中文大學　　二零一一年七月

正向心理學的興起推動了多年來對正向情緒的研究。但是，當中多個構想概念却只得到有限度的重視，其中之一便是感激。研究顯示感激可以誘導利社會的行為，例如參與需要付出勞力幫助他人的行為或二元個體關係中的禮物交換行為。然而，很少有研究直接審視感激對合作性，尤其是身處社會進退兩難的處境下。因此，目前的研究旨在探索在一個公益的遊戲中，感激對合作行為的影響。傳統方法中的情緒研究用外源性誘發情緒，例如，利用回想程序、情境幻想或錄像片段等。本論文介紹的是在一個公益遊戲中，以內源性誘發感激情緒的新方法。利用新的誘發程序，調查發現內源性感激能激發合作的行為。此外，調查亦同時探索環境因素對於「感激」與「合作」兩者的關連的潛在影響性 。調查有系統地審視三個環境性變數，分別是通過握手與人接觸、排斥的威脅及通過誘發同理心達致觀感取代。四個研究結果均顯示出，感激情緒只可以在有排斥的威脅及觀感取代下，作為對合作行為的協同效應。

關鍵詞：情緒， 感激、 社會兩難處境，合作