

Abstract

Past researches have showed divergent conclusions on the effect of behavioral synchrony and cooperation as well as coordination. However, the ways how individuals get acting in synchrony across those researches are different. The purpose of this study is to illustrate the effect as well as underlying mechanism of behavioral synchrony under different styles of entrainment on both cooperation and coordination in social dilemma contexts. 124 university students of the Chinese University of Hong Kong are recruited and randomly assigned into two synchrony conditions: synchrony under self entrainment condition and synchrony under social entrainment condition. The rate of cooperation and coordination are measured the by social dilemma games. Results indicate that cooperation is enhanced by synchrony under social entrainment condition only, while the effect is fully mediated by the affective dimension of group identity. There is no significant difference in the rate of coordination across the two conditions. The current study reveals that how individuals get acting in synchrony is critical to their pro-social behaviors conducted later in social dilemma contexts.

Keywords: behavioral synchrony, entrainment, cooperation, coordination, social dilemma