

Abstract of thesis entitled:

I Look Powerful So You Will Yield to Me: The Effects of Embodied Power and the Perception of Power on Conflict Management

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Abstract

Two studies were conducted to investigate the effects of embodiment on conflict management. Past studies demonstrated that physiological states i.e., bodily postures, could affect emotional and cognitive proceedings of a person. The present work extended beyond past research to examine how physiological states affected decision-making of two interacting individuals. Study one replicated past findings that participants holding a high-power posture perceived more power than participants holding a lower-power posture. In study two participants holding either a high-power or a low-power posture interacted with each other in an integrative bargaining game. While controlling for personality factors, participants holding a high-power posture proposed a significantly higher initial offer at the beginning of the bargaining and proposed a higher final offer at the end of the bargaining than participants holding a

low-power posture. Results supported my hypothesis that participants who were embodied with power would gain more in a conflict situation. This project provides evidence that bodily postures can influence the perceived sense of power of the parties involved and hence influence the conflict outcomes. Implications for future research are discussed.

摘要

本研究以兩個實驗測試具身(embodiment)對於衝突處理(conflict management)的影響。文獻指出身體姿勢影響一個人的情感和認知，但絕少有文獻提及這如何影響主體與其他人的相處。本研究的實驗一是一個先導研究。參與者被分派至高權力條件(n=35)或低權力條件(n=35)。參與者分別做出與他們條件相關的身體姿勢。實驗結果顯示身體姿態對一個人的權力自我觀感(self-perception)有所影響。實驗二主要研究具身會否對衝突的結果有所影響。在此實驗的實際操作中，衝突被定性為一個模擬整合協商談判(integrative bargaining)的活動。二百一十二位香港的大學生被分派到高權力(high-power)或低權力(low-power)的條件。他們同時會與另外一位同性別的參與者進行一個模擬整合協商談判的活動。在性格被控制的情況下，高權力的參與者比低權力的參與者有顯著更高的總合初始價(initial offer total)；同時，高權力的參與者也比低權力的參與者有顯著更高的總合最終價(final offer total)。實驗結果符合預期：擁有高權力具身的參與者在一個衝突情況中可以得到比較多的利益。由於現時衝突於機構內部或機構與機構之間也經常出現，一個對於人類在衝突中如何自處的理解是重要的。本研究提供證據闡明了身體姿勢可以影響人對自身權力的自我觀感，同時也影響到衝突的結果。本文也論及了未來研究的可能方向。