

Index

- AAA Typology, 25, 39–40, 154–155, 157–158, 160, 181. *See also* accuracy; affiliation; affirmation concerns and opportunities by, 158 considerations coded into, 54–55 in 4D Framework, 49–54 measurement of, 49–53 in vignette experiments, 158
- Aarøe, Lene, 244
- Abrajano, Marisa, 147, 213–214
- accuracy, 25–27, 34–35, 39–40, 54–55, 264 concerns, 25–27 considerations, 246 opportunities, 25–26
- affective polarization, 15, 28–29, 184
- affiliation, 29–31, 39–40 concerns, 30, 122–123, 160, 177–179, 182–184, 186 considerations, 182–183, 186–188 opportunities, 29, 182
- affirmation, 39–40, 119, 122–123, 128, 154–155, 158–160, 181–182 concerns, 27–29, 165 considerations, 119, 122–123, 128, 160 opportunities, 28, 157–158
- age, 87
- Ahn, T. K., 25–26, 243–244
- American National Election Study (ANES), 2–3, 45–46, 87–88, 168–169, 255
- ANS. *See* autonomic nervous system anticipation. *See also* Psychophysiological Anticipation Study of political discussion, 37 psychophysiological response in, 131–138
- anxiety, 138. *See also* social interaction anxiety
- apparel, political identity and, 78, 88
- Arceneaux, Kevin, 203–204
- Asch, Solomon E., 24–25, 170
- autonomic nervous system (ANS), in psychophysiological lab experiments, 68
- avoidance of discussion, 41, 49–53, 105, 110–111, 115–119, 125, 185–186, 190–191
- AAA Typology in, 117–119
- free response answers to, 117–118, 189–190, 193–194
- in True Counterfactual Study, 115
- Bakker, Bert N., 203–204
- behavior. *See also* proximal behaviors in vignette experiments, 160–164
- behavioral economics, 11, 20, 40
- Big Five personality traits, 7, 32–34
- Busby, Ethan, 101, 249–250
- candidate disagreement, 49–50. *See also* presidential vote choice
- Carlson, Taylor N., 34–35, 90, 111, 124, 140–141, 147, 194–200, 213–214, 236, 244, 261
- CCES. *See* Cooperative Congressional Election Study
- censorship. *See* self-censorship

- character and trait associations. *See also*
 individual disposition
 assumption and, 101–102
 of Democrats, 101
 of Republicans, 101
 CIPI I Survey, 60, 62–65, 122, 156,
 209–210, 215, 218, 226, 230–231, 255
 CIPI II Survey, 62–65, 82–84, 91, 105, 186,
 193, 202–203
 Citizen Participation Study, 37–38
 civil orientation to conflict, 7
 Clarity Campaign Labs, 97–98
 cognitive psychology, 20
 comfort. *See* discomfort
 conflict avoidance, 7, 37–38, 65, 241–242
 in individual disposition, 46
 measurement of, 46–47
 political discussion in, 33
 as psychological disposition, 225–227
 self-expression and, 33
 conformity, 40, 269–270
 in group dynamics, 24–25
 lab studies on, 168–171
 measures of, 270
 potential, 169
 pure, 169
 in vignette experiments, 162
 Conover, Pamela Johnston, 7–17, 22–23,
 25–26, 28, 30
 contact hypothesis, 24, 40–41, 248–254
 Cooperative Congressional Election Study
 (CCES), 61–65, 67
 COVID-19, 245
 Cramer, Katherine, 7–17, 22, 30, 183–184
 Crewe, Ivor M., 22–23, 25–26, 28, 30
 crosscutting networks, 7
- data collection
 in 4D Framework, 44–45, 61
 in lab experiments, 67–72, 135–136,
 138–141
 survey experiments, 73–75
 surveys, 61–67
 vignette experiments, 73–75
 decision-making, 5–6, 11, 35, 41–42, 110
 emotional response and, 149–153
 group dynamics in, 112–113, 126–128
 perception in, 85–86
 deflection, in discussion, 240
 in vignette experiments, 120–123
 Deichert, Maggie Ann, 34–36, 236
- deliberation, 11–12, 204–207, 209–211,
 260
 democracy, 181
 interpersonal interactions and, 13–14
 political discussion and, 18, 243–254
 strains on, 234–235
 Democrats, 79, 143, 193, 263–265,
 267
 character and trait associations, 101
 in Name Your Price Study, 124–125
 demographics
 of Democrats, 90
 individual dispositions and, 204–215
 of Republicans, 90
 detection, 15, 79–84
 assumption in, 100–106
 CIPI II Survey studying, 82–84
 cue categories, 83–84
 Directly Political detection system, 84,
 95–96
 facial features, political identity and,
 88–89
 Facts of Life detection system, 84, 89–91
 Just by Looking at Them detection
 system, 84, 87–89
 Media Usage detection system, 84, 94–95
 Non-Guesser detection systems, 84–86
 political discussion and, 105–106
 of political identities, 82–83
 self-reporting of, 84–100
 disagreement, 28–29, 126–128, 247
 avoidance of, 78
 candidate, 49–50
 discomfort and, 39, 140–141, 150–151
 gender and, 208–209
 general, 49–50
 identity-based, 48–49
 issue, 145–147
 measurement of, 49–50, 151–152
 in Name Your Price Study, 124
 with outpartisans, 124
 partisan identity, 38, 49–50, 72
 perceived, 146, 150–151
 polarization and, 13
 policy, 49–50, 72
 in Psychophysiological Experience Study,
 72, 139–140
 recognition of, 247
 seeking out, 39
 discomfort, 24
 disagreement and, 140–141, 150–151

- measurement of, 69, 132
- projection of, 152
- self-reporting of, 67, 132
- discussion networks
 - construction of, 197
 - outpartisans in, 197
 - partisan identities and, 198
 - social polarization and, 196–197
- diverse perspectives
 - in democracy, 12
 - social media and, 13
- Druckman, James N., 102, 199–200, 244
- DSM III-R, 46
- Dynata, 65
- echo chambers, 13
- EDA. *See* electrodermal activity
- egocentric analysis, 48–49
- electrodermal activity (EDA), 39, 134, 137, 144, 146–147
 - in psychophysiological lab experiments, 68
- Eliasoph, Nina, 7–17, 23, 26, 250–251
- emotional responses, 137–138
 - decision-making and, 149–153
 - flooding, 253
 - to outpartisans, 137
 - in psychophysiological lab experiments, 68
- empathy, 252
- entrenchment, 13, 40, 269
 - in vignette experiments, 162
- ethnorace. *See* race
- Eveland, William P., 4, 6, 21–22, 25–26, 147, 213–214
- expression. *See also* self-expression
 - lab studies on, 168–171
 - linguistic markers, 171–177
 - political disposition and, 219
 - psychological considerations and, 167
 - psychological dispositions and, 224
 - of true opinions, 39–40, 162, 165–166, 242
 - in vignette experiments, 156–168
- extraversion, 7
- Facebook, 13, 66, 95
- fake news, 27
- false information, 245
- false-consensus effect, 147
- family members, 78
 - viewpoints of, 34–35
- fight or flight response, 68
- first impressions, social psychology on, 88
- 4D Framework, 9–10, 14–15, 31–32, 41–42, 78, 126, 174–175, 181, 192–195, 199, 202–203
- AAA Typology in, 49–54
- analogy for, 31–32
- data collection in, 44–45, 61
- Decision, 15–16, 37–38, 42, 57–60, 127, 222–223
- Detection, 15, 34–36, 42, 57–60, 225, 231
- Determination, 17–18, 40–41, 57–60, 168–179, 228, 231
- Discussion, 16–17, 38–40, 57–60, 222–223, 225, 230
- gender and, 208–209
- general tendencies in, 56, 61
- individual dispositions in, 45–48
- inputs, 44–55
- key findings on, 205–206
- key lessons from, 238–243
- navigation of, 17–18
- outputs, 44, 54–60
- proximal behaviors in, 56, 60
- psychological considerations in, 49–54
- situational factors in, 48–49
- stages of, 10–11, 15, 20–21
- free response questions, 53–54, 82–83
 - on CIPI II Survey, 193
 - on future political interactions, 189–190
 - on future social interactions, 193–194
 - on social distancing, 189–190
- friends, 78
 - social distancing from, 190
 - viewpoints of, 34–35
- Funk, Carolyn, 6, 37–38
- future political interactions
 - free response questions on, 189–190
 - partisan bias and, 191
 - in vignette experiments, 190–192
- future social interactions
 - free response questions on, 193–194
 - partisan bias and, 195
 - in vignette experiments, 191–194
- Gallup, 95
- gender, 232
 - disagreement and, 208–209
 - 4D Framework and, 208–209
 - individual disposition and, 207–213

- gender (cont.)
 structural inequalities and, 209–211
 true opinion expression and, 211
- general tendencies
 defining, 56
 in 4D Framework, 56, 61
 measurement of, 61
- geography, polarization and, 90
- group dynamics
 conformity in, 24–25
 in decision-making, 112–113, 126–128
 in political discussion, 11–12
- guesses, 242
 confidence in, 106
 frequency of, 106
 political disposition and correct, 217
- Hayes, Andrew F., 47, 101
- heart rates. *See* psychophysiological response
- Hetherington, Marc J., 34–36
- Hibbing, Matthew V., 7
- Hill, Seth J., 34–35, 90, 236
- homophily, 113–114, 129
- Huckfeldt, Robert, 25–26, 34–35, 85–86, 243–244
- Hutchens, Myiah J., 4, 6, 21–22, 25–26
- identities. *See also* partisan identities;
 political identities; religious identity
 disagreement linked to, 48–49
 polarization and, 35–36
- Independents, 151, 197–198
- individual dispositions
 conflict avoidance in, 46
 correlations between, 48
 demographics and, 204–215
 in 4D Framework, 45–48
 gender and, 207–213
 political, 215–221
 psychological, 221–231
 race and, 213–215
 self-censorship in, 47
 social interaction anxiety in, 46
 stage 1 behavior and, 216
 stage 2 behavior and, 209–210
 stage 3 behavior and, 206–212
 stage 4 behavior and, 213
- informational benefits, 243–246
- Internet, 13
- interpersonal interactions, 245–246
 democracy and, 13–14
- polarization and, 13
 political discussion as, 21–24
- issue disagreement
 psychophysiological response to, 146
 in Psychophysiological Experience Study, 145–147
- issue discussion
 linguistic markers in, 176–177
 in Psychophysiological Experience Study, 178
- Karpowitz, Christopher F., 207–211
- Klar, Samara, 29, 183
- knowledge. *See* political knowledge
- Krupnikov, Yanna, 29, 242
- lab studies. *See also* psychophysiological lab experiments
 on conformity, 168–171
 on expression, 168–171
 on self-censorship, 168–171
- Lazer, David M. J., 27–28
- learning, 25–27
- Levendusky, Matthew S., 102, 244, 252–253
- lifestyle, political identity and, 90–91
- linguistic markers
 explanatory variables for, 174
 expression, 171–177
 in issue discussion, 176–177
 in partisan identity revelation, 173–176
 in Psychophysiological Experience Study, 172
- long-term memory, 34–36
- MacKuen, Michael, 112, 114, 262
 TALK-CLAM model, 106–107
- Mansbridge Jane J., 5, 30
- Mason, Lilliana, 67, 196, 236
- mass media, 13
- McClellan, Charles T., 261
- McClurg, Scott D., 40–41, 208
- Mechanical Turk, 65–66, 96–97, 124–125, 156
- Mendelberg, Tali, 207–211
- meta identity, 79
- meta-perceptions, 107–108, 256–257
- meta-stereotypes, 107–108
- misinformation, social consequences of, 246
- Mondak, Jeffrey J., 203–204
- Morey, Alyssa C., 4, 6, 21–22, 25–26

- motivations, 39–40, 239–241. *See also* AAA
 Typology
 goals and, 181
 for political discussion, 6, 21–22, 24–25
 mutual toleration, 248–254
 Mutz, Diana, 7–17, 21–22, 24, 71, 132,
 134–135, 183, 247–249, 255–256
- Name Your Price Study, 15–16, 73, 111,
 114–115, 123–126, 136–137
 Democrats and Republicans in, 124–125
 disagreement in, 124
- names
 phonetically ideological, 99
 political identity and, 96–100
- Names As Cues Studies, 73
- Neblo, Michael A., 27–28
- negative outcomes, 53–54, 157
- network homogeneity, 113–114. *See also*
 homophily
- Noelle-Neumann, Elisabeth, 7–17, 30, 261
- online communication, 13
- opinion leadership, 129
- opinion v. fact, 2
- outpartisans, 101, 107, 136, 196, 198–200
 disagreement with, 124
 in discussion networks, 197
 emotional response to, 137
 heart rates in conversations with,
 135–136
 rating of, 184
 stereotypes about, 15, 65–66, 79–80, 103
- partisan bias, 27, 79. *See also* outpartisans;
 stereotypes
 cheerleading, 79–80, 103, 260
 future political interactions and, 191
 future social interactions and, 195
 in-group and out-groups in, 35–36
- partisan clash, 151, 173–175
 in Psychophysiological Experience Study,
 141–145
- partisan identities, 151, 268
 demographics of, 92
 disagreement, 38, 49–50, 72
 discussion networks and, 198
 linguistic markers in, 173–176
 political disposition and, 220–221
 psychophysiological response to, 145
 revelation of, 143, 173–176
- social polarization and, 197–198
 socioeconomic traits and, 92
 stereotypes, 91
 strength of, 176, 197–198, 215–216,
 220–221
- perceived disagreement
 in Psychophysiological Experience Study,
 146
 psychophysiological response to,
 150–151
- perception, 35, 176–177
 assumptions and, 107–108
 in decision-making, 85–86
 meta-perceptions, 107–108, 256–257
- personality traits
 Big Five, 7, 32–34
 political ideology and, 203–204
- Pew Research Center, 6, 24, 33–35, 46–47,
 94–95, 188
- polarization, 14, 17–18
 affective, 15, 28–29, 184
 disagreement and, 13
 geography and, 90
 identity and, 35–36
 interpersonal interactions and, 13
 stereotypes linked to, 101
- policy disagreement, 49–50, 72
- Political Chameleons Study, 168
- potential conformity, 169
- pure conformity, 169
- political discussion, 8–9
 absence of, 110
 American dislike of, 8–9
 anticipation of, 37
 benefits of, 200
 choice in, 111–115
 conflict avoidance in, 33
 dangers in, 23
 defining, 4, 10
 democracy and, 18, 243–254
 detection systems and, 105–106
 disagreement/contention in, 6 (*See also*
 disagreement)
 discussants in, 4–5
 dyads in, 4, 262
 enjoyment of, 6
 footing in, 23
 frequency of, 2–3
 group dynamics in, 11–12
 initiation of, 78, 115–119
 as interpersonal interactions, 21–24

- political discussion (cont.)
 - measures of, 5
 - motivations for, 6, 21–22, 24–25
 - navigation of, 6–8
 - participation in, 239–241, 246–248
 - preferences in, 16
 - as process, 8–9
 - psychology underpinning, 7
 - psychophysiological response to, 135–136
 - in public spaces, 1–2
 - race and, 215
 - self-censorship in, 34
 - self-expression in, 23, 121
 - social consequences of, 181–186
 - social considerations in, 7–17, 238–239
 - as social process, 7–17, 22, 238–239
 - social psychology of, 12–14
 - studies on, 9
 - topics in, 3
 - tradeoffs in, 254–257
 - in United States, 11–12, 236–238
 - unknown elements of, 2–6
- political disposition, 215–221, 232
 - correct guesses and, 217
 - expression and, 219
 - interest in politics and, 219–220
 - partisan identity strength and, 220–221
- political identities. *See also* Democrats;
 - partisan identities; Republicans
 - apparel and, 78, 88
 - categorization of, 88–89
 - demographics of, 87
 - facial features and, 88–89
 - lifestyle and, 90–91
 - names and, 96–100
 - religious identity and, 90
 - revealing of, 143
- political ideology, personality traits and, 203–204
- political knowledge, 129
 - asymmetries, 52–53, 126
 - measurement of, 49–50
- political participation, 239–241, 246–248
- power dynamics, 25
- presidential vote choice, 34–35, 124, 254–255
- proximal behaviors
 - defining, 56
 - in 4D Framework, 56, 60
 - measurement of, 60
- psychological considerations
 - behavior relationship with, 164–167
 - expression and, 167
 - in 4D Framework, 49–54
 - as measured by AAA Typology, 49–55
 - for true opinion expression, 166
 - in vignette experiments, 157–158
- psychological disposition, 232
 - conflict avoidance as, 225–227
 - cue reliance and, 227
 - expression and, 224
 - in 4D Framework, 221–231
 - social anxiety as, 222–225 (*See also* Social Interaction Anxiety Scale)
 - social distancing and, 227
 - willingness to self-censor and, 229–231
- psychophysiological response, 154
 - ANS, 68
 - in anticipation, 131–138
 - average changes in, 134
 - to discussion composition, 135–136
 - EDA, 39, 68, 134, 137, 144, 146–147
 - heart rate, 135–136
 - to issue disagreement, 146
 - SCL, 68
 - somatic nervous system, 68–69
- Psychophysiological Anticipation Study, 16–17, 49–50, 69–71, 132–133
 - questions in, 71
- Psychophysiological Experience Study, 16–17, 69–72, 138–150, 252
 - disagreement in, 72, 139–140
 - hypotheses in, 141–142
 - issue disagreement in, 145–147
 - issue discussion in, 178
 - linguistic markers in, 172
 - participant accuracy in, 148–149
 - partisan clash in, 141–145
 - perceived disagreement in, 146
 - psychophysiological response in, 140
 - randomization in, 72
 - recall in, 147–149
 - research design of, 139–141
 - self-reporting in, 141
- psychophysiological lab experiments
 - ANS in, 68
 - EDA in, 68
 - emotional responses in, 68
 - 4D Framework, 67–76
 - measures in, 68

- SCL in, 68
 survey experiments, 73–75
 psychophysiological response
 to partisan identities, 145
 to perceived disagreement, 150–151
 in Psychophysiological Experience Study,
 140
 situational factors in, 132–133
 psychophysiological responses, to videos,
 133–135
- race, 87, 232
 individual disposition and, 213–215
 political discussion and, 215
- Rahim scale, 46–47
- recall, in Psychophysiological Experience
 Study, 147–149
- religious identity, 97–98
 political identity and, 90
- Republicans, 79, 143, 264–265, 267
 character and trait associations, 101
 media use of, 95
 in Name Your Price Study, 124–125
 sartorial preferences of, 88
- Rossiter, Erin, 248–249
- Ryan, John Barry, 25–26, 29, 242–244
- SCL. *See* skin conductance level
- Searing, Donald D., 7, 22–23, 25–26, 28, 30
- self-censorship, 40, 128–129, 165, 240–242.
 See also willingness to self-censor
 in individual disposition, 47
 lab studies on, 168–171
 measurement of, 47, 170–171
 in political discussion, 34
 rates of, 255
 in vignette experiments, 162
- self-expression
 conflict avoidance and, 33
 dangers of, 28–29
 options, 121
 in political discussion, 23, 121
- self-reporting, 69
 of comfort, 67
 of detection systems, 84–100
 of discomfort, 67, 132
 in Psychophysiological Experience Study,
 141
- self-selection, 113
- Settle, Jaime, 95, 111, 124, 140–141,
 194–200, 236, 261
- SIAS. *See* Social Interaction Anxiety Scale
- silencing, 121–122, 179, 240, 261
- situational factors, 208–209
 in 4D Framework, 48–49
 in psychophysiological response, 132–133
- skin conductance level (SCL), in
 psychophysiological lab experiments, 68
- social accountability, 260
- social consequences, 181–186
- social considerations, 7–17, 238–239
- social costs, 34, 66
- social distancing, 185–186, 260. *See also*
 future social interactions
 free response questions on, 189–190
 from friends, 190
 psychological dispositions and, 227
 types of, 186–188
 in vignette experiments, 190–192
- Social Identity Theory, 184
- social interaction anxiety, 33, 241–242
 in individual disposition, 46
 measurement of, 46
 psychological disposition and, 222–225
- Social Interaction Anxiety Scale (SIAS), 46,
 65
- social interactions, stereotypes and, 79–80
- Social Phobia, 46
- social polarization, 185, 195–200. *See also*
 social distancing
 discussion network composition and,
 196–197
 partisan identities and, 197–198
- social processes, political discussion as,
 7–17, 22, 238–239
- social psychology
 on first impressions, 88
 of political discussion, 12–14
- social sorting, 255–256
- social ties, in decision-making, 128
- socioeconomic traits, partisan identity and,
 92
- Sokhey, Anand Edward, 27–28, 40–41, 208
- somatic nervous system, 68–69
- speech patterns, 94
- Sprague, John, 34–35, 85–86
- SSI. *See* Survey Sampling International
- stereotypes, 79, 96, 107
 meta-stereotypes, 107–108
 outpartisan, 15, 65–66, 79–80, 103
 partisan, 91
 polarization linked to, 101
 respondent agreement with, 104
 social interactions and, 79–80

- Stereotypes Anchoring Experiment, 73
 structural inequalities, 204–207
 gender and, 209–211
 studies
 American National Election Study, 2–3, 45–46, 87–88, 168–169, 255
 CIPI I Survey, 60, 62–65, 122, 156, 209–210, 215, 218, 226, 230–231, 255
 CIPI II Survey, 62–65, 82–84, 91, 105, 186, 193, 202–203
 Cooperative Congressional Election Study, 61–65, 67
 lab studies on expression, 168–171
 Name Your Price Study, 15–16, 73, 111, 114–115, 123–126, 136–137
 Names As Cues Studies, 73
 Political Chameleons Study, 168
 Psychophysiological Anticipation Study, 16–17, 49–50, 69–71, 132–133, 139–150
 Psychophysiological Experience Study, 16–17, 69–72, 138–150, 252
 Stereotypes Anchoring Experiment, 73
 TargetSmart, 61–66, 86
 Thanksgiving Study, 62–66, 101–102, 120, 168–179
 True Counterfactual Study, 15–16, 49–53, 60, 73, 95–96, 110–111, 114–123, 125–129, 235
 Vignette experiments, 17, 53–54, 60–75, 114–115, 171–173, 266, 302.220.
 Survey Sampling International (SSI), 65
- Talking about Politics* (Cramer), 183–184
 TargetSmart, 61–66, 86
 tells, 34–36. *See also* detection
 Ten Item Personality Inventory (TIPI), 32–34
 Thanksgiving Study, 62–66, 101–102, 120, 168–179
 Theodoridis, Alexander G., 101
 TIPI. *See* Ten Item Personality Scale
 tolerance, 28–29, 183
 mutual, 248–254
 trait associations. *See* character and trait associations
 True Counterfactual Study, 15–16, 49–53, 60, 73, 95–96, 110–111, 114–123, 125–129, 235
 true opinions, expression of, 39–40, 165, 179, 242
 gender and, 211
 psychological considerations for, 166
 in vignette experiments, 162
 Twitter, 66, 90–91, 188, 263
 two-step flow, 14, 21–22, 243–245
- Ulbig, Stacy G., 6, 37–38
 uncertainty, measurement of, 34–35
 United States
 democracy in, 234–235
 political discussion in, 8–9, 11–12, 236–238
- verbal hedging, 171, 173–174
 videos, psychophysiological responses to, 133–135
 vignette experiments, 17, 53–54, 60–75, 114–115, 171–173, 200, 266. *See also* CIPI I Survey
 AAA Typology in, 158
 behavior in, 160–164
 in CIPI I Survey, 122, 230–231
 conformity in, 162
 design of, 73
 discussion deflection in, 120–123
 entrenchment in, 162
 expression in, 156–168
 future political interactions in, 190–192
 future social interactions in, 191–194
 hypotheses, 157
 limitations of, 75
 overview, 74–75
 psychological consideration and behavior relationship in, 164–167
 psychological considerations in, 157–158
 respondents in, 159
 self-censorship in, 162
 social distancing in, 190–192
 structure of, 120
- willingness to self-censor (WTSC), 47, 65
 psychological disposition and, 229–231
 Wojcieszak, Magdalena, 248–249
 workplace, 4–5
 deflection in, 122
 WTSC. *See* willingness to self-censor
 YouGov, 88