The Price of Racial Bias: Intergroup Negotiations in the Ultimatum Game

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ta .

$$p(\text{accept}) = \frac{1}{1 + e^{-(mx - D)}}$$

Implicit bias. A

(IAT)

(B /)

U

(2007),

(. .,

B),

(. .,

). D

B (. ., *terrific, nice*)

(. .,

terrible, foul)

.

IAT *D*

(2003). *D*

0

(. .,

B

).

IAT *D* −2 +2

(N , B , & G , 2002).

IAT 0;

D

IAT (N ., 2002).

. A

(L ., 2007). T

D

(S ., 2011,

). H

-B

;

Results

Acceptance

U G

B , . T

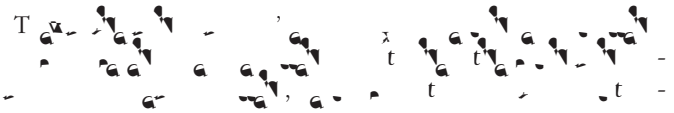
.52 (: .11 .93, *SD* = .22). A

B , , $F(1, 48) = 5.48$, $p = .02$, $\eta_p^2 = .10$ (F . 1).[2]

-B

.48 (: .11 .91, *SD*

M de be a



a . I S 2, *D*
. I S 3,a
a . I ,
a
a . .87.
S 1
a
(β = 0.86), $t(48) = 11.50$, $p < .01$, $r^2 = .74$.
a (IAT *D*)
a
(β = 0.22), $t(48) = 3.21$, $p < .01$,
$pr^2 = .18$. M , t
t 4.8%
, $\Delta r^2 = .048$, $\Delta F(1, 46) = 10.33$, $p < .01$.
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t
, t -B , . T t -
t , t
t B ,
B . A , a
t IAT, B -
, .

Discussion

T t
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, . I a t -
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, a)
, a -
. F B -
t
, a
. N a
t
, .
I U t G t
(P t & M , 1996)
t (' t , K , S , &
A , 2006). B t -
, t

t B -
. Bt , t (P t &
M , 1996) B A
, (D , 1996), t t -
(D , 2008),
B , t
(H t D St D t
St M).
S
- t (B , 1979; S t , N , & M
1994; T & T , 1986). A t
t
B A t
U t G ,
a
- t . A , t
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. H , y -
, t t
(I P O -R A
St M). T , t -
t t
a , a
t B -
a t t -
B A .
I t
t
a t
t (N , 2007; 69.4% t
a t , 91.7%
t 30, 91.8%
t). I ,
a a
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(., t
$11.40). I a ,
A t B ,
t , t .
S t t -
, t t ,
(G , 2007;
R , 2010; S a , N , G , & R , 2009;
S , 2011), a t
t .
A t t a U t
G a
t

Author Contributions

J. T. Kta J. L t . A t a t t . T a J. T. Kta , J. L , E. B -D . J. T. Kta J. L t t M. R. B E. A. P . J. T. Kta t , J. L , M. R. B , E. A. P . A t t ta .

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Declaration of Conflicting Interests

T t t ta .

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Supplemental Material

A t :// . ta . / /a / t

Notes

1. R t t . A t a t t (A , H , M E) t . I t I P O -R A St M . 2. T (2 1 A) (I P O -R A St M). O 98% B - , 1 B 98% , 1 . 3. -B t t ta -B . O - t . 4. T t ta - t . A t - , a a t 27 (., 49). 5. I t IAT . S , y a ta .

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