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INTRODUCTION

Cognitive Inconsistency

- Created by contradictory cognitions simultaneously activated in individual mind (Proulx et al., 2012)
- Often generates aversive arousal (Gawronski & Brannon, 2019)
- Interference in Stroop task can be considered as a case of low-level cognitive inconsistency (Proulx et al., 2012)

Social Power

Asymmetric control over resources (Fiske, 1993)

- Capacity to influence others and resist to social influences (Anderson et al., 2012)

Effects of social power :

- Limits the impact of social norms on individual behavior (Lammers et al., 2015)
- Limits the impact of other advises on judgment (Mouraly & Yang, 2013)
- Focuses attentional resources on our own objectives (Guinote, 2007)

We assume that power could limit or suppress the influence of cognitive inconsistency on performance and emotions.



Participants having Power (vs No Power) should be better at managing inconsistency effects generated by a Stroop task.

METHOD



1. Power induction by role play (Overbeck & Park, 2001)



Power +
(Jugde)

VS



Power -
(Lawyer)

2. Stroop task



Incongruent word/color generate cognitive inconsistency
Measures : reaction times and errors.

3. Emotions



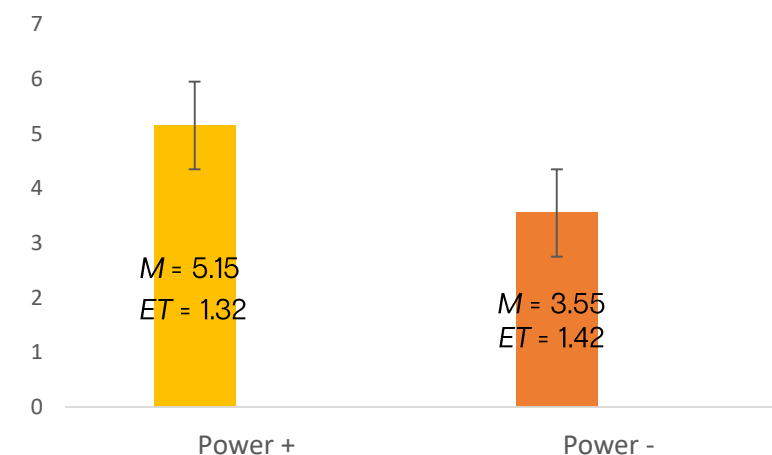
PANAS (Gaudreau et al., 2006)

Cognitive dissonance thermometer (Elliot & Devine, 1994)

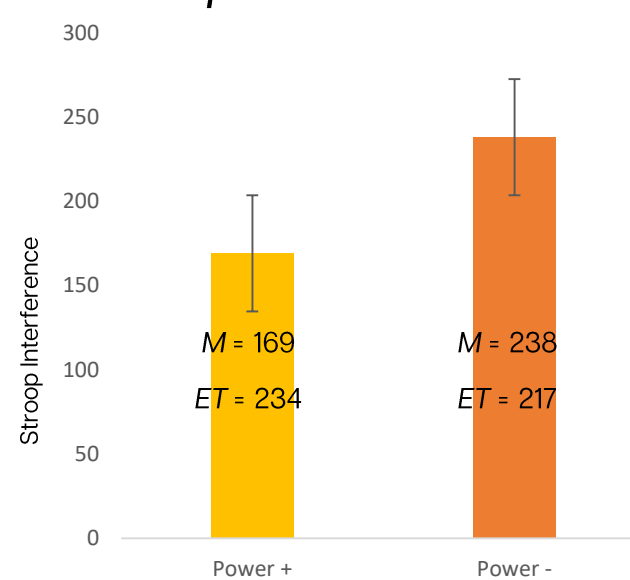
RESULTS

1. Power induction check

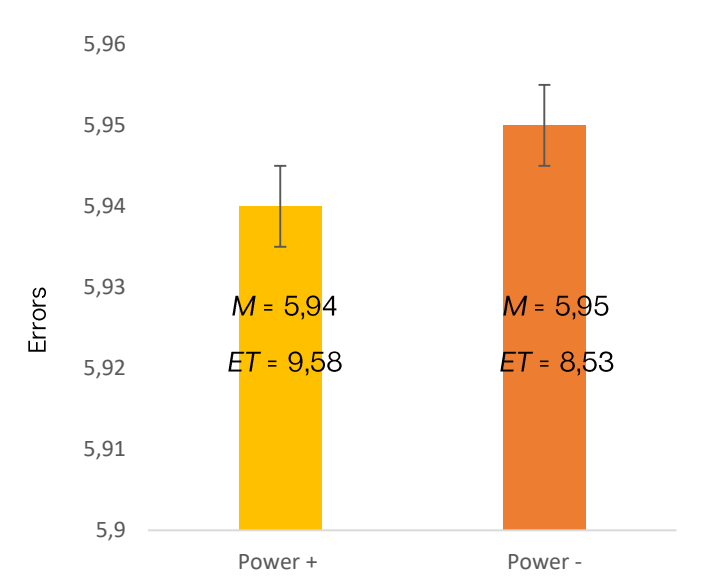
$t(245) = -11.82, p < .001,$
95% IC [-2.39, -1.71], $d = 1.50$



2. Stroop task



$F(1,243) = 5.73, p = .017, 95\% \text{ IC } [129, 209], \eta^2 = 0.023$



$F(1,243) = 0.001, p = .974, 95\% \text{ IC } [4.36, 7.56]$

The level of Stroop interference is greater for participants in the Power- condition than in the Power+ condition.

No difference appeared on errors.

3. Emotions

No difference appeared on the measures of emotions (PANAS and cognitive dissonance thermometer)

DISCUSSION

- **Social power increases the resistance to cognitive inconsistency : Participants in Power condition are less sensitive to Stroop interference.**
- **Why?**
 - Power allows to increase the focus on goals (Guinote, 2007a, 2007b; Overbeck & Park, 2001)?
 - Powerful participants create strategies to name the color without perceiving the inconsistency?
 - Powerful people are less bothered by inconsistency?



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