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The impact of trust decision-making on outcome processing: Evidence from brain potentials and neural oscillations

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Abstract

It may be beneficial, although risky, to decide to trust others during social interactions in daily life. The current study explored the time course of the effect of trust decisions on outcome evaluation processing using electroencephalographic (EEG) techniques. Twenty-two healthy young adults made trust or distrust decisions regarding a message they received from a stranger in a card game. The results showed that at the early stage of outcome processing, feedback-related negativity (FRN) was more negative for losses than for gains, and more importantly, this valence effect of FRN was greater for outcomes following trust decisions than distrust decisions. At the later stage, the P3 was larger for gains than for losses and for outcomes following trust decisions than distrust decisions. In addition, at both the early and late stages, differences in the mid-frontal theta power between losses and gains were also greater in the trust

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