

Decision Processes Colloquia

Monday, April 23, 2018

Where: 350 SHDH

When: 12:00 – 1:20 pm

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Thanking, Apologizing, Bragging, and Blaming: Responsibility Exchange Theory and the Currency of Communication (with Shereen Chaudhry)

ABSTRACT:

We propose a theory that draws connections between four forms of communication: thanking, apologizing, bragging and blaming, and which explains why their occurrence or non-occurrence are such important sources of cooperation and conflict. All four forms of communication relay information about credit or blame for a positive or negative outcome, and thus introduce *image-based* costs and benefits for both the communicator and the recipient of communication. Specifically, each of the four communications involves a tradeoff on two important dimensions of interpersonal judgment: competence and warmth. We use the model to make sense of well-documented phenomena and to generate novel predictions, which we test in experiments.