

The University of Hong Kong
Department of Psychology

Departmental Seminar

***Feeling Entitled to More:
Ostracism Increases Dishonest Behavior***

Date: August 13, 2013 (Tuesday)
Time: 11:30 a.m. – 12:30 p.m.
Venue: Room 813, 8/F, The Jockey Club Tower, Centennial Campus, HKU
Speaker: Mr. Poon Kai Tak Ivan
Ph.D Candidate
Department of Psychology
The University of Hong Kong

Across cultures and evolutions, human beings desire to be socially accepted by groups and individuals. Having sustainable and positive social connections promote physical and psychological well-being. Because people benefit from getting along with others, ostracism can unjustifiably deprive them of benefits associated with social connection. As a result, ostracism may increase feelings of psychological entitlement to internal and external rewards associated with benefiting oneself through dishonest actions. In five experiments, we found that ostracism increased dishonesty through increased feelings of psychological entitlement. Moreover, priming a growth mindset in responding to ostracism weakened the connection between ostracism, psychological entitlement and dishonest behavior. Together, these findings highlight the significance of psychological entitlement in explaining when and why ostracism increases dishonest behavior and how to weaken this relationship.