

Dark personality traits in social dilemmas:
The case of sadism and antisocial punishment

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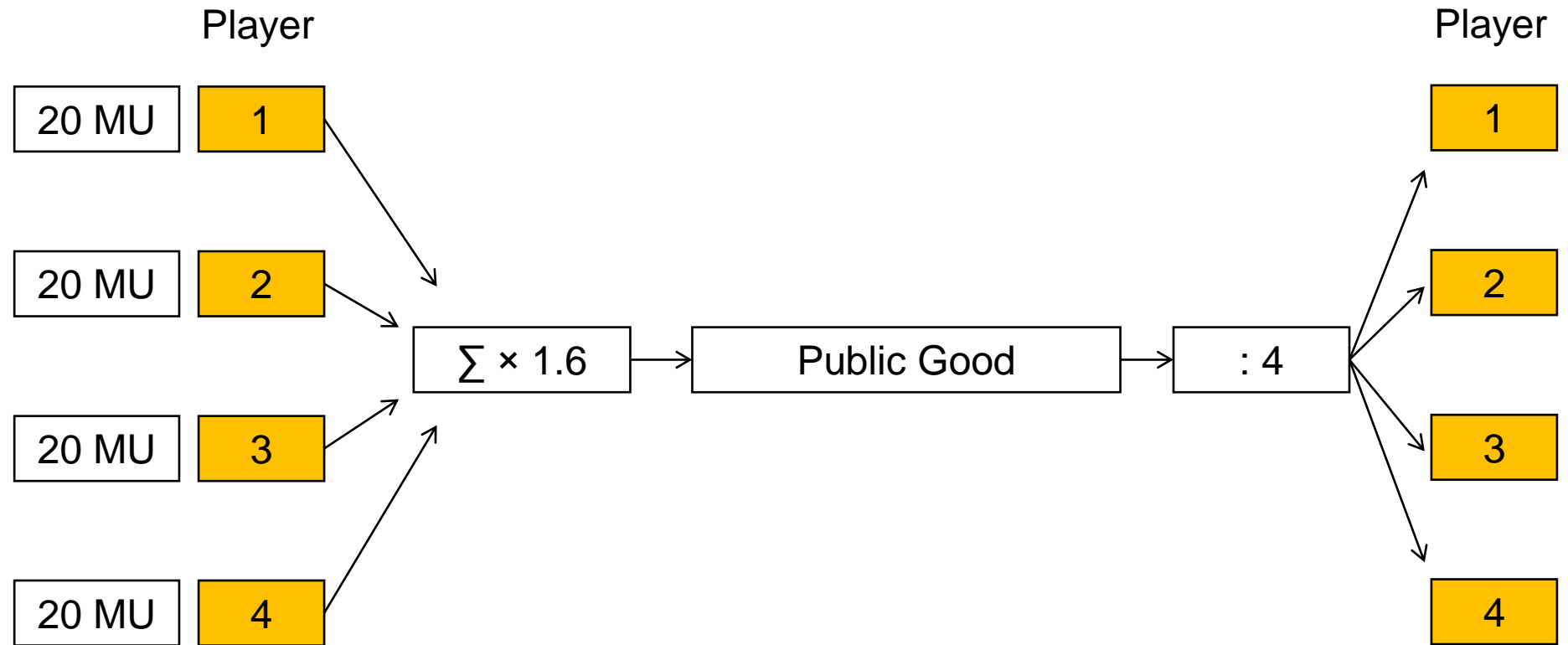
Social Dilemmas

Social dilemmas are defined by two characteristics:

- (1) Individuals are better off when making selfish choices compared to cooperative choices.
- (2) If everyone makes selfish (vs. cooperative) choices the collective receives lower payoffs.

(Dawes, 1980)

Public Goods Game



	Endowment	Contribution	Income project	Income this period
You	20	--	--	--
Player 1	20	--	--	--
Player 2	20	--	--	--
Player 3	20	--	--	--

Your contribution to the project (between 0 and 20):

OK

Public Goods Game

[Picture: Contributions taken from Fehr & Gächter, 2002]

Cooperation in social dilemmas

[Picture: Contributions under time pressure and delay taken from Rand et al., 2012]

=> Cooperation is intuitive

Social Heuristics Hypothesis

(SHH; Rand et al., 2014)

- If individuals learned and experienced that cooperation reflects a beneficial strategy in daily life, they should apply this strategy per default (automatically and intuitively) in new and atypical situations (e.g., cooperation in a public goods game).
- Individuals who did **not** learn and experience that cooperation reflects a beneficial strategy in daily life should possess another default mode and should **not** cooperate by default in new and atypical situations.

Antisocial Tendencies & the SHH

- If individuals learned and experienced that **antisocial tendencies** reflect a beneficial strategy in daily life, they should apply this strategy per default (automatically and intuitively) in new and atypical situations.

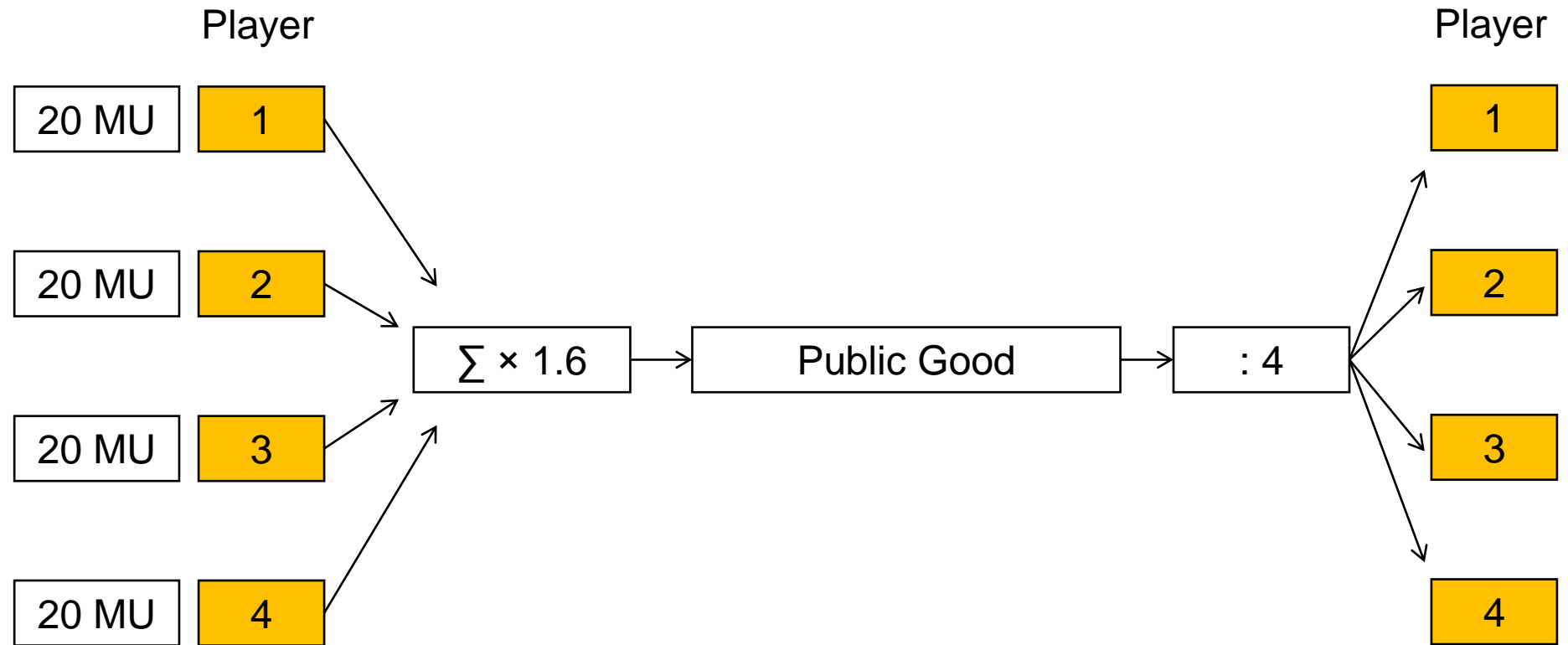
Antisocial Tendencies & the SHH

- If individuals learned and experienced that antisocial tendencies reflect a beneficial strategy in daily life, they should apply this strategy per default (automatically and intuitively) in new and atypical situations.
- For instance: Individuals with sadistic tendencies
 - The very essence of sadism is that sadists are motivated to dominate and to control other individuals by harming them because they experience pleasure through their cruelty (Cooke, 2001; Dietz, Hazelwood, & Warren, 1990; O'Meara, Davies, & Hammond, 2011)
 - (Everyday) sadists have learned and experienced that antisocial tendencies reflect a beneficial strategy in daily life (Baumeister & Campbell, 1999; Baumeister & Vohs, 2004)

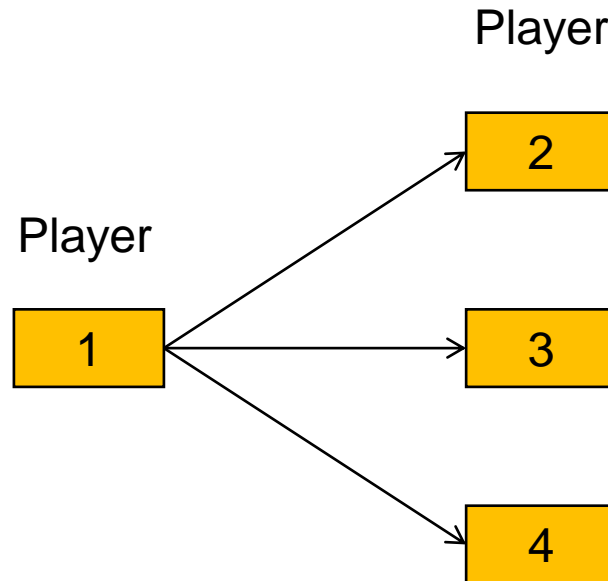
Antisocial Tendencies & the SHH

- Accordingly, these antisocial tendencies should be applied per default (automatically and intuitively) in new and atypical situations

Public Goods Game



Costly Punishment



minus 1 MU Punisher
minus 3 MU Punished

	Endowment	Beiträge	Income Project	Income this period
You	20	20	24.4	24.4
Player 1	20	5	24.4	39.4
Player 2	20	16	24.4	28.4
Player 3	20	20	24.4	24.4

How many MUs do you want to invest to reduce the income of the other player? (0 to 10 MUs each)

Player 1

Player 2

Player 3

OK

Costly Punishment

[Picture: Contributions taken from Fehr & Gächter, 2002]

Antisocial Punishment

[Picture: Antisocial Punishment across societies; Herrmann et al., 2008]

Antisocial Punishment

- Antisocial punishment is positively related to
 - the „dominance hormone“ testosterone, given low levels of cortisol (Pfattheicher, Landhäußer, & Keller, 2014)
 - „Power Dominance“ of the Schwartz Value Circle [power through exercising control over people]