

“If you agree with me, it must be true”

Social verification creates shared reality and consolidates impressions

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KEY FINDINGS

1. In a collaborative task, peers' verification of hiring decisions about job applicants increased the experience of shared reality.
2. Social verification promoted impression consolidation, meaning it increased evaluative choice consistency in trait attributions to applicants.
3. Evaluative choice consistency correlated positively with the experience of shared reality.

Background and Rationale
Communication about others allows one to create a shared reality with the partner, or a sense of common inner states (Echterhoff & Higgins, 2021).

A shared reality can be created when one's impressions of a third person are verified by a partner (Rossignac-Milon et al., 2024). However, the consequences for these impressions are unclear.

Does receiving social verification affect impression consolidation?

Measures

Sense of shared reality (SR-T, 5 items, Rossignac-Milon et al., 2024)

- E.g., I think that my partner and I are on the same wavelength about the applicants.

Impression consolidation was measured as evaluative choice consistency in a trait attribution task and calculated adapting signal detection theory's discriminability (d') to our design and task.

Results

Across four experiments (N = 1342), verification by a peer increased **shared reality** and **evaluative choice-consistency**, especially when traits were domain-relevant (competent vs. musical, Exp 3), *without increasing recognition rates* for traits presented or implied in applicants' descriptions (Exp 4).

Shared reality correlated positively with evaluative choice-consistency ($r = .17^{***}$).

