

Why Do We Remember Friends as Not so Friendly in Social Interactions?



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From children's schoolyard play to executives' boardroom negotiations, competitive and bargaining interactions are common to everyday life. Sometimes the interacting parties are socially close and sometimes not. In this paper that is based on findings reported in Danziger, Disatnik, and Shani (2017) we examine how friendship influences memory for actions in such interactions. Dyads consisting of either friends or of strangers played an ultimatum game and then recalled the interaction. We find that participants remembered friends' play as more competitive and less generous than strangers' play, even when friends' actual play was more generous than that of strangers. Friendship did not affect recall for one's own play. We show that people expect more of friends than of strangers, and this difference in expectations explains the less favorable memory of friends' actions. Our findings are consistent with a negative disconfirmation account whereby people expect their friends to be less competitive and more generous, and when these expectations are violated, people remember friends' actions more negatively than they actually were.

Maximizing Professional Success: Five Things to Get From Living Abroad and One Travel Warning



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Although there has been widespread belief that living abroad experiences can be beneficial for one's career, only recently have researchers begun to systematically test this assertion. In the current paper, I review recent research demonstrating that living abroad can yield five critical benefits, including generalized trust, creative ingenuity, social tolerance, self-clarity, and moral relativism, all of which can help boost professional success in an increasingly globalized economy. I conclude the paper with a travel warning suggesting that obtaining these serendipitous benefits depends not on simple geographic relocation but on the psychological approach people choose to deal with the experience.