

VU Research Portal

Understanding Human Cooperation

Wu, J.

2016

document version

Publisher's PDF, also known as Version of record

[Link to publication in VU Research Portal](#)

citation for published version (APA)

Wu, J. (2016). *Understanding Human Cooperation: The Psychology of Gossip, Reputation, and Life History*.

General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
- You may freely distribute the URL identifying the publication in the public portal ?

Take down policy

If you believe that this document breaches copyright please contact us providing details, and we will remove access to the work immediately and investigate your claim.

E-mail address:

vuresearchportal.ub@vu.nl

Acknowledgments

Acknowledgments

Completing the dissertation on time seemed to be a mission impossible for me when I was self-doubting during the first two years of my PhD. Now, actually completing it makes me feel fulfilled and also grateful! I feel so lucky to be one of many Chinese students who receive the funding from China Scholarship Council to do their PhDs abroad. I also realize deeply that the achievement of dissertation completion is not possible without the help and support from many others, to whom I would like to extend my sincere appreciation.

First of all, I would like to express my greatest gratitude to my daily supervisor Daniel Balliet. Daniel, thank you for your time and patience in supervising me over the four years. You are simply a great supervisor! You have taught me how to be a good researcher and a good writer. I enjoyed working with you and learning new skills from you. Your consistently supportive and encouraging words kept me motivated and helped build my self-confidence. I will never forget the day when you brought some homemade cookies to celebrate after we submitted our first paper together! I wish one day I could be someone like you as a researcher, as well as a supervisor!

Another equally important person I want to thank is my promotor Paul A. M. Van Lange. My life in Amsterdam will never begin without your friendly reply to my email almost five years ago. A series of “magical” things that happened between us made this journey even more special and unforgettable: I presented about your research during my first lab presentation as a first-year master student in 2009; I sent you the first email, asking about your supervision plan, on November 3rd, 2011; We first met at Amsterdam Zuid station on January 20th, 2012 when I was visiting another university; You picked me up at Schiphol airport when I arrived in Amsterdam for my PhD on September 5th, 2012. You are always so encouraging and supportive on my work. I admire your wisdom, your optimism in dealing with things, and your insight to see the bigger picture in research. I am honored to be one of your students, and there is much more to learn from you!

I also want to thank my current and past colleagues in the Department of Experimental and Applied Psychology, including faculty members (Mark van Vugt, Jan-Willem van Prooijen, Joshua Tybur, Reinout E. de Vries, Kimberley Breevaart, Nale Lehmann-Willenbrock, Janneke Oostrom, Andrea Pereira, Thomas Pollet, Francesca Righetti, Richard Ronay, Hannes Rusch, Leander van der Meij, Peter Dekker, Rutger Kappe, Karen Mortier, Kilian Wawoe, and Henk Kelderman) and fellow PhD students (Linda, Nancy, Marco, Niles, Allen, Djurre, Jill, Nils, Zoi, Mariko, Janke, Katherina, Meta, Ard, Gonzalo, Xiaoyue, Stijn, Catherine, Angelo, and Ali, among others). Being the first Chinese PhD student in the department was challenging for me, but I am lucky to work in an inspiring and stimu-

lating environment with so many friendly colleagues who are always ready to help. Special thanks go to the secretary staff: Anna Brinkman, Stefan de Graaf, Suzan Besuijen, and Barbara Goudriaan. Your help in dealing with accommodation, personnel, financial, and technical issues made my PhD life much easier. My past and current officemates Nils, Zoi, Mariko, Janke, Stijn, and Tingting, thank you for those happy old times when we shared personal stories, discussed about research, helped each other, and had dinner parties together. Nale, Mariko, Stijn, Angelo, and Catherine, thank you for your precious time spent in reading part of my dissertation and providing valuable comments. Josh, thank you for your comments and inputs in my previous papers, and your career advice. You are a great thinker and writer. I really enjoyed our collaboration together! Peter, thank you for your statistical guidance when I struggled with panel data analysis. Robert, thanks for your assistance in recruiting participants when we conducted an ambitious real-time interaction experiment in the lab. Lastly, I want to thank members of Amsterdam Cooperation Lab (Angelo, Stijn, Catherine, Simon, Jan, Bela, etc.) who share the same enthusiasm in studying human cooperation. I enjoyed the time when we discussed about research ideas and went to conferences together. I am sure we will meet again in future social dilemma conferences.

Doing a PhD abroad is a lonely experience. I am grateful to have friends from the Chinese community who have supported me and made my life in Amsterdam rich and fun: Shu Gao, Yujie Cheng, Yiran Wang, Li Zhao, Lulu Wei, Lijie Zheng, Xiaoqian Li, Jinchun Liu, Zhineng Li, Jinxia Li, Nina Xu, Tingting Ji, Yi Ding, Xiaoyue Tan, Erkai He, Hao Qiu, Suwei Wu, Lin Jia, Juan Zuo, Xilin Sun, Weiwei Zhao, Yuan Ma, Bochao Lin, Enqi He, Lintao Li, Guowei Li, Jun Zhang, Liang Yu, Meichen Yu, Yongjie Zhang, Zhiqing Zhang, Wenjing Cai, Zhi Zhang, Jin He, Benchi Wang, Xinyu Li, Yue Song, and Xia Fang, among others. Shu Gao, thank you for your unconditional support during the most stressful period of my PhD. Although things did not work out between us, I sincerely wish you all the best in the future. Tingting and Yi, thank you for staying with me when I had a Skype job interview in the office at 2:00 am during the weekend. You are like my siblings who are always ready to help without any hesitation.

I would like also to take this opportunity to thank my reading committee who devoted their time to evaluating my dissertation: Prof. Mark van Vugt, Prof. Siegwart M. Lindenberg, Prof. Bianca Beersma, Dr. Chris Reinders Folmer, and Dr. Erik de Kwaadsteniet. Special thanks go to my paranimfs—Catherine and Stijn—who are willing to sit by my side at my defense, making this challenging moment less scary. Thank you for your help with the defense preparation and your support in the past few years. You are simply wonderful friends!

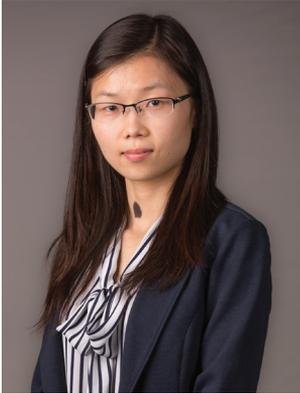
Finally, my biggest thanks go to my parents and siblings. Mom and dad, thank you for your support for my education and your respect for my life choices over the years, even though such support brings you hard times. I feel sorry for the little time I have spent with

you in the past four, or even more, years due to long distance. I will try my best to make your life better in the near future. Junlin and Junxia, nothing compares to the joy of having siblings like you. Thank you for accepting me as whom I am and sticking by my side through thick and thin!

Junhui Wu
August, 2016

Curriculum Vitae

Curriculum Vitae



Junhui Wu was born on March 14th 1988 in Anhui, China. She became interested in understanding human behavior when she was in senior high school. In 2005, she decided to study Psychology for her bachelor degree at Anhui Normal University. During the four-year bachelor education, she was fascinated with social psychology that became her primary focus of further exploration. In 2009, she attended the National Graduate Entrance Examination. After several rounds of interview, she was accepted as a research master student in the School of Psychology at Beijing Normal University, a leading psychology institution in China. During her master research, she read numerous research papers on prosocial behavior, cooperation and social dilemmas. The topic of her master thesis was on cooperation in social dilemmas.

By the end of her master research, she was already thinking of doing a PhD in the Netherlands, where many professors had been working on related topic. Eventually she was offered a four-year PhD position with Dr. Daniel Balliet and Prof. dr. Paul A. M. Van Lange in the Department of Experimental and Applied Psychology at Vrije Universiteit Amsterdam. The present dissertation was made possible thanks to the financial support from China Scholarship Council (201206040030). Currently Junhui continues her work at Vrije Universiteit Amsterdam until the end of November 2016.

Research Interests

Applying evolutionary psychology perspective and social psychology theories (e.g., interdependence theory), Junhui Wu's main research interests involve: (a) why and how people vary their prosociality and cooperation due to personality differences (e.g., social value orientation) and situational factors (e.g., cues of gossip, environmental harshness); (b) the origins and underlying mechanisms of human cooperation.

Publications (* corresponding author)

- Balliet, D.*, Tybur, J. M., **Wu, J.**, Antonellis, C., & Van Lange, P. A. M. (2016). Political ideology, political coalitions, and trust and cooperation: In-group favoritism during a U.S. national election. *Journal of Conflict Resolution*. Advance online publication. doi:10.1177/0022002716658694
- Wu, J.***, Balliet, D., & Van Lange, P. A. M. (2016). Reputation, gossip, and human cooperation. *Social and Personality Psychology Compass*, 10, 350–364. doi:10.1111/spc3.12255
- Wu, J.***, Balliet, D., & Van Lange, P. A. M. (2016). Gossip versus punishment: The efficiency of reputation to promote and maintain cooperation. *Scientific Reports*, 6, 23919. doi:10.1038/srep23919
- Wu, J.***, Balliet, D., & Van Lange, P. A. M. (2016). Reputation management: Why and how gossip enhances generosity. *Evolution and Human Behavior*, 37, 193–201. doi:10.1016/j.evolhumbehav.2015.11.001
- Wu, J.***, Balliet, D., & Van Lange, P. A. M. (2015). When does gossip promote generosity? Indirect reciprocity under the shadow of the future. *Social Psychological and Personality Science*, 6, 923–930. doi:10.1177/1948550615595272
- Balliet, D.*, **Wu, J.**, & De Dreu, C. K. W. (2014). Ingroup favoritism in cooperation: A meta-analysis. *Psychological Bulletin*, 140, 1556–1581. doi:10.1037/a0037737
- Hong, H., Kou, Y.*, & **Wu, J.** (2012). Fairness decision-making of college students in social dilemmas: Effect of social value orientation. *Psychological Development and Education*, 5, 500–507 (in Chinese).
- Huang, Y., Guo, Y., **Wu, J.**, Wang, J., & Kou, Y*. (2012). Intervention of emotional competence among primary and secondary schools: Practices and Insights. *Chinese Teachers*, 18, 51–55 (in Chinese).

KURT LEWIN INSTITUTE DISSERTATION SERIES

The “Kurt Lewin Institute Dissertation Series” started in 1997. Since 2014 the following dissertations have been published in this series:

- 2014-01: Marijn Stok: *Eating by the Norm: The Influence of Social Norms on Young People's Eating Behavior*
- 2014-02: Michèlle Bal: *Making Sense of Injustice: Benign and Derogatory Reactions to Innocent Victims*
- 2014-03: Nicoletta Dimitrova: *Rethinking errors: How error-handling strategy affects our thoughts and others' thoughts about us*
- 2014-04: Namkje Koudenburg: *Conversational Flow: The Emergence and Regulation of Solidarity through social interaction*
- 2014-05: Thomas Sitser: *Predicting sales performance: Strengthening the personality – job performance linkage*
- 2014-06: Goda Perlaviciute: *Goal-driven evaluations of sustainable products*
- 2014-07: Said Shafa: *In the eyes of others: The role of honor concerns in explaining and preventing insult-elicited aggression*
- 2014-08: Felice van Nunspeet: *Neural correlates of the motivation to be moral*
- 2014-09: Anne Fetsje Sluis: *Towards a virtuous society: Virtues as potential instruments to enhance*
- 2014-10: Gerdien de Vries: *Pitfalls in the Communication about CO2 Capture and Storage*
- 2014-11: Thecla Brakel: *The effects of social comparison information on cancer survivors' quality of life: A field-experimental intervention approach*
- 2014-12: Hans Marien: *Understanding and Motivating Human Control: Outcome and Reward Information in Action*
- 2014-13: Daniel Alink: *Public Trust: Expectancies, Beliefs, and Behavior*
- 2014-14: Linda Daphne Muusses: *How Internet use may affect our relationships: Characteristics of Internet use and personal and relational wellbeing*
- 2014-15: Hillie Aaldering: *Parochial and universal cooperation in intergroup conflicts*
- 2014-16: Martijn Keizer: *Do norms matter? The role of normative considerations as predictors of pro-environmental behavior*
- 2015-01: Maartje Elshout: *Vengeance*
- 2015-02: Seval Gündemir: *The Minority Glass Ceiling Hypothesis: Exploring Reasons and Remedies for the Underrepresentation of Racial-ethnic Minorities in Leadership Positions*
- 2015-03: Dagmar Beudeker: *On regulatory focus and performance in organizational environments*
- 2015-04: Charlotte Koot: *Making up your mind about a complex technology: An investigation into factors that help or hinder the achievement of cognitive closure about*

CCS

- 2015-05: Marco van Bommel: *The Reputable Bystander: The Role of Reputation in Activating or Deactivating Bystanders*
- 2015-06: Kira O. McCabe: *The Role of Personality in the Pursuit of Context-Specific Goals*
- 2015-07: Wiebren Jansen: *Social inclusion in diverse work settings*
- 2015-08: Xiaoqian Li: *As time goes by: Studies on the subjective perception of the speed by which time passes*
- 2015-09: Aukje Verhoeven: *Facilitating food-related planning. Applying metacognition, cue-monitoring, and implementation intentions*
- 2015-10: Jasper de Groot: *Chemosignaling Emotions: What a Smell can Tell*
- 2015-11: Hedy Greijdenus: *Intragroup Communication in Intergroup Conflict: Influences on Social Perception and Cognition*
- 2015-12: Bart de Vos: *Communicating Anger and Contempt in Intergroup Conflict: Exploring their Relational Functions*
- 2015-13: Gerdientje Danner: *Psychological Availability. How work experiences spill over into daily family interactions*
- 2015-14: Hannah Nohlen: *Solving ambivalence in context. The experience and resolution of attitudinal ambivalence*
- 2015-15: Stacey Sanders: *Unearthing the Moral Emotive Compass: Exploring the Paths to (Un)Ethical Leadership*
- 2015-16: Marc Heerdink: *Regulating deviance with emotions: Emotional expressions as signals of acceptance and rejection*
- 2015-17: Danny Taufik: *“Can you feel it” The role of feelings in explaining pro-environmental behavior*
- 2015-18: Sarah Elbert: *Auditory information and its parameters in health persuasion. The development of a tailored smartphone application to support behavior change*
- 2016-01: Anna van ‘t Veer: *Effortless morality — cognitive and affective processes in deception and its detection*
- 2016-02: Thijs Bouman: *Threat by association: How distant events can affect local intergroup relations*
- 2016-03: Tim Theeboom: *Workplace coaching: Processes and effects*
- 2016-04: Sabine Strofer: *Deceptive intent: Physiological reactions in different interpersonal contexts*
- 2016-05: Caspar van Lissa: *Exercising Empathy: The Role of Adolescents’ Developing Empathy in Conflicts with Parents*
- 2016-06: Marlon Mooijman: *On the determinants and consequences of punishment goals: The role of power, distrust, and rule compliance*
- 2016-07: Niels van Doesum: *Social mindfulness*
- 2016-08: Leonie Venhoeven: *A look on the bright side of an environmentally-friendly life:*

Whether and why acting environmentally-friendly can contribute to well-being

2016-09: Florian Cramwinckel: *The social dynamics of morality*

2016-10: Junhui Wu: *Understanding Human Cooperation: The Psychology of Gossip, Reputation, and Life History*