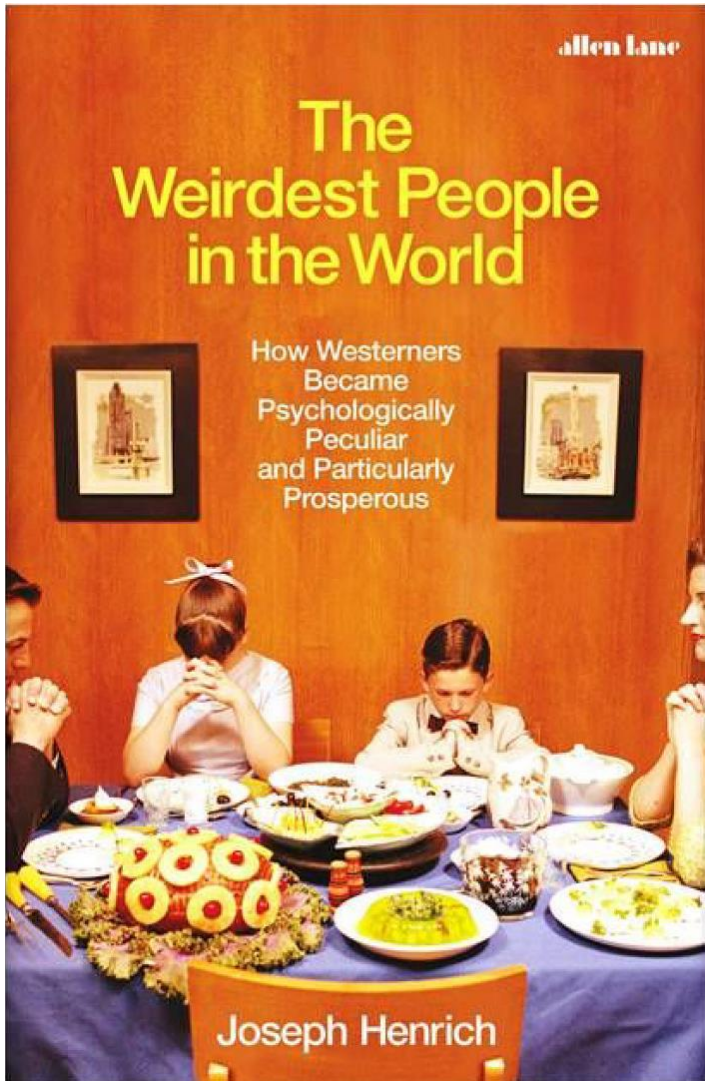
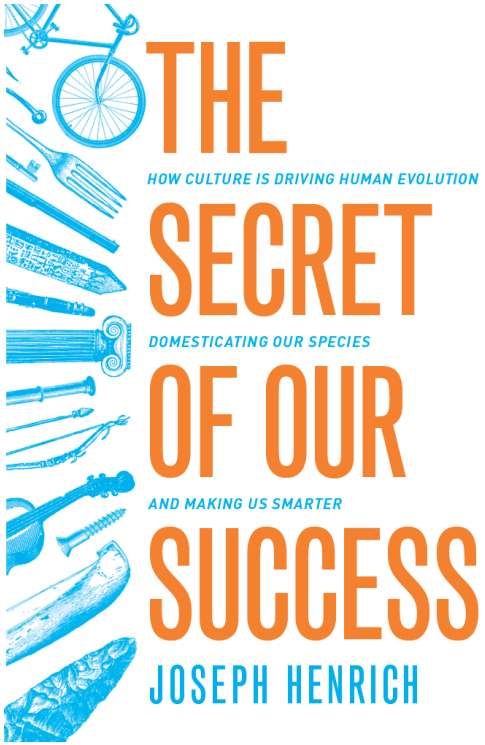
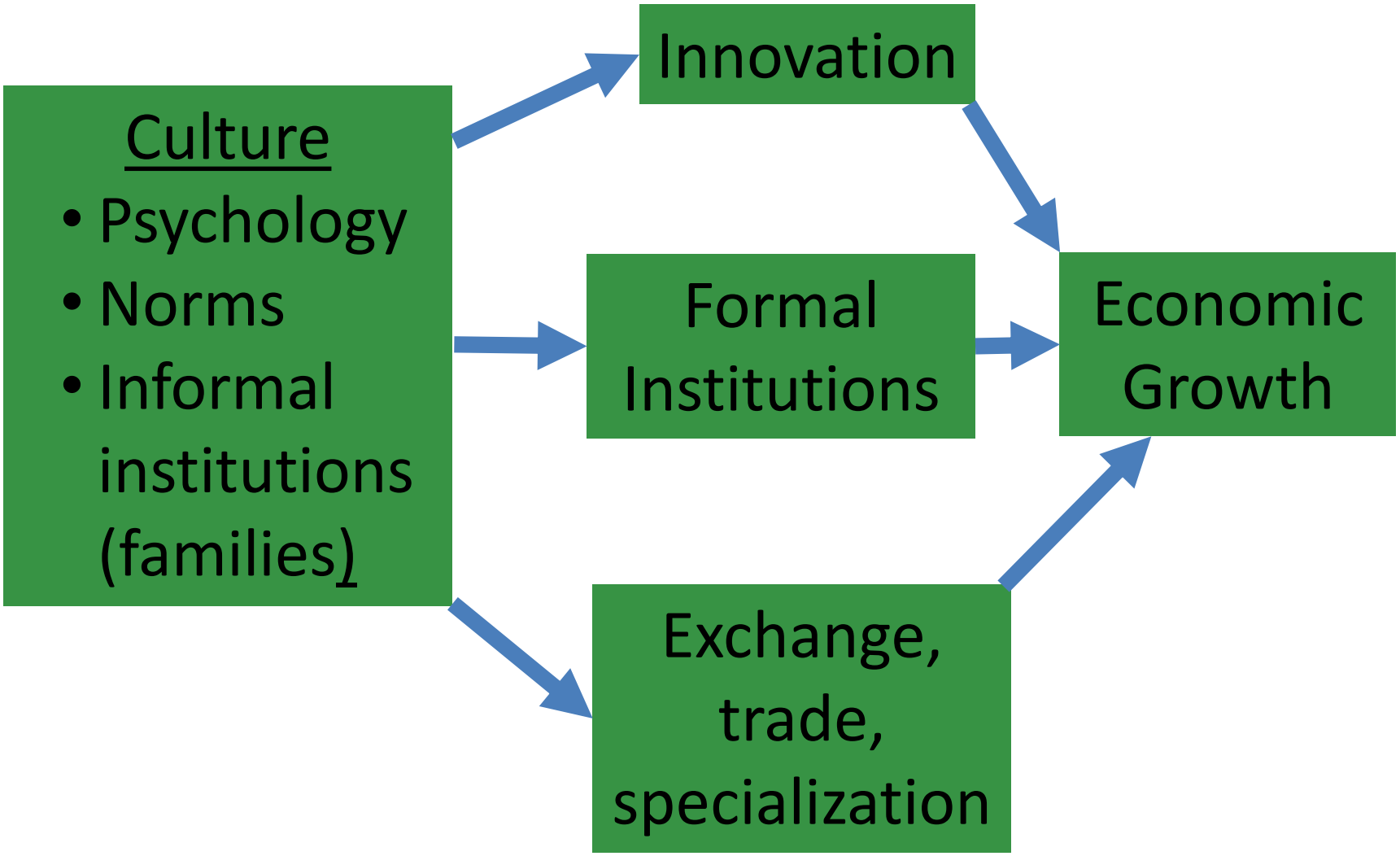
The Cultural Evolution of Psychology and Institutions

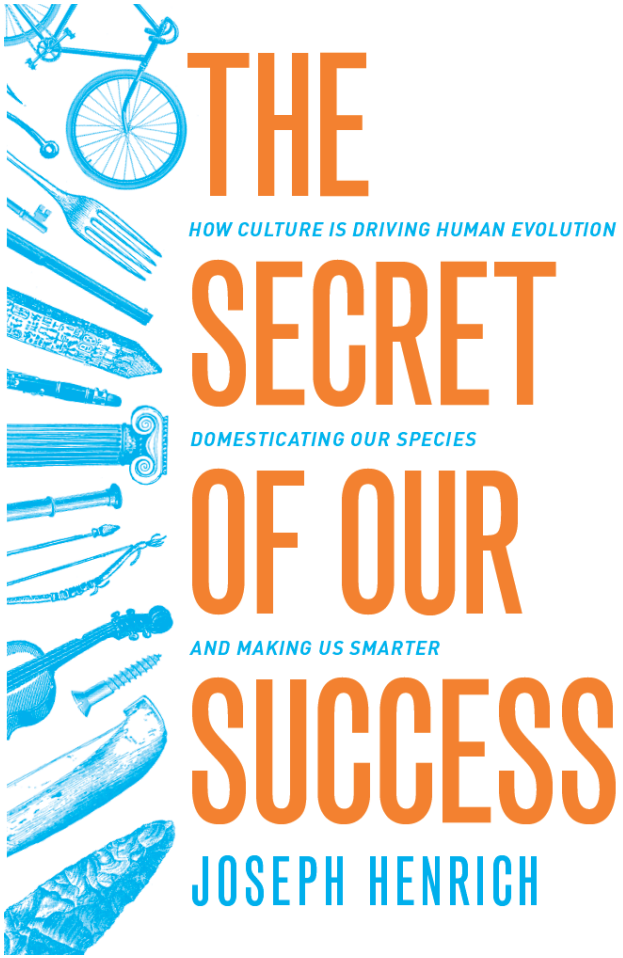




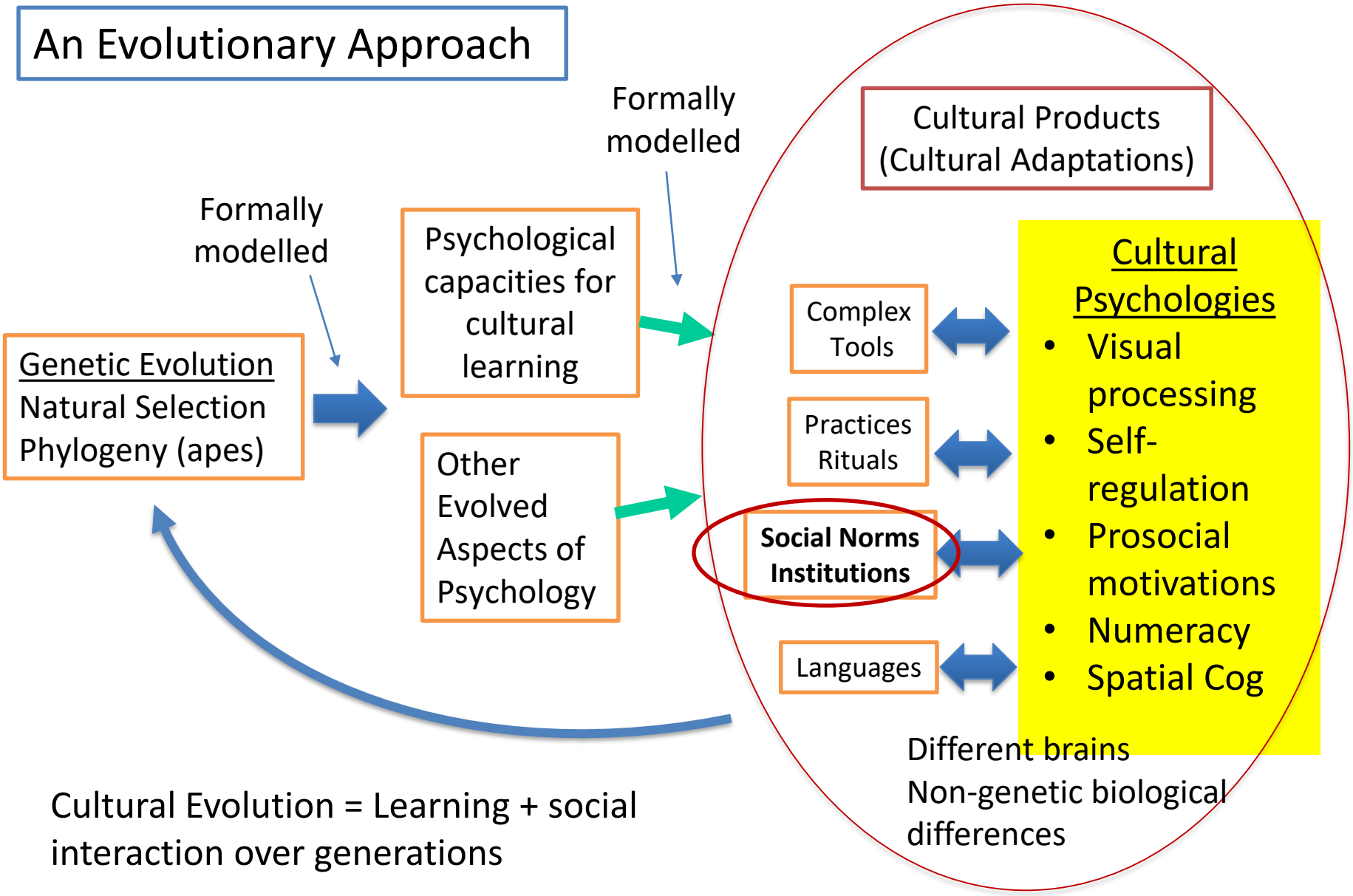

Culture
• Psychology
• Norms
• Informal institutions (families)
Innovation
Formal Institutions
Exchange, trade, specialization
Economic Growth

What is culture?

- What people learn from others?
- Beliefs, practices, ways of thinking, aspirations, etc.
- Information stored in individual brains that arrived there via social learning.
- Children and adults learn from others unconsciously all the time



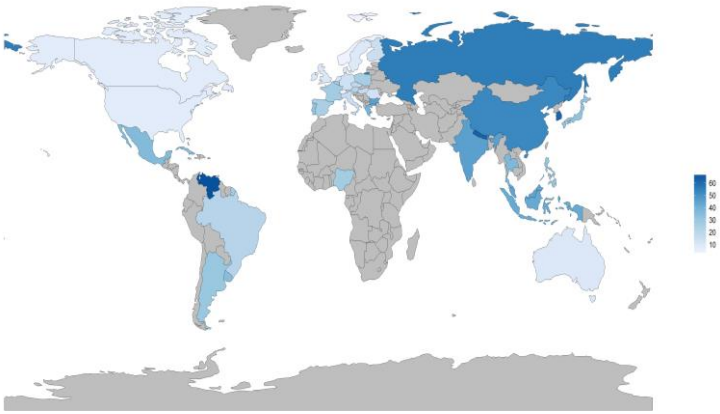
An Evolutionary Approach



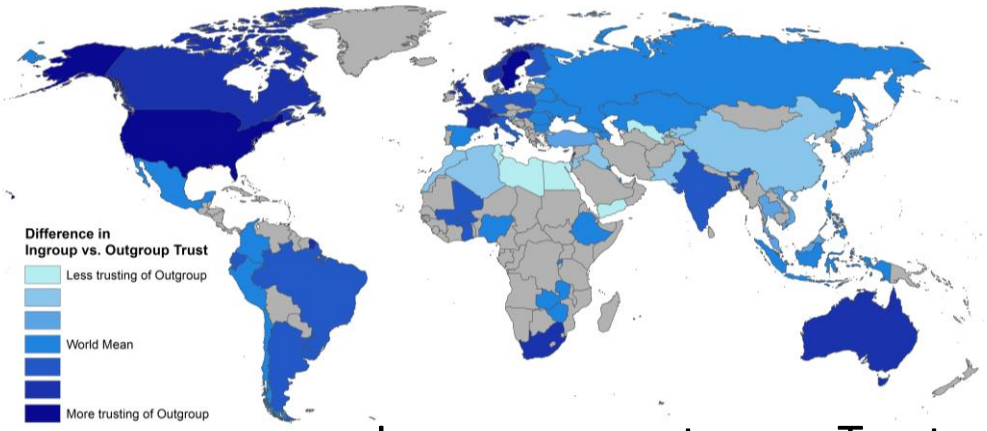
Cultural Evolution = Learning + social interaction over generations

Lots of global variation in psychology

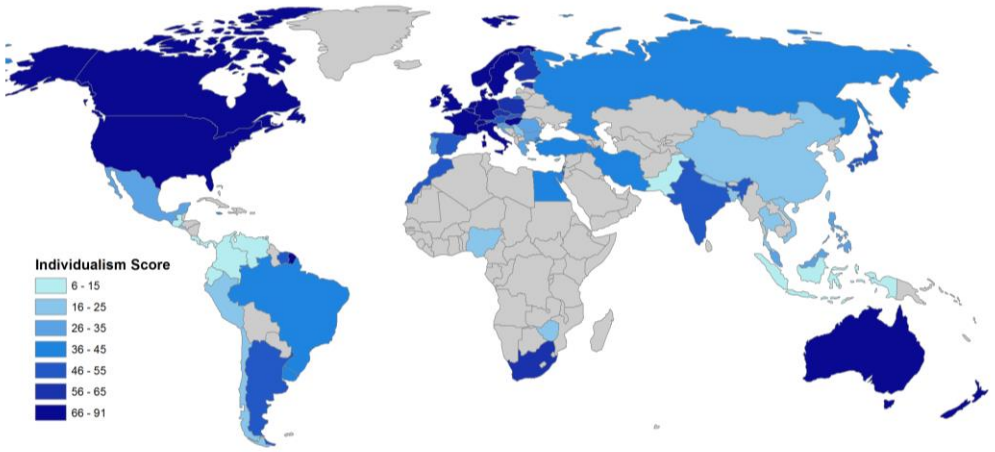
Moral Universalism



Darker shades lie for (i.e., help) their friends (% of people)

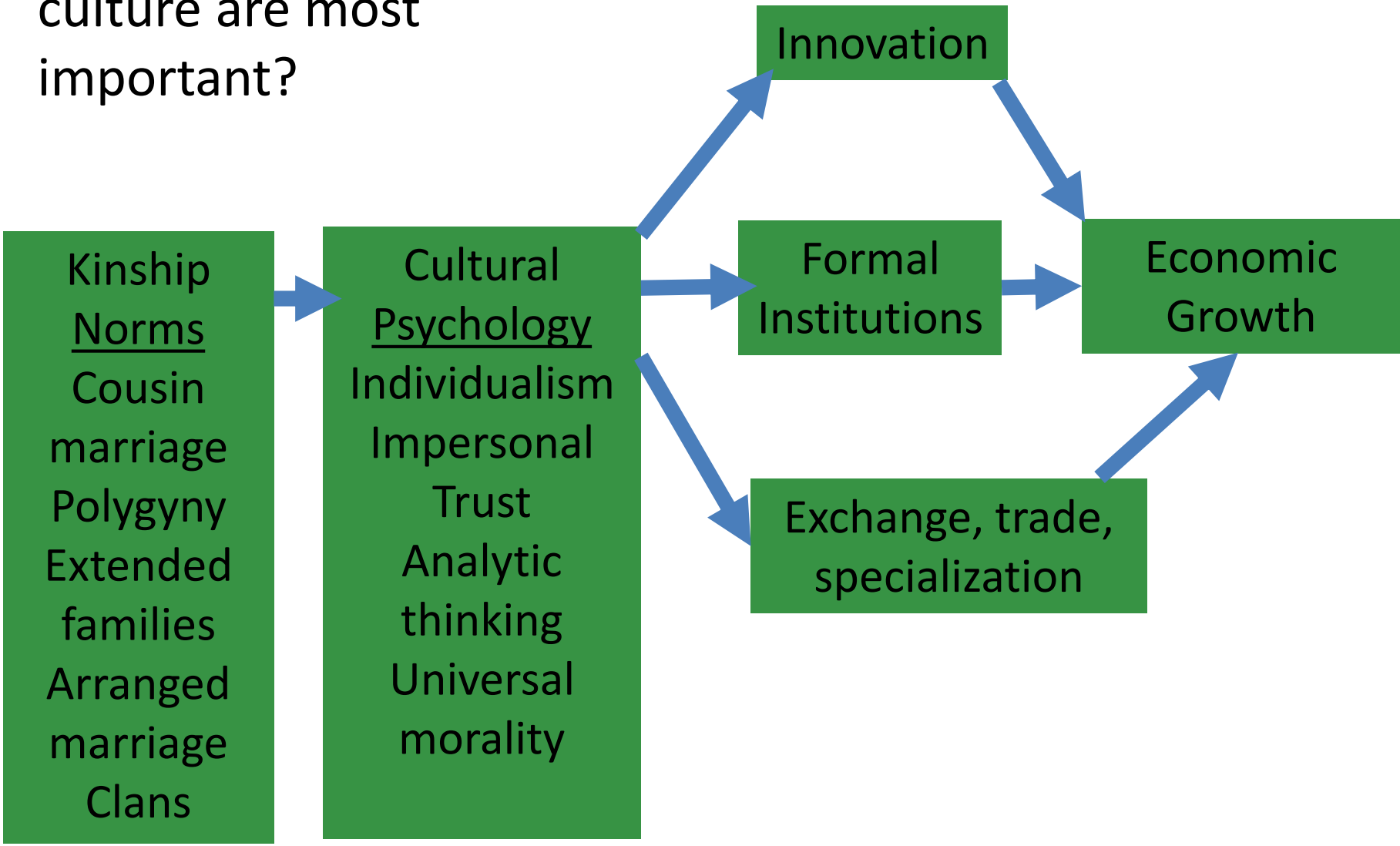


Ingroup vs. outgroup Trust

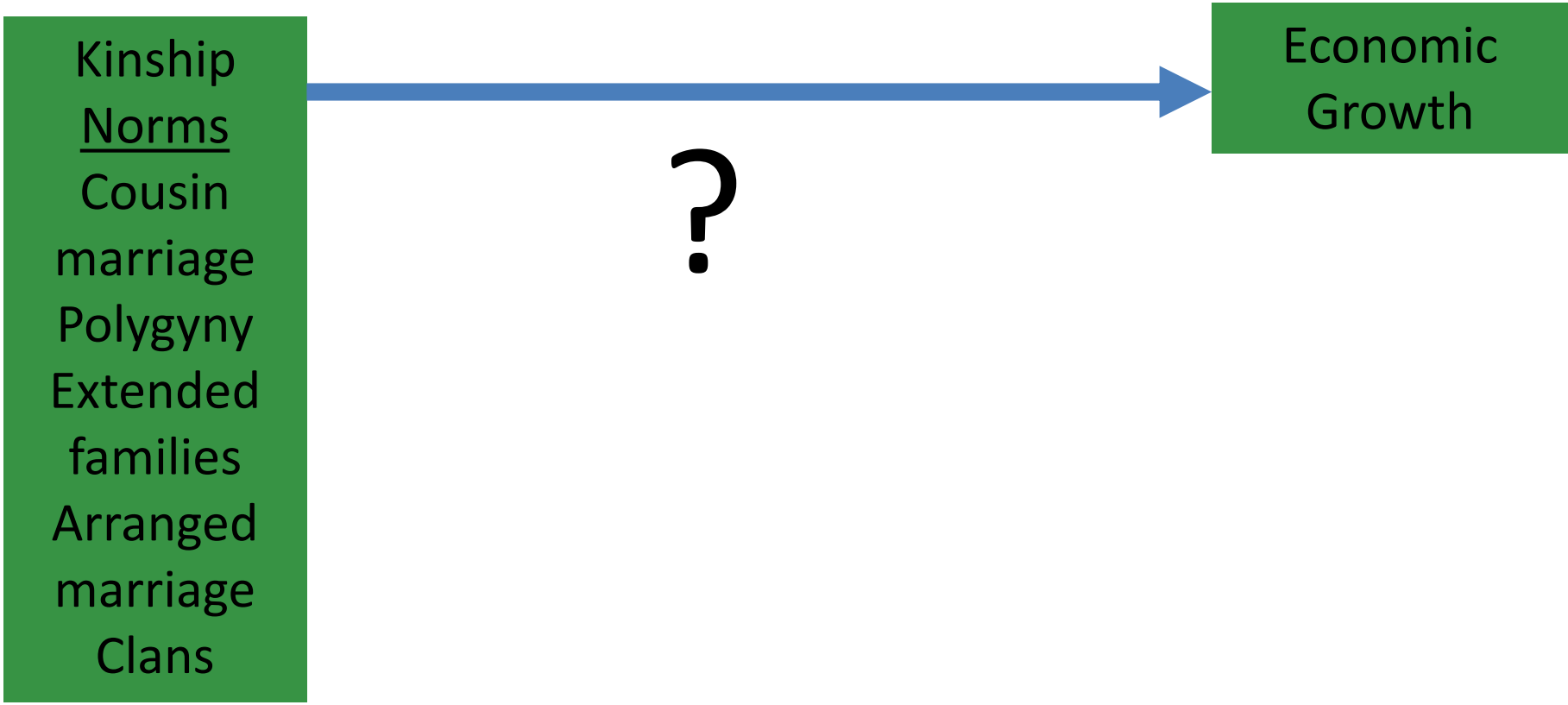


Individualism

What aspects of culture are most important?



First Question



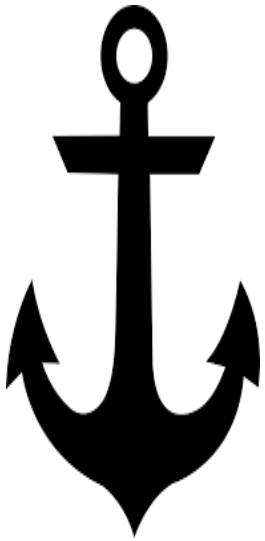
Kin-based institutions anchor on evolved psychological mechanisms

- Kin psychology—help blood relatives
- Pair-bonding—form deep emotional bonds with mates for long enough to raise kids
- Incest aversion—avoid sex with primary relatives (parents and sibs)

Kin-based categories/networks

Marriage (affines)

Incest taboos



Structure human social networks

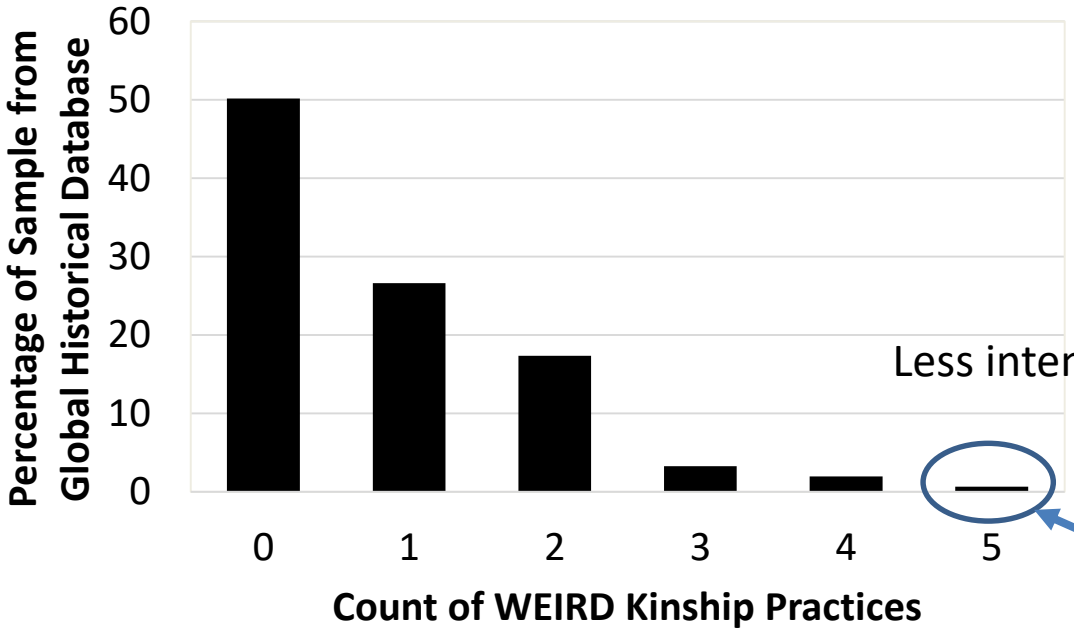
Evolving greater kinship intensity

- Lot of kinship practices forge large and interdependent kin groups
  - Clans, lineages, kindred
  - Cousin marriage creates link and alliance
  - Polygyny build a network for a male and creates lots of half sibs.
  - Post marital residence rules place family members in the same place.

WEIRD Families

Ethnographic Atlas

WEIRD kinship in global perspective		
#	**WEIRD Traits**	**%**
1	Bilateral descent	28%
2	Little or no cousin marriage	25%
3	Monogamous marriage	15%
4	Nuclear families	8%
5	Neolocal residence	5%



Families are where it all begins, historically and developmentally (first institution encountered)

Less intensive Kinship

Either European descent
Or
Already Christianized
(Philippines, North America)

Psychologically adapt to navigate…

Intensive kin-based Institutions

- Relationships given at birth, limiting range for new relationships
- Conform to roles: obligations/privilege depend on relationship.
- Seek new relationship based on network connections
- Trust based on embeddedness
- Live up to relational demands (shame)
- Identity derived from relationships and network

Weak Kinship mobile World

- Market place for relationships
- Cultivate dispositional attributes desirable to potential partners (spouses, partners, friends, etc.)
- Seek others based on their personal attributes and mutual interests
- Trust based on dispositions
- Live up to personal standards (guilt)
- Identity derived from cultivated self—attributes.

Global Kinship Intensity

Many Africans live enmeshed in strong and large families

Kinship Systems and Economic Development

Duman Bahrami-Rad* Jonathan Beauchamp† Jonathan Schulz‡
Joseph Henrich§

November 5, 2021

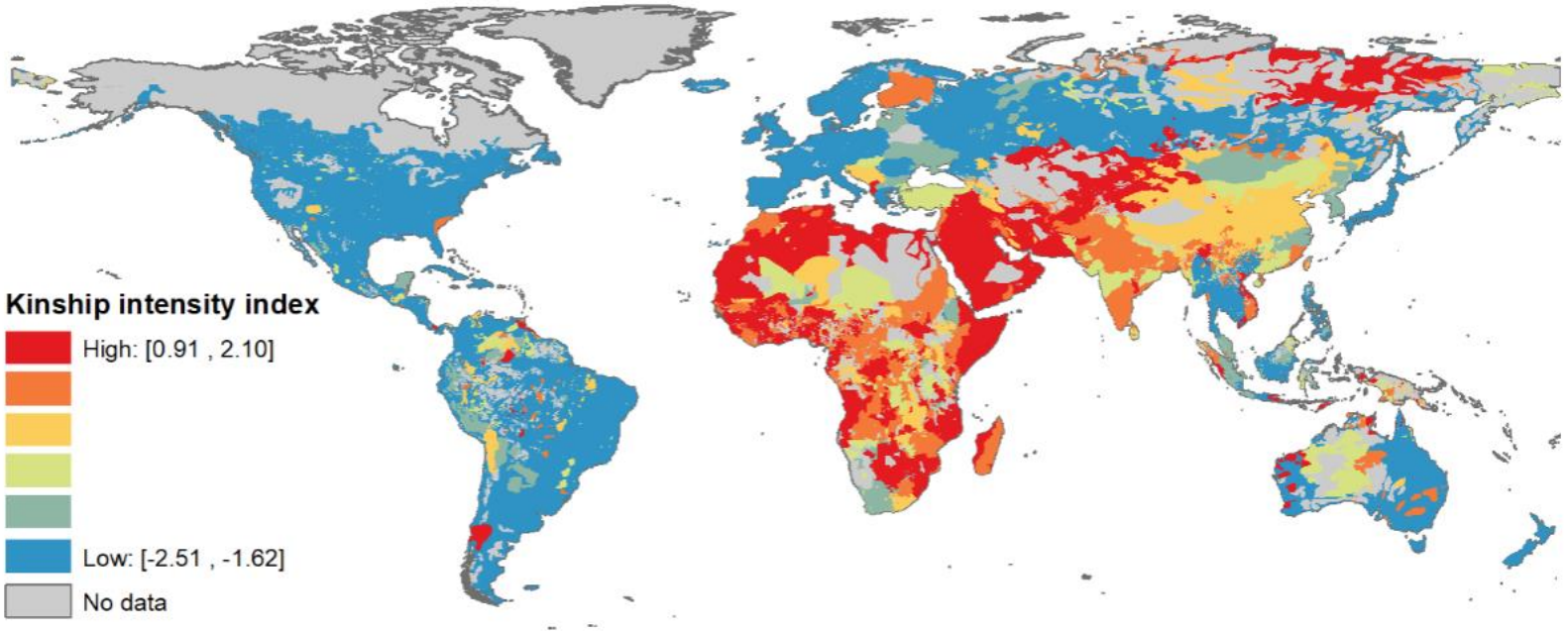
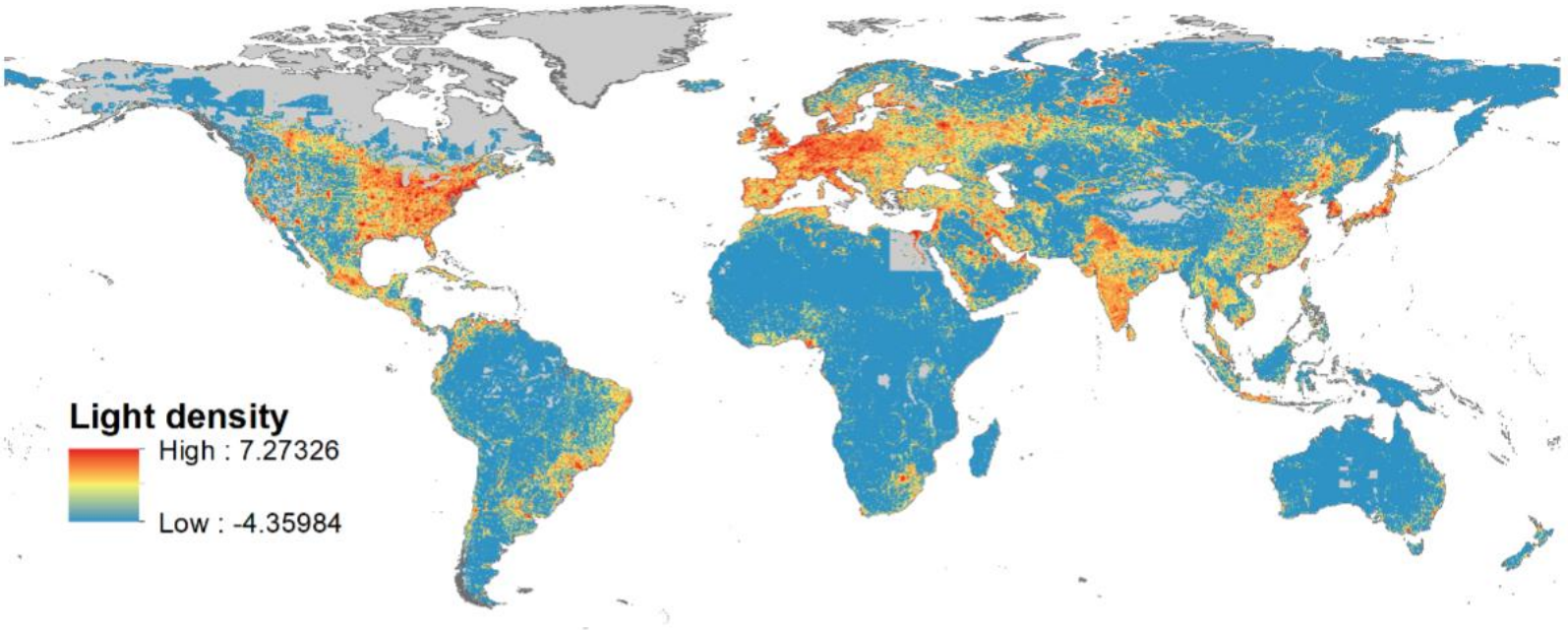


Figure 2: Distribution of the KII around the world, for the 2,352 ethnicities matched with the language-tree matching method (described below).

How to measure economic prosperity?



Satellite Imagery at night

What's the relationship

- Robust relationship
- Stronger families, less economic prosperity.
- Compare only within countries
- Hold constant geography

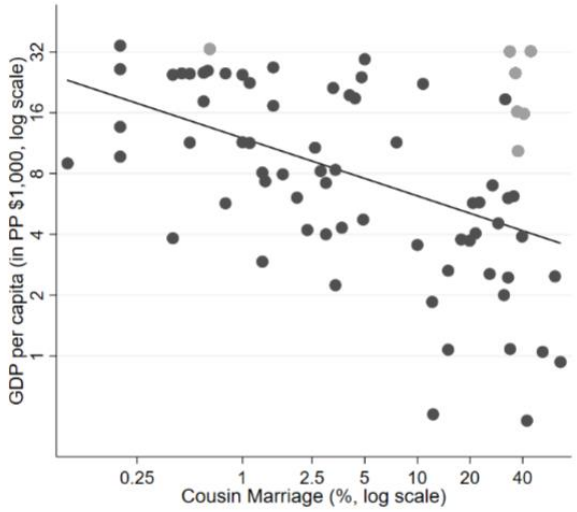


Figure 1: GDP per capita in 2000 vs. prevalence of marriage among kin (second cousins or closer) across countries. The light gray dots denote oil-rich countries with oil output above 250 barrels per day per capita in 2000. The GDP data comes from Ashraf and Galor (2013) and the cousin marriage data comes from Schulz (2022).

Regression Discontinuity Design (RDD)

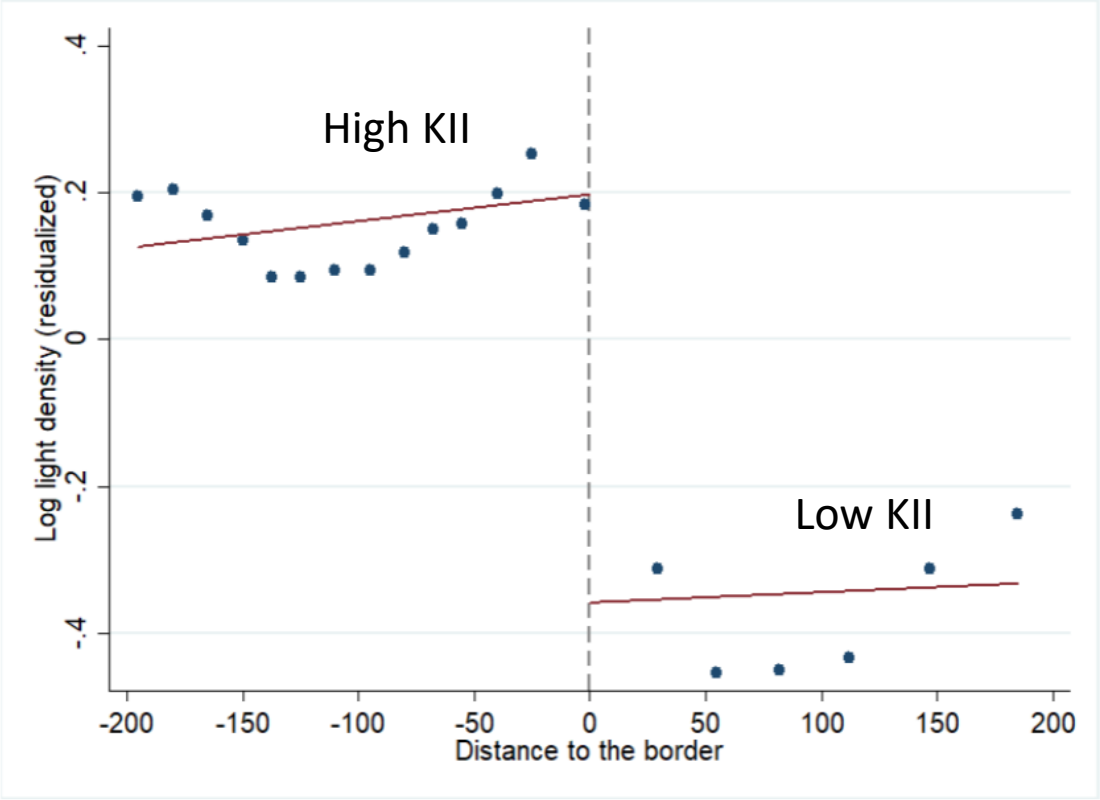
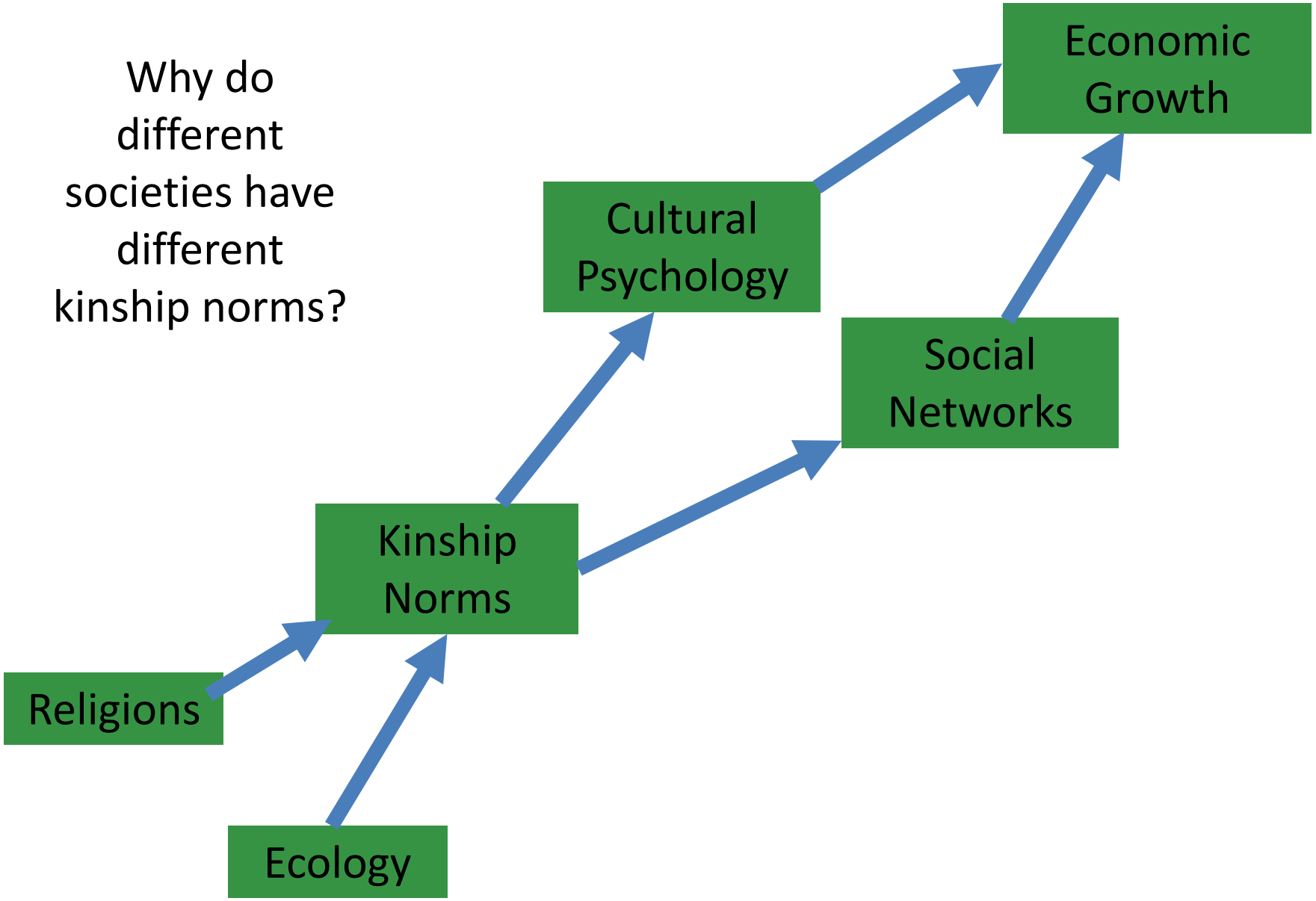


Figure 6: Binned scatterplot (with 20 bins) of the relationship between distance to the border and light density, across pixels located in the homelands of pairs of adjacent ethnicities in the same country. The y-axis shows log light density residualized on log population density. The x-axis shows the distance to the border in kilometers, with a negative distance for pixels associated with the ethnicity with the lower KII, and a positive distance for the ethnicity with the higher KII. The average KII of pixels that belong to ethnicities with the relatively low KII is -1.54 and those that belong to the ethnicities with relatively high KIIs is 0.09.

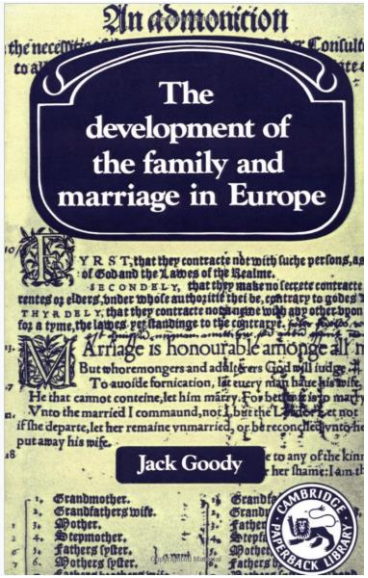
Why do different societies have different kinship norms?

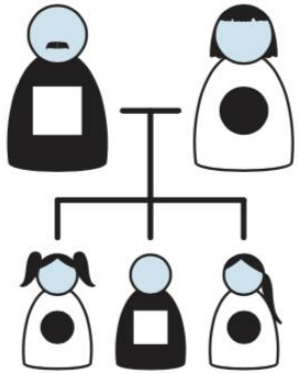


Why, how and when did European kin groups dissolve into monogamous nuclear families?

- Incest taboos
  - Sister-in-law: Why "in-law"?
  - No cousin marriage—out to 6th cousins
- Polygamy banned (& no sex slaves)
- No arranged marriages—brides must say, "I do"
- Discourages corporate ownership and collateral inheritance.

"If anyone can show just cause why this couple cannot lawfully be joined together in holy matrimony, let them speak now or forever hold **their** peace?"





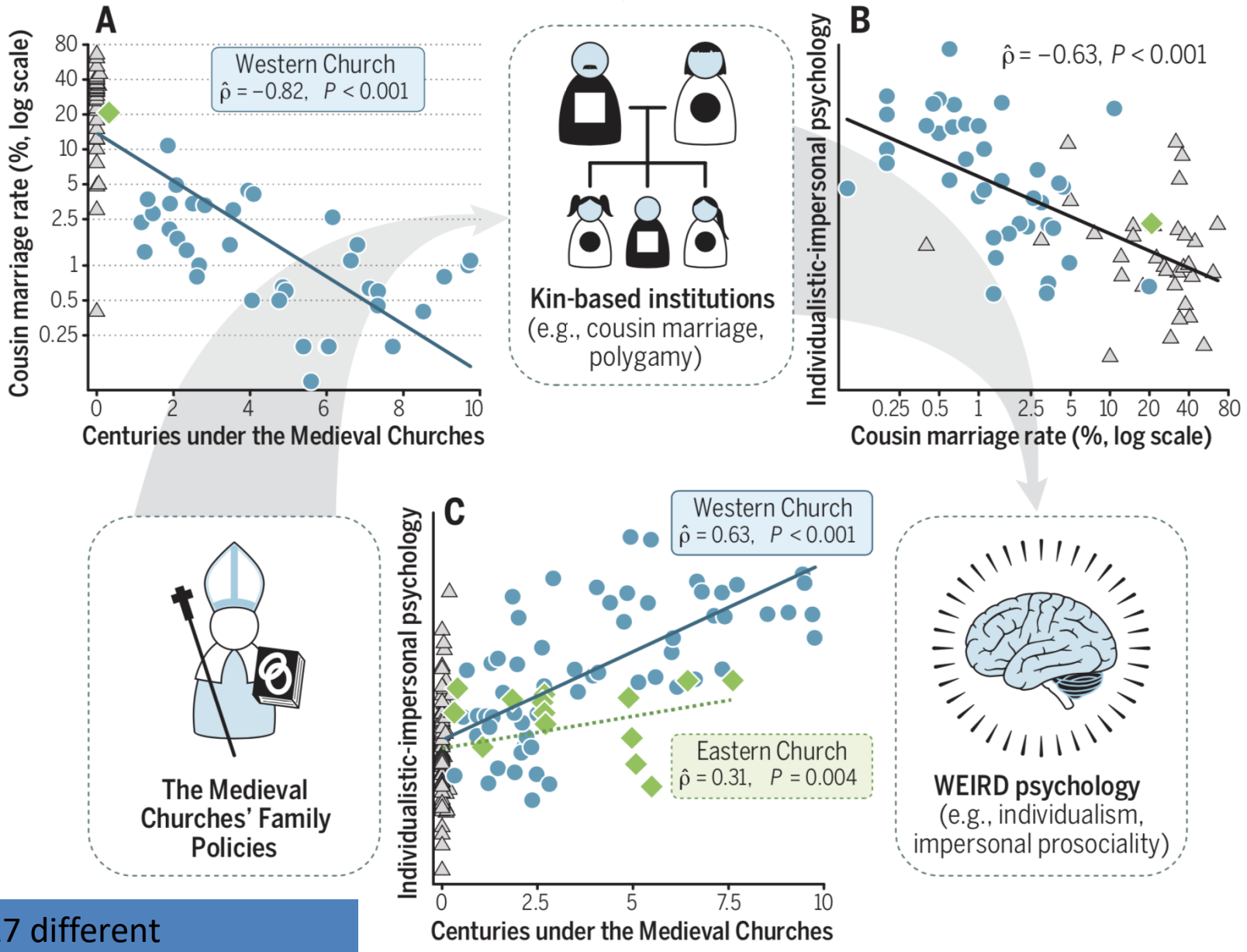
Kin-based institutions
(e.g., cousin marriage, polygamy)



The Medieval Churches' Family Policies

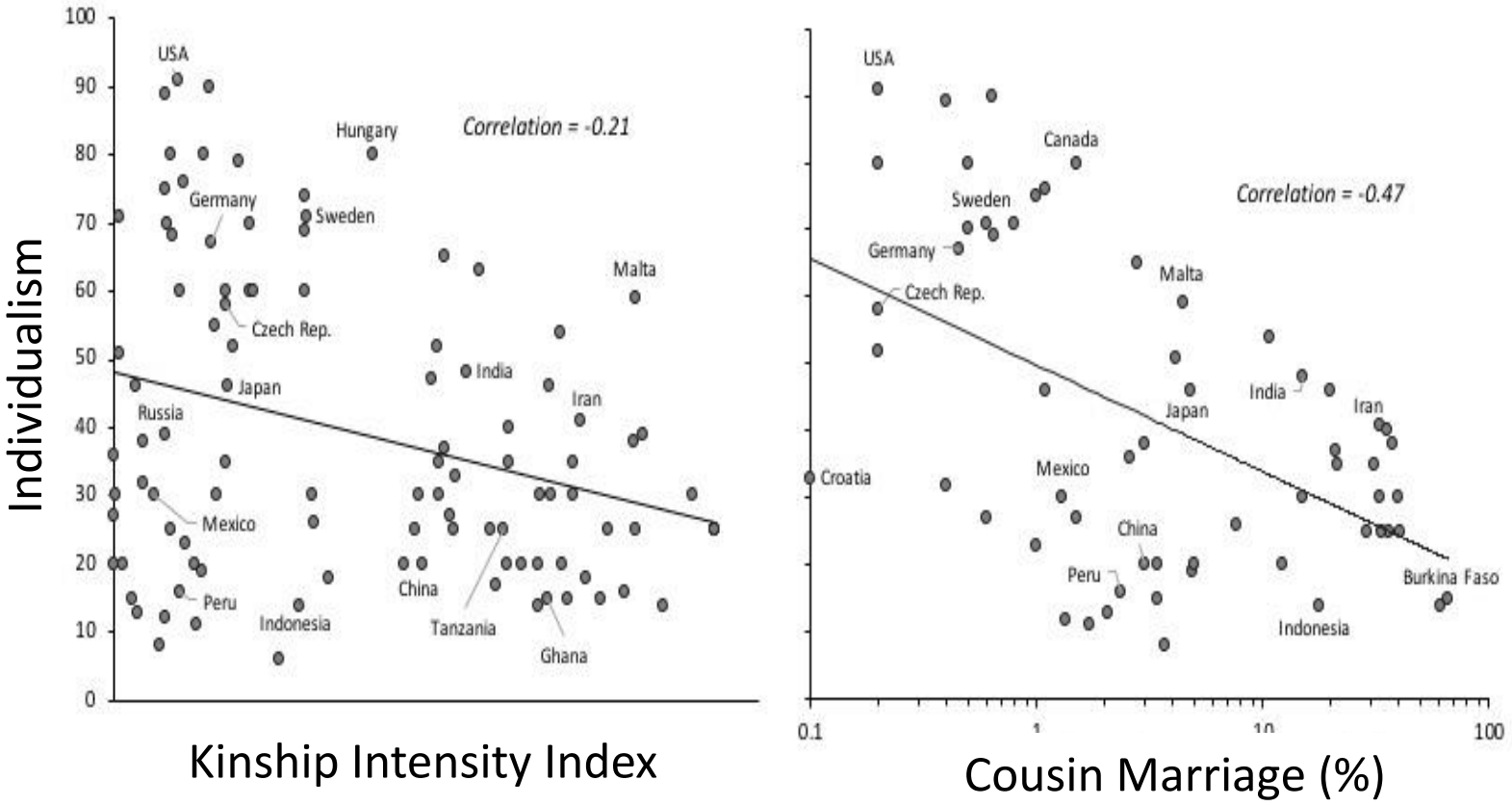


WEIRD psychology
(e.g., individualism, impersonal prosociality)



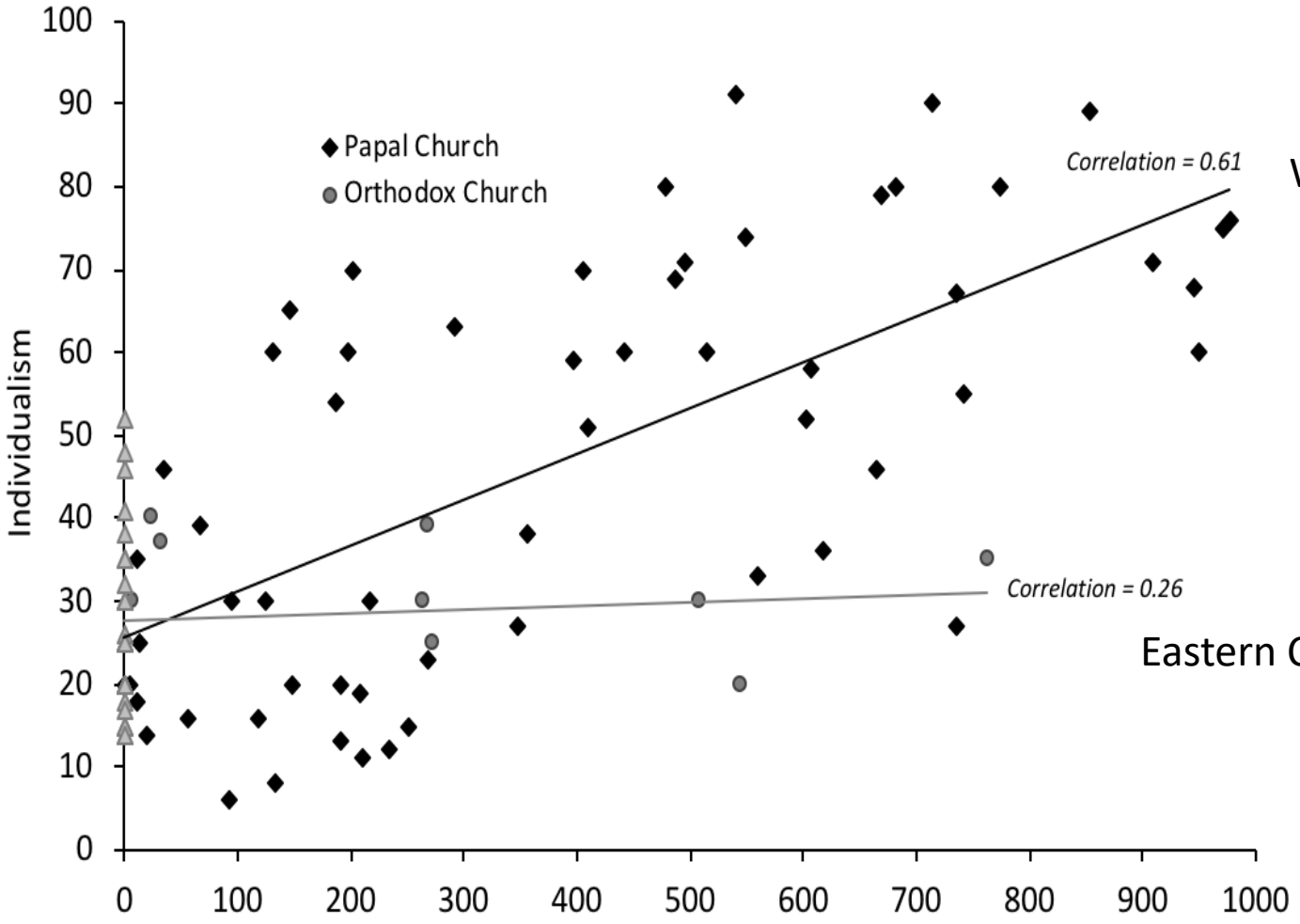
17 different psychological variables

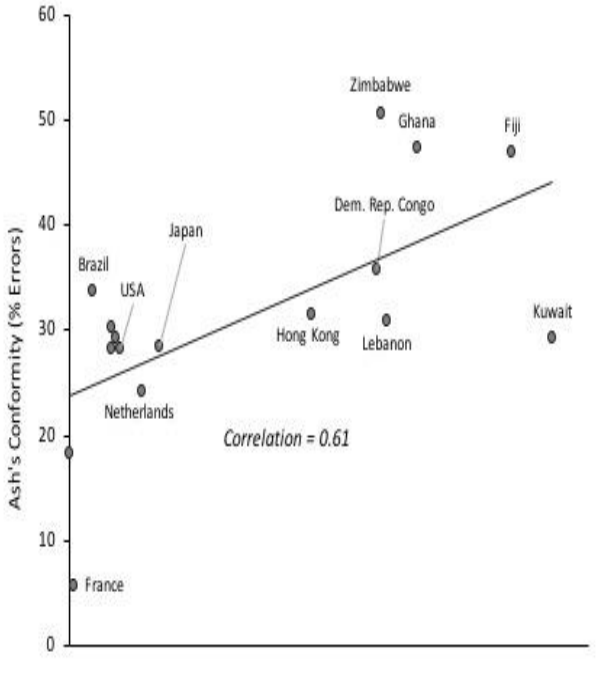
Individualism



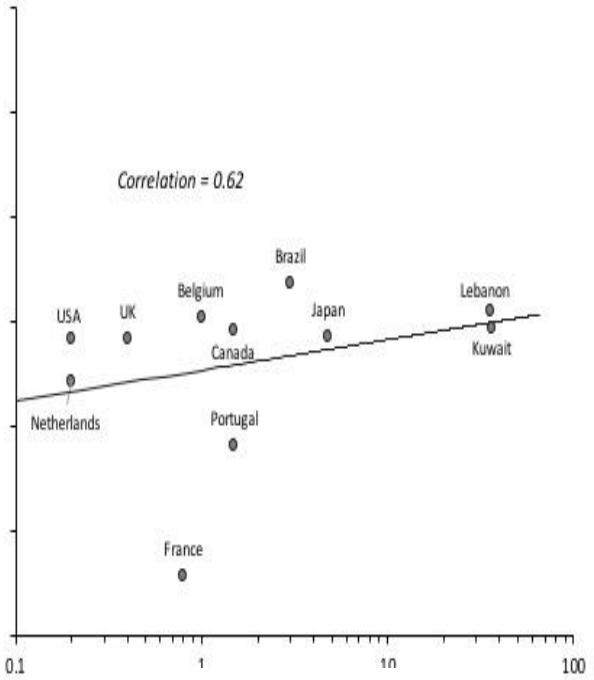
Robust to many controls: ruggedness, mean distance to waterways, caloric suitability, absolute latitude, tropical climate, pathogen stress, genetic heterogeneity, Neolithic transition, irrigation potential, religiosity, denomination

Individualism

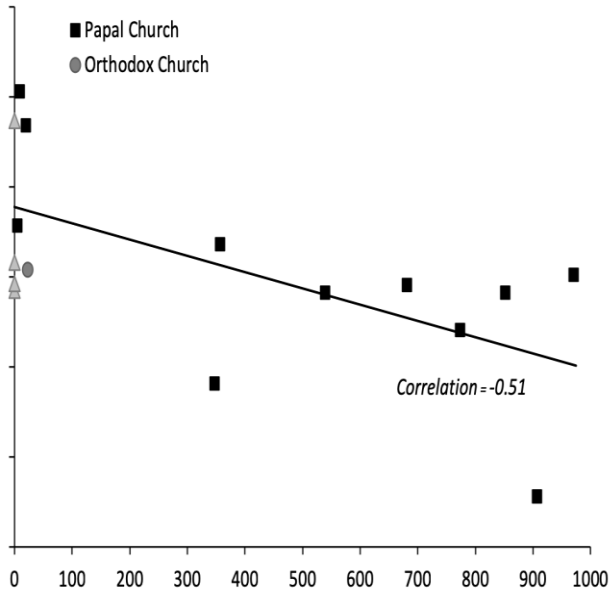




Kinship Intensity Index



Cousin Marriage (%)



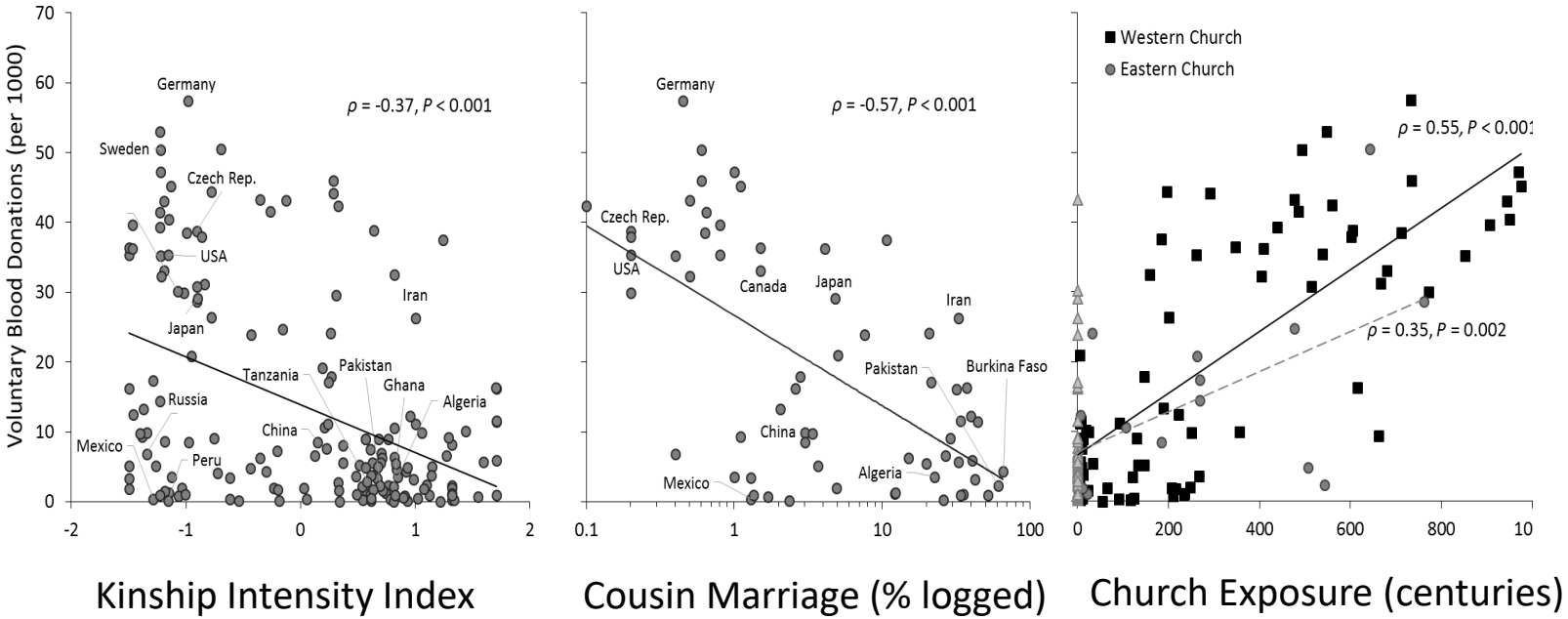
Duration of MFP (years)

Asch Conformity



Real Public Goods
Voluntary, anonymous blood donations

C



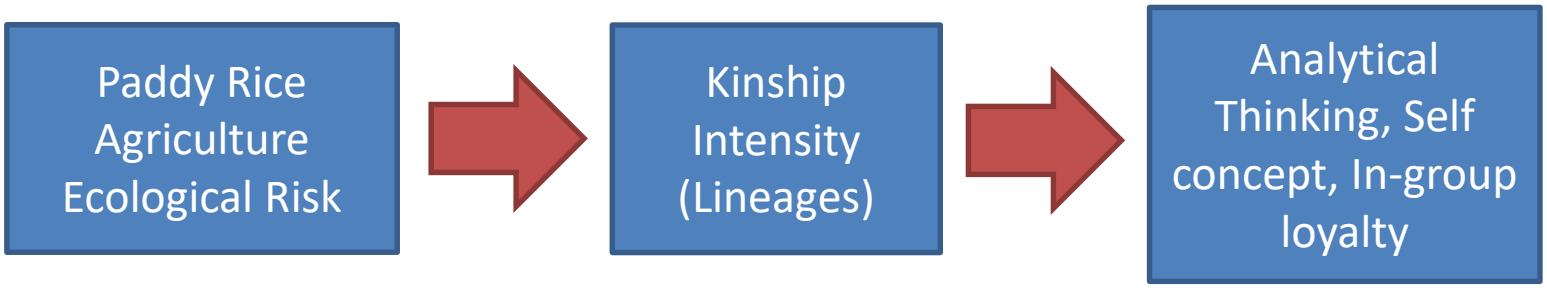
Kinship Intensity Index | Cousin Marriage (% logged) | Church Exposure (centuries)

Robust to many controls: ruggedness, mean distance to waterways, caloric suitability, absolute latitude, tropical climate, pathogen stress, genetic heterogeneity, Neolithic transition, irrigation potential, religiosity, denomination

W. Church exposure powerfully predicts the frequency of cousin marriage in European Regions.

But, does kinship intensity predict aspects of psychology?
(20^{th} century Europe, dispensations)

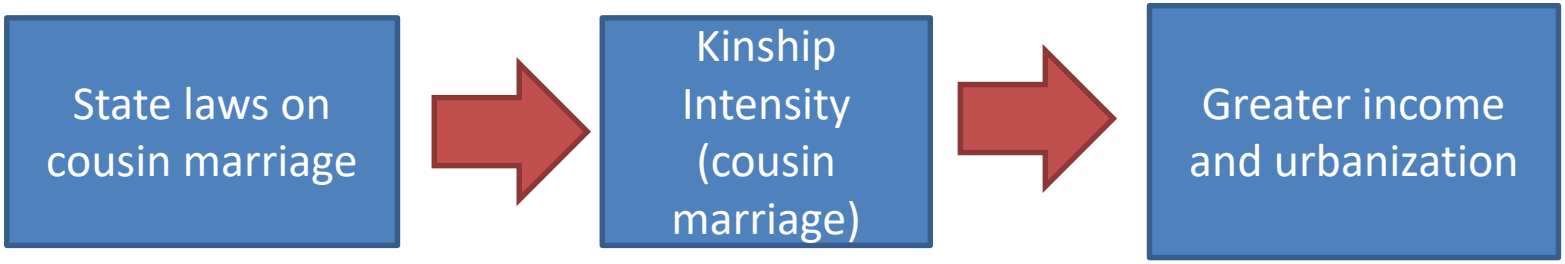
China and India (Talhelm, Noblit)

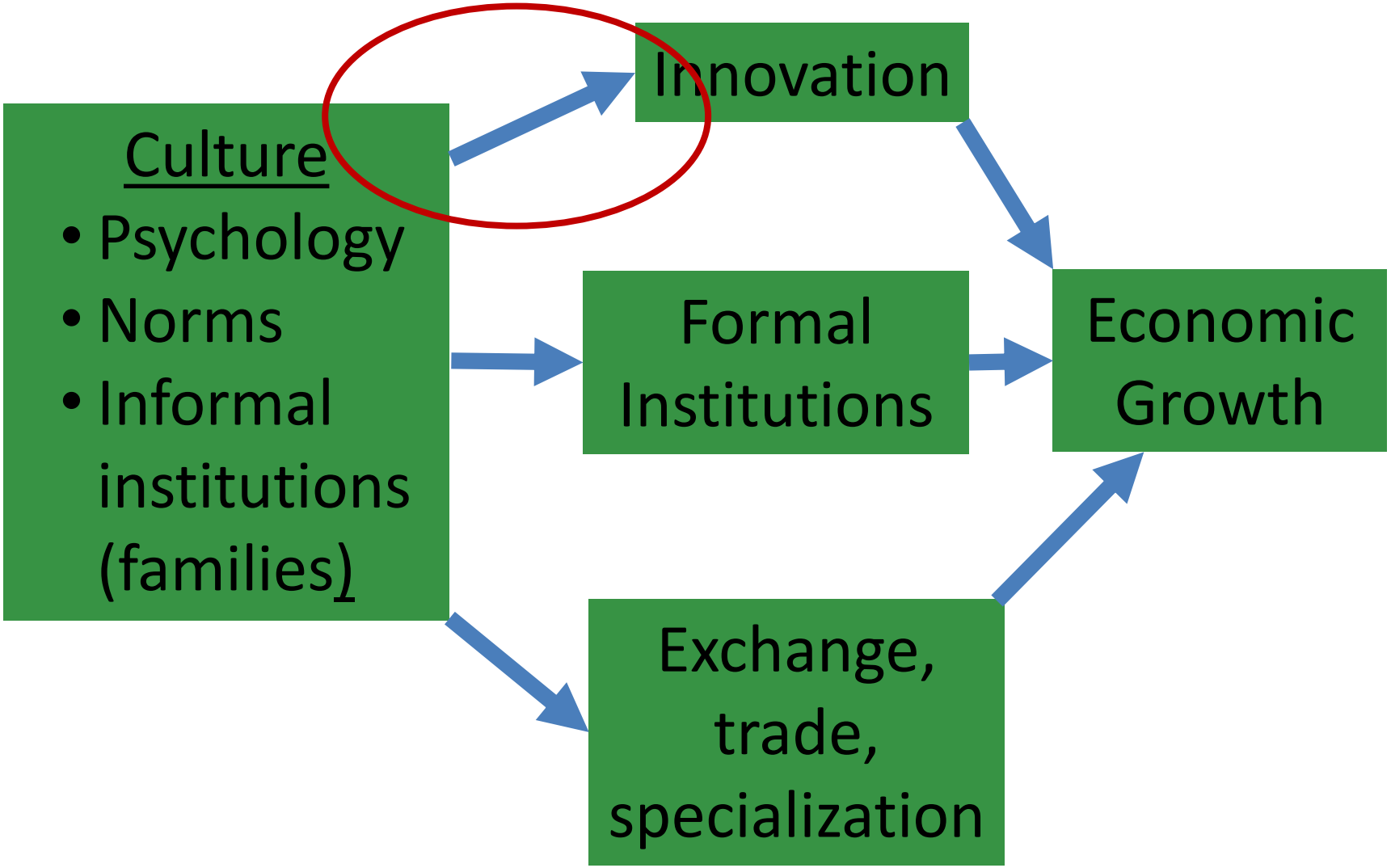


DRC (Bergeron)



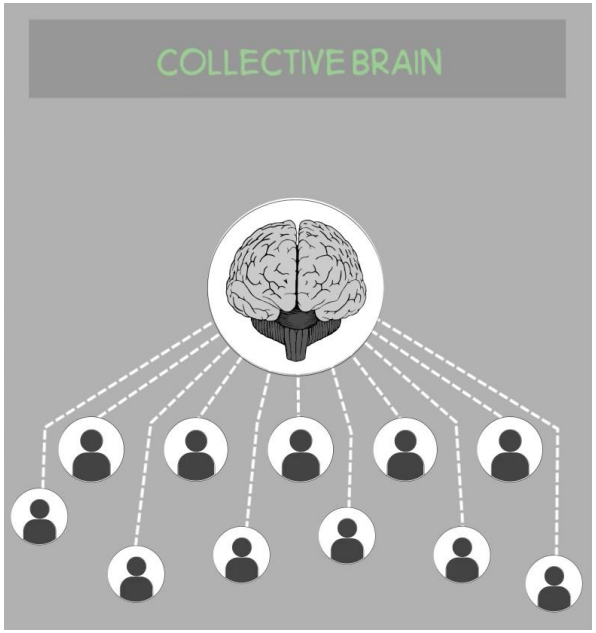
Historical USA (Ghosh et. al.)




Innovation
Culture
• Psychology
• Norms
• Informal institutions (families)
Formal Institutions
Economic Growth
Exchange, trade, specialization

Enlarging the Collective Brain

- Social factors
  - Fluid interaction among cognitive diverse individuals (inhibited by segregation)
  - Urbanization
  - Immigration
  - Universities or other knowledge institutions (open discourse)
  - Literacy in world languages
- Psychological Factors
  - Trust and cooperation with strangers
  - Individualism and non-conformity
  - Novelty preference, breaking with tradition, openness to tradition & valuing creativity
  - Tolerance of differences (religious, ethnic, linguistic, class, gender, etc.)



Most innovations are recombinations, which arise from the free exchange of ideas, etc. among diverse minds.

Thanks for listening!!