

Shifts between cooperation and antagonism driven by individual variation: A systematic synthesis review

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Short Running Title: Shifts along cooperation-antagonism continua

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1 **ABSTRACT**

2 The outcomes of interspecific and intraspecific ecological interactions can be considered to fall
3 along continua from cooperative (mutually beneficial) to antagonistic (detrimental to one or both
4 parties). Furthermore, the position of an interaction outcome along the continuum, for example
5 whether a symbiont provides net costs or benefits to its host, or whether two conspecifics
6 cooperatively forage or compete for food, is often not fixed but can change over time or across
7 contexts. In this systematic review, we investigate the role of intraspecific trait variation ('ITV')
8 in one or both interacting parties in determining the cooperative-antagonistic outcome of inter-
9 and intraspecific ecological interactions. Based on a literature collection of 96 empirical and
10 theoretical publications meeting our inclusion criteria, we give an overview of the types of
11 interaction continua involved; traits related to outcome variance; and mechanisms as well as
12 constraints on shifts in interactions outcomes. We propose that ITV can lead to shifts in
13 interaction outcome via two interrelated mechanisms. First, *trait frequency effects* occur when
14 there are changes in a population's composition of traits linked to cooperation or antagonism
15 (e.g. aggressive personality types, cheater phenotypes etc.), leading to net shifts in interaction
16 outcomes. Second, *systemic variance effects* occur where the level of ITV in a trait in a
17 population (as opposed to the mean value) is the factor that influences the cooperative-
18 antagonistic outcome. Heritable trait differences and phenotypic plasticity are sources of
19 phenotypic variation among individuals, and both the degree of heritability and plasticity of the
20 trait involved may determine whether shifts between cooperation and antagonism are likely to
21 be short-term (i.e. context-dependent) or lead to more persistent shifts (e.g. mutualism
22 breakdown). To guide future research, we describe knowledge gaps and divergences between
23 empirical and theoretical literature, highlighting the value of applying evidence synthesis
24 methods in ecology and evolution.

25 *Keywords: state-dependence, phenotypic plasticity, individualised niche, kinship, mutualism,*
26 *personality*

27 **I. INTRODUCTION**

28 Intraspecific trait variation ('ITV') is ubiquitous in nature. Variation among individuals of the
29 same species arises through a combination of underlying genetic/epigenetic variation (e.g.
30 variation in genotypes that may arise via mutation, selection and genetic drift), and phenotypic
31 plasticity (i.e. where environmental factors influence trait expression, where both the factor
32 driving the response and the response itself may vary at an individual level (Dewitt and Scheiner
33 2004). Thus, individual phenotypic traits fall along spectra of heritability and plasticity (Lynch
34 and Walsh 1998, Bolnick et al. 2003). Phenotypic variation within species can occur at
35 magnitudes comparable to variation between species, and can have comparable effects on
36 ecological processes, community composition and species richness (Des Roches et al. 2018).
37 Trait differences can also be linked to intraspecific task specialisation and niche differentiation
38 among individuals (Dall et al. 2012), i.e. the 'individualised niche' (Müller et al. 2020).

39
40 The level of ITV in a population can influence the outcome of ecological interactions via
41 multiple mechanisms (Bolnick et al. 2011). For example, through nonlinear averaging, the
42 realised strength of an interaction in the presence of variation may differ from the strength
43 predicted based on the mean trait (Jensen's inequality, Jensen 1906). Similarly, different
44 responses of individuals to environmental fluctuations buffer population dynamics against
45 strong environmental stochasticity (the portfolio effect, Tilman et al. 1998). ITV can have direct
46 ecological consequences that are independent of trait heritability, and also more long-term
47 implications for eco-evolutionary dynamics (Bolnick et al. 2011). Theoretical studies of ITV
48 effects of ecological interactions have previously explored how ITV can alter the strength and
49 stability of an interaction (see Moran et al. 2017). For example, ITV can determine the superior

50 competitor in an interspecific competitive interaction, and may promote or hinder species
51 coexistence (Hart et al. 2016, Uriarte and Menge 2018, Milles et al. 2020). However, in these
52 models it is often assumed that, no matter what the level of variation is, the interaction stays
53 competitive.

54

55 Here we explore whether and under what circumstances ITV can have even more drastic
56 consequences and lead to qualitative changes in the outcome of an interaction. Ecological
57 interactions fall along a two-dimensional continuum defined both by the fitness effect of party A
58 on party B and by the effect of party B on party A. We specifically focus on cases where at least
59 one of these mutual effects changes sign and changes the quality of the interactions from
60 cooperative/mutualistic (i.e. providing beneficial outcomes to both parties) to antagonistic (i.e.
61 detrimental to one or both parties, Bronstein 1994) or vice versa. The processes described in this
62 review may also be relevant to cases where outcomes may vary without necessarily changing in
63 sign (i.e. a cooperative interaction becoming more or less cooperative). Nonetheless, we have
64 targeted our systematic review to specifically focus on interactions where net cooperative or
65 antagonistic outcomes are able to occur, and we expect these shifts to have profound effects on
66 the ecology of the system. Also, note that we adopt the term *mutualism* to refer to beneficial
67 interspecific interactions, and *cooperative* to inclusively refer to beneficial interactions at inter-
68 and intra-specific levels (as per West et al. 2007).

69

70 The position of any interaction along the continuum (or the cooperative-antagonistic ‘quality’ of
71 the interaction) is not fixed; for example, biotic and abiotic environmental factors can change the
72 net outcome of an interaction between positive and negative (e.g. ‘context-dependent outcomes’,
73 as per Chamberlain et al. 2014; ‘interaction norms’, Thompson 1988). This outcome variance is
74 relevant to interspecific interactions, which (non-exhaustively) includes beneficial versus

75 exploitative *animal-plant interactions* (Anjos et al. 2020, Morris et al. 2007), mutualistic versus
76 competitive or predatory *animal-animal interactions* (Holland et al. 2005), or mutualistic versus
77 parasitic *host-symbiont interactions* (Karst et al. 2008, Canestrari et al. 2014). Outcome
78 variation has also been found in intraspecific interactions, where relevant types of interaction
79 may include variation between cooperation and competition within *socially interacting dyads* or
80 *groups* (Sachs et al. 2004), and between reproductive cooperation and conflict in *female-male*
81 *pairs* or *parent-offspring relationships* (Arnqvist and Rowe 2005, Székely et al. 2007).

82
83 Variation in interaction outcomes may occur between individuals of the same species or over
84 time (e.g. within-individual variation), which provides the material through which the net
85 interaction quality for a species or population may change over time (e.g. ‘evolution of
86 interactions’, Thompson 1988), potentially leading to longer-term evolutionary transitions (e.g.
87 ‘mutualism breakdown’, Sachs and Simms 2006). Furthermore, shifts between cooperative-
88 antagonistic outcomes appear to be relatively common over ecological time frames (Bronstein
89 1994; Chamberlain et al. 2014). These processes are essential to our understanding of ecological
90 networks, as the balance of cooperation-antagonism within interaction networks may be closely
91 associated with population and community stability (Mougi and Kondoh 2012, Montesinos-
92 Navarro et al. 2017).

93
94 We propose that ITV in one or both interaction partners can affect shifts along cooperation-
95 antagonism continua via two types of process (Fig. 1). The most direct way is if there is
96 intraspecific variation in a trait that directly influences how cooperatively or antagonistically an
97 individual acts in an interaction (i.e. trait-outcome covariation, such as in cooperative vs cheater
98 phenotypes). Many distinct processes can influence the composition and frequency of these
99 traits within a population, which can shift the net quality of an interaction between mutualism

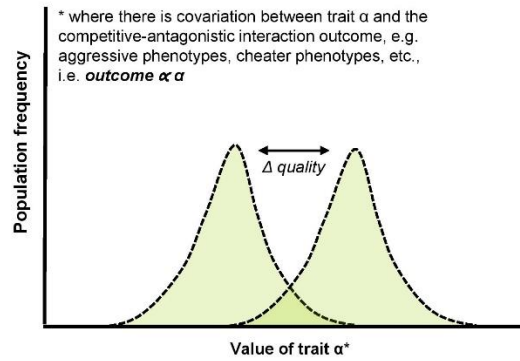
100 and antagonism (referred to here as *trait frequency effects*, Fig. 1A). For example, more
101 cooperative or antagonistic phenotypes may be subject to trait-specific selection (e.g. Aukema
102 and Raffa 2004), or individuals may show state- or condition dependent expression of
103 cooperative-antagonistic phenotypes in response to environmental factors (e.g. resource
104 availability, Marshall et al. 2016, or physical conditions, Walker et al. 2007, Marshall et al.
105 2016).

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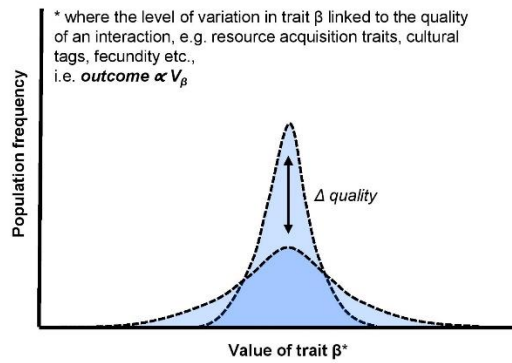
107 In addition to these more straightforward processes, changes in the level of ITV within a
108 population (as opposed to the mean value) can be a factor that has direct and indirect effects on
109 the cooperative-antagonistic outcome of an interaction (referred to here as *systemic variance*
110 *effects*, Fig. 1B). In this case, different levels of trait variation may lead to different outcomes,
111 even where the trait may be seemingly unrelated to cooperation or antagonism. Trait variation
112 can have direct effects on the net costs or benefits individuals derive from interactions (Fig. 1C,
113 pathway i). For example, greater variation between individuals in traits related to resource
114 acquisition or parental care can be more likely to lead to mutually beneficial outcomes in
115 cooperative foraging or breeding interactions (Uitdehaag 2011, Barta 2016). The level of trait
116 variance may also have more indirect effects on interaction outcomes by inducing a trait
117 frequency effect (Fig. 1C, pathway ii). For example, the level of variation in fecundity among
118 individuals in a conspecific group can affect patterns of relatedness in neighbourhoods, which in
119 turn favours cooperative behaviours (Rodrigues and Gardner 2013).

120

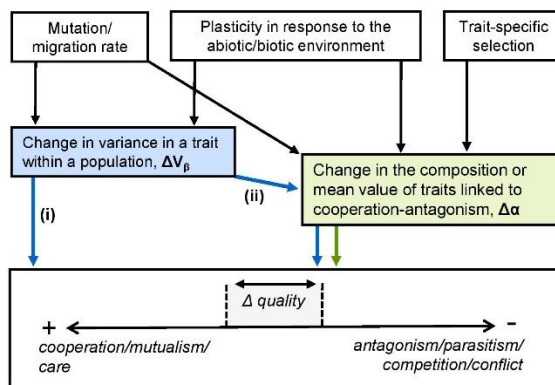
A. *Trait frequency effects*, i.e. within-population changes in the composition of traits linked to cooperation-antagonism, e.g. due to selective or genetic drift effects, or phenotypic plasticity.



B. *Systemic variance effects*, i.e. the level of trait variation within a population is linked to cooperation/antagonism, where greater ITV within a population can be associated with either more cooperative or more antagonistic outcomes.



C. Links between trait frequency and variance effects. Changes in the composition of cooperation-antagonism linked traits can directly lead to outcome variation (i.e. *trait frequency effects*, marked in green). Changes in trait variance can lead to *systemic variance effects* (marked in blue) by (i) directly producing outcome variation, e.g. by influencing the identity of interaction partners and altering their fitness payoffs; or, (ii) inducing changes in the composition of cooperation-antagonism linked traits, e.g. by inducing behavioural plasticity in those traits.



121
122 **Fig. 1.** Conceptual diagrams showing changes in the cooperative-antagonistic quality of an interaction due to (A)
123 *trait frequency effects*, and (B) *systemic variance effects*. Diagram (C) shows some possible pathways where
124 changes in trait variance and composition can lead to outcome variation, as encountered in the literature. Trait
125 values (α , β) refer to an arbitrary measure of a hypothetical trait that varies within a population, while $\Delta quality$
126 represents a change in the qualitative outcome of an interaction along a cooperative-antagonistic continuum.

127
128 Information on how ITV can lead to such qualitative shifts in an interaction is currently
129 scattered in the literature and the phenomena outlined here can go by many names. Our overall
130 goal was therefore to provide a conceptual synthesis of literature relating to the a priori defined
131 research question: “*How can intraspecific trait variation shift an interaction along the gradient*
132 *from antagonistic to mutualistic interactions, both for intraspecific and for interspecific*
133 *interactions? For example, can intraspecific variation in hosts and/or parasites (individualised*
134 *niches) change the relationship so that the net effect of the “parasite” on the host becomes*
135 *positive?” We aimed to synthesise both empirical and theoretical literature, and compare the*
136 coverage of both to identify understudied topics and provide direction for future studies. This
137 review is based on a literature collection obtained primarily using a systematic literature search
138 to establish an unbiased cross-sectional coverage of relevant studies, supplemented with
139 additional non-systematic articles to ensure comprehensive coverage.

140

141 **II. LITERATURE COLLECTION**

142 *Search Strategy and Protocol*

143 Our systematic search used a query composed of terms relating to (a) cooperative/mutualistic
144 interactions, (b) antagonistic interactions, and (c) intraspecific ecological variation (general
145 query: (“**mutualis**” OR “*cooperati**” OR “*interdependenc**” OR “*symbio**”) AND
146 (“*antagonis**” OR “*competi**” OR (“*host**” AND “*parasit**”) OR (“*predator**” AND “*prey**”)
147 OR “*conflict**”) AND (“*intraspecific**” OR “*within-species**” OR “*individual**” OR “*agent**”
148 OR “*organism**” OR “*animal**”) NEAR/5 (“*varia**” OR “*divers**” OR “*difference**”))).
149 Searches were conducted in Web of Science (18/07/2019; refined to categories Ecology,
150 Evolutionary Biology, Zoology and Behavioural Sciences) and Scopus (18/07/2019; refined to
151 the subject area Agricultural and Biological Sciences; see full search strategy in Appendix S1).

152 Duplicates were removed via R package ‘revtools’ (v0.4.1, Westgate 2019) and manually,
153 giving 411 unique records.

154

155 *Study Selection*

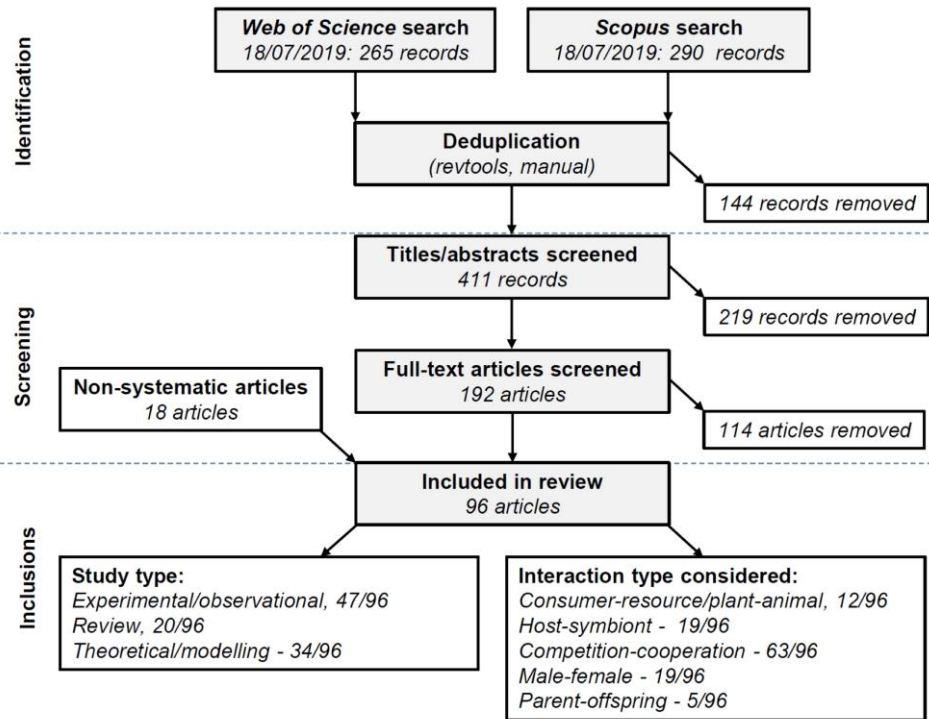
156 Titles and abstracts of records were screened by two reviewers (from a pool of eight) to avoid
157 individual selection biases, using randomised author-, journal-, and metadata-blind screening.
158 Records were included for full-text screening when considered relevant, or potentially relevant,
159 to our predefined research question (as stated above). Conflicting decisions (140/411, 34%)
160 were resolved by a third reviewer. Following a preliminary assessment of each paper’s topic,
161 full-texts were allocated to a reviewer (from a pool of 15) based on their expertise. 192 full-text
162 records were screened based on the criteria: (1) Is the paper accessible in English or German?;
163 (2) Is there an interspecific or intraspecific interaction that can vary from
164 cooperative/mutualistic to antagonistic?; (3) Is there trait variation?; (4) Is the trait variation
165 intraspecific?; and, (5) Does the ITV influence the mutualistic/antagonistic direction of the
166 interaction? Variation in the strength of a cooperative interaction without evidence of
167 corresponding variation in antagonism, or vice versa, was not considered as a shift in
168 cooperative-antagonistic quality, i.e. there needed to be outcome variation in an interaction that
169 could show both mutualistic and antagonistic qualities. Papers not meeting all criteria were
170 excluded. Empirical studies with humans as the focal species were also excluded as beyond the
171 scope of the review, although theoretical/modelling studies based on humans, but with potential
172 general applicability could be included. In addition, one study was also included where humans
173 were involved in the interaction but were not the focal species (i.e. Cantor et al. 2018). Full-text
174 reviewer decisions were double-checked for consistency and conflicting decisions were resolved
175 collaboratively (by NPM, MJW, include/exclude conflicts for 16/192 papers, 8.3%).

176

177 To complement this collection and ensure comprehensive coverage of the literature, non-
178 systematically sourced papers meeting our criteria were also included from: (i) papers identified
179 from the references of papers from the above systematic searches; and (ii) relevant papers
180 already known to authors. For included studies, we extracted at least: the study type (empirical,
181 observational, review, theory/modelling); the scale of ecological interaction considered
182 (interspecific, intraspecific, both); and, the type of ecological interactions considered (host-
183 symbiont, cooperative-competitive, female-male etc.). Review records following PRISMA
184 guidelines are available in supplementary materials (Appendices S1-S2) and the Open Science
185 Framework (<https://osf.io/9kfpc/>; doi: 10.17605/OSF.IO/9KFPC; Moher et al. 2009).

186
187 Our search identified 96 relevant papers, including 78 systematic and 18 non-systematically
188 sourced studies, including a mix of experimental/observational, review and
189 theoretical/modelling studies (Fig. 2). For bibliometric/publication trend analysis and summary
190 tables of these studies, including details of the traits/interaction types considered and effects on
191 cooperation-antagonism, see Appendices S3 and S4. The following section provides a narrative
192 overview and synthesis of these papers, where we describe major themes and patterns across
193 empirical and theoretical studies from an ITV perspective. This includes: the types of interaction
194 continua involved; traits related to outcome variance across all types of interaction; and
195 mechanisms as well as constraints on shifts in interaction outcomes.

196



197

198 **Fig. 2.** PRISMA (Preferred Reporting Items for Systematic Reviews and Meta-Analyses) diagram of included
 199 studies. Summary information (study type and interaction type) for the studies that met our criteria is also included
 200 (note, the sum of studies in the groupings are > 96 as several studies fall into multiple categories).
 201

202 III. MOVEMENT ALONG COOPERATION-ANTAGONISM CONTINUA

203 *Types and scales of continua*

204 Studies in our collection considered interaction types ranging from interspecific plant-animal
 205 and host-symbiont interactions, to intraspecific social and parent-offspring relationships (Fig. 3).

206 Interactions between species can involve some exchange of resources and/or services (i.e.
 207 consumer-resource interactions, Holland et al. 2005), where the actual costs and benefits of an
 208 interaction depend on the distribution and control of and competition for mutual resources,
 209 producing a dynamic landscape of mutualistic-antagonistic interactions (Jones et al. 2012).

210 Outcome variation is found in plant-animal interactions, closely linked to the level of mutualistic
 211 services (e.g. pollination, seed dispersal, protection) or antagonistic effects from animal partners

212 (e.g. destructive or exploitative feeding; Pesendorfer et al. 2016, Rodriguez-Rodriguez et al.

213 2017). Plant-plant interactions may also vary from inhibitory to facilitative (e.g. Allen et al.

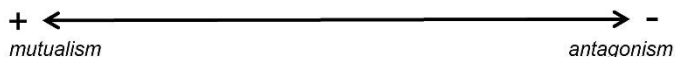
214 2018), and animal-animal interactions may be competitive or cooperative in relation to food
215 resources (Cantor et al. 2018, Perez-Barberia et al. 2015) or other shared resources (e.g. nesting
216 sites, Menzel and Blüthgen 2010). Host-symbiont interactions are a particular form of
217 interspecific interaction where the balance of benefits, e.g. symbiont-conferred fitness gain, and
218 costs, e.g. virulence, may determine outcomes. This may include animal/fungal/bacterial endo-
219 and ectosymbionts (Brown et al. 2012, Vorburger et al. 2013, Hajek et al. 2019), or physically
220 independent symbionts (e.g. cleaner-client fish; Bshary and Grutter 2002). Note that there are
221 also types of continua that are not represented in our data set although our search strategy was
222 designed to find them. For example, we did not find studies on the continuum between predator-
223 prey and mutualistic relationships in animal-animal interactions.

224

225 Qualitative outcome variation also appears in multiple intraspecific contexts, e.g. in social
226 groups or dyads and between parents and offspring. Socially interacting animals may display
227 cooperation and competition over foraging (Cords and Thurnheer 1993) or breeding (Marshall et
228 al. 2016). Cooperation in female-male interactions is often centered around parental care (e.g.
229 brood care, nest defence in birds, Schuppe et al. 2016), and imbalances in care provision or
230 partner desertion can represent antagonistic outcomes. A parent's decision not to contribute to
231 parental care is also antagonistic towards offspring where it is detrimental to offspring
232 development (although this is not always the case, see Székely et al. 2006). The parent-offspring
233 continuum may additionally extend to cooperatively breeding groups, where non-parent adults
234 may provide group defence or direct care for offspring, while competition or even conflict may
235 also occur between adults and other group member's offspring (Trillmich 2010, Marshall et al.
236 2016).

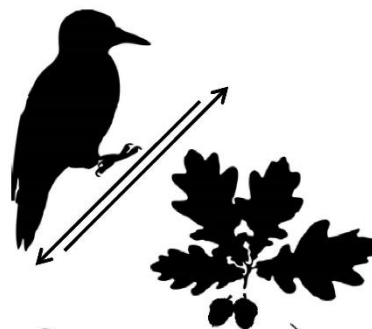
Interspecific-

I. Consumer/resource or plant/animal mutualism-antagonism continuum:

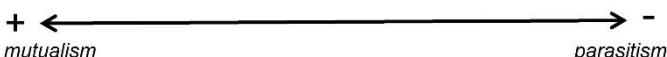


Types of interacting organisms: Any two species with a degree of control over a shared resource, which may include one or both species

Examples of relevant ITV: foraging tactics or preferences, competitor avoidance behaviour; pollination rewards and seed production rates

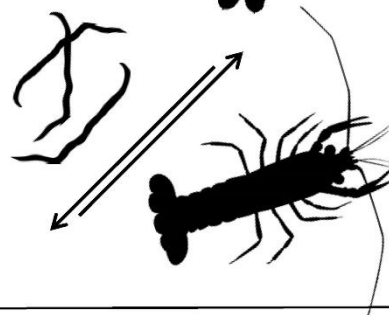


II. Host/symbiont mutualism-parasitism continuum:



Types of interacting organisms: host species and their endosymbiotic or ectosymbiotic partner species

Examples of relevant ITV: symbiont dependence, protective effects against pathogens/predators/parasites, exploiting or cheating behavioural phenotypes



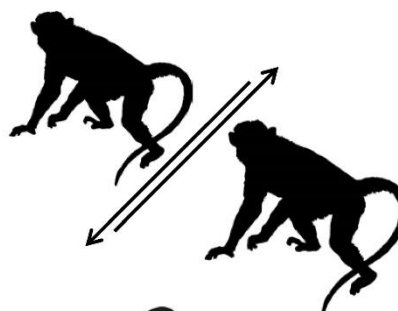
Intraspecific-

III. Conspecific cooperation-competition continuum:



Types of interacting organisms: related or unrelated conspecifics in socially interacting dyads or networks; cooperative breeding groups

Examples of relevant ITV : competitive and cooperative behavioural phenotype, resource use, hormonal variation

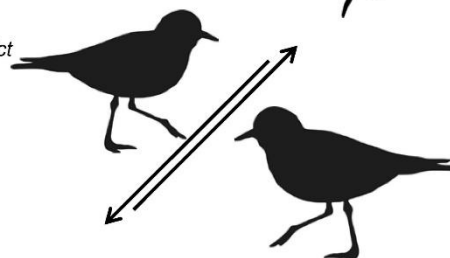


IV. Female/male cooperation-conflict continuum:

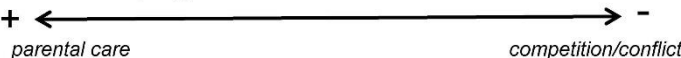


Types of interacting organisms: male and female partners in a breeding pair

Examples of relevant ITV : behavioural phenotype, individual condition or attractiveness, reproductive potential

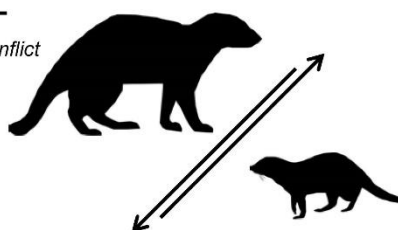


V. Parent/offspring care-conflict continuum:



Types of interacting organisms: parents and offspring in species with parental care behaviour

Examples of relevant ITV : behavioural phenotype, individual condition, reproductive potential



237

238 **Fig. 3.** Conceptual diagram showing interaction types and continua focused on in this review at both the
 239 interspecific and intraspecific level, the types of organisms that constitute the parties to each interaction type, and
 240 some examples of traits that influence the quality of interaction outcomes. (Note, a small number of studies also
 241 consider variation along the cooperation-competition continuum for interspecific interactions).

242

243 There are key differences and similarities between inter- and intraspecific interaction scales.
244 Cooperative outcomes may be more likely to evolve in intra- rather than interspecific
245 interactions because of relatedness (i.e., through inclusive fitness), but competition may also be
246 more intense between conspecifics than between heterospecifics due to the greater phenotypic
247 similarity and resource requirements of participants (Barker et al. 2017). Nonetheless,
248 interactions at each scale can produce mutual fitness benefits and thus cooperative outcomes
249 with key mechanistic similarities. For example, asymmetries in resource use and production
250 between parties influence the likelihood and benefits of inter- and intraspecific cooperation alike
251 (Barker et al. 2017), and variation in resource use and specialization is common within species
252 at magnitudes that may, in cases, be comparable to interspecific differences (Bolnick et al.
253 2003). Additionally, shifts toward cooperation at all hierarchical scales require that the direct
254 and indirect fitness benefits of cooperation be balanced against the interests of individual units
255 of selection, as highlighted in theoretical studies on evolutionary transitions from single- to
256 multicellular organisms, where a unit may be an individual cell or an individual organism
257 (Michod 1997). So despite most modelling studies focusing on intraspecific interactions (see
258 Appendix S3, Fig. S3), the mechanisms and processes they highlight are expected to have some
259 mutual relevance across scales.

260

261 *Covariance of traits and interaction outcomes*

262 There are many empirical examples of apparent covariation between traits and outcomes of
263 interspecific interactions, where the sex, age, or individual genotype or phenotype of either
264 interaction participant may be linked to outcome variation (Thompson 1988). Importantly, this
265 covariation may drive outcome variation via *trait frequency effects* (Fig. 1A). Examples of trait-
266 outcome covariance include morphological and reproductive traits in plants (e.g. flower and
267 seed productivity; Cariveau et al. 2004; Pesendorfer et al. 2016), which can alter the relative

268 strength and net quality of their interactions with animals, due to differences in foraging
269 behaviour and preferences of mutualistic and antagonistic partner species. Behavioural traits are
270 often related to the outcomes of interactions involving animals; for example Bottlenose dolphins
271 (*Tursiops truncatus*) display divergent foraging tactics where individuals either cooperate or
272 directly compete with human fishermen (Cantor et al. 2018). This is a learned cooperative
273 behaviour that reduces interspecific competition and investment in food searching, at the
274 potential cost of higher intraspecific competition. Outcome variation has also been described for
275 complex superorganisms; for example, colonies of nest-sharing ants *Crematogaster modiglianii*
276 and *Camponotus rufifemur* may form shared nests or form single species nests (Menzel and
277 Blüthgen 2010). When colonies form cooperative shared nests, benefits include common nest
278 defence, shared foraging and brood care. In contrast, when one species (in particular *C.*
279 *modiglianii*) forms separate nests, the species may compete over resources without providing
280 these mutualistic benefits (i.e. a more antagonistic outcome). The outcome of their interactions
281 is linked to the behavioural phenotypes of the colonies, including their tendency to initiate a
282 nest, foraging behaviour, trail following and nest defence (Menzel and Blüthgen 2010).

283
284 Outcomes in host-symbiont interactions may be linked to genotypic variation (e.g. oogenesis-
285 dependence on *Wolbachia* in parasitoid wasps, Dedeine et al. 2005; chemical defence traits in
286 endophytic fungi strains, Yuan et al. 2011), and ontogenic variation (e.g. host sex and life-stage
287 dependent effects of *Poecilochirus carabi* mites, De Gasperin and Kilner 2015). Also, either
288 host or symbiont trait variation may influence outcomes, as in the symbiosis between crayfish
289 (*Cambarus* spp.) and gill-cleaning ectosymbiotic branchiobdellidans (*Cambarincola* spp.). The
290 interaction may be mutualistic, commensal or parasitic depending on the age/size of host, as
291 well as variation in the feeding behaviour of symbionts that can cause gill scarring (Thomas et
292 al. 2016).

293

294 For socially interacting conspecific animals, cooperation-antagonism is often associated with
295 behavioural phenotypes (e.g. participation in group foraging, offspring provisioning, territorial
296 defence, intraspecific aggression). Among-individual differences in cooperative-antagonistic
297 behavioural traits may be consistent over time and underpinned by genetic or epigenetic
298 variation, or due to state-dependent phenotypic plasticity (Helms Cahan 2001, Komdeur, 2006,
299 Sinervo et al. 2007, McAuliffe et al. 2015). State factors that can drive the expression in
300 cooperative-antagonistic behaviours include body size (Whiteman and Côté 2004), physiology
301 (Schoepf and Schradin 2013, Platt et al. 2016), learning and cognition (Platt et al. 2016), parasite
302 infection status (Barber et al. 2017), and the social state of individuals (Roberts 1998, Hamilton
303 and Ligocki 2012, Riebli et al. 2012, Singh and Boomsma, 2015, Platt et al. 2016). For example,
304 seed-harvester ant (*Messor pergandei*) foundresses may form cooperative multi-female nests or
305 monogynous colonies, as determined by their aggressive-sociable phenotype, where each ant's
306 response is determined by a combination of genetics and phenotypic plasticity in response to
307 other females (Helms Cahan 2001, Helms and Helms Cahan 2012).

308

309 Behaviour is also key to the outcome of female-male and parent-offspring interactions, where
310 the expression of cooperative behaviours often depends on an individual's state (e.g. condition-
311 dependent turn taking in nest care/food provisioning in common murre, *Uria aalge*, Takahashi
312 et al. 2017). An individual's future fitness expectations (i.e. their residual reproductive value)
313 appears to be a key factor, where higher attractiveness, mate-finding ability and physical
314 condition may lead to lower parental care investment and a higher likelihood of desertion (e.g.
315 in male penduline tits *Remiz pendulinus*, van Dijk et al. 2010, 2012; and female Kentish plover,
316 *Charadrius alexandrinus*, Székely et al. 2006). Few studies considered variation in other
317 behaviours relating to female-male interactions, e.g. mating behaviours. One exception is the

318 pea leafminer (*Liriomyza huidobrensis*), where males may use a highly cooperative dancing
319 courtship strategy that improves female longevity and fecundity, or a more direct and possibly
320 coercive strategy (Ge et al. 2019). Male courtship strategy is determined by their hunger-state as
321 female ovipositor punctures are also a food source. Patterns in intraspecific sexual conflict,
322 reproductive skew and female choice across species (see Bro-Jørgensen 2010; Surbeck et al.
323 2017) could provide a framework to also consider outcome variance in mating interactions.

324

325 Physiological (i.e. hormonal) mechanisms can play a role in intraspecific social and female-male
326 interactions, which can be both state-dependent and show longer-term variation among
327 individuals (Komdeur, 2006, Trillmich 2010). For example, oxytocin levels affect decisions to
328 behave cooperatively or competitively by influencing cognition in rhesus macaques (*Macaca*
329 *mulatta*, Platt et al. 2016), highlighting that hormones may be important drivers shaping the
330 individualised niche (Müller et al. 2020). However, levels of exogenous oxytocin in capuchins
331 (*Cebus apella*, Smith et al. 2019) were unrelated to cooperative behaviour, suggesting that
332 relationships between hormonal mechanisms and cooperation-competition are species-specific.
333 The reverse may also occur, with interaction outcomes influencing the hormonal state of
334 individuals, as in the African striped mouse (*Rhabdomys pumilio*). Here, males experimentally
335 made to live a solitary as opposed to social reproductive lifestyle had reduced corticosterone and
336 elevated testosterone levels compared to group-living mice (Schoepf and Schradin 2013).
337 Hormone levels (e.g. prolactin, testosterone) can also be linked to the expression of parental care
338 and intraspecific conflict behaviours (Schradin et al. 2009), highlighting potential feedbacks
339 between physiological state and interactions.

340

341 *Trait frequency effects*

342 This covariance between traits and interaction outcomes suggests that *trait frequency effects* (see
343 Fig. 1A) can drive net changes in interaction quality along cooperation-antagonism continua
344 (Thompson 1988), for example through phenotypic plasticity in cooperation-antagonism linked
345 traits. Plasticity in interspecific mutualistic-antagonistic behaviour may be driven by local
346 environmental factors, such as population densities (e.g. attraction-repulsion behaviour in
347 grazing herbivores, Perez-Barberia et al. 2015). In crayfish-branchiobdellida cleaning
348 symbioses, damaging host-tissue feeding behaviour is promoted by high symbiont densities and
349 food limitation (Brown et al. 2012, Thomas et al. 2016), highlighting resource use and
350 availability as potential factors driving plasticity in mutualistic-antagonistic behaviours.

351
352 Interactions with third-party species can also be an environmental factor that indirectly shifts
353 interspecific interactions between mutualism and antagonism. In the cooperative nest sharing of
354 *C. modiglianii* and *C. rufifemur* ants, hemi-epiphytic plants play a crucial role in nest
355 stabilization and promoting cooperative behaviours (Menzel and Blüthgen 2010). This *trait*
356 *frequency effect* is a form of conditional or context-dependent outcome driven by phenotypic
357 behavioural plasticity (*sensu* Bronstein 1994). Note, however, that context-dependent outcomes
358 mediated by a third-party may also arise without any changes in trait frequency, as found in
359 some host-symbiont interactions (e.g. *Sirex noctilio* woodwasp - *Amylostereum areolatum*
360 fungal symbiont interactions mediated by the mycophagous nematodes, Hajek et al. 2019;
361 *Acyrtosiphon pisum* - *Hamiltonella defensa* bacterial symbiont interactions mediated by
362 parasitoid wasps, Vorburger et al. 2013, Niepoth et al. 2018).

363
364 Also for intraspecific interactions, environmental factors may drive state-dependent plasticity in
365 cooperative-competitive behaviour. For example, Southern hairy-nosed wombats (*Lasiorhinus*

366 *latifrons*) behave more cooperatively and more readily share warrens in physical environments
367 with harder soils (Walker et al. 2007). As above, environmental factors may also include
368 indirect third-party effects, where intraspecific cooperativeness may be influenced by parasite
369 loads (Stopka and Johnson 2012, Barber et al. 2017), or predator-prey interactions (Speed and
370 Franks 2014). Environmental effects on parental and alloparental care are also expected
371 (Komdeur, 2006, Trillmich, 2010). For example, in banded mongoose groups (*Mungos mungo*),
372 male-biased survival in low rainfall conditions leads to older males participating more in helping
373 behaviour (Marshall et al., 2016). Environmental effects of cooperation are also the subject of
374 modelling studies, suggesting that an individual's resource acquisition ability and the levels of
375 food availability/resource supply should determine one's contribution to cooperative foraging
376 (Dubois and Giraldeau 2003, Liu et al. 2020). Specifically, individuals that are more capable of
377 acquiring resources should be more likely generally to invest more in cooperative behaviours,
378 but under harsher environmental conditions (i.e. reduced resources), the relative investment of
379 subordinate individuals in cooperative behaviours increases (as was empirically demonstrated in
380 burying beetles, *Nicrophorus nepalensis*, Liu et al. 2020).

381
382 Intrinsic state factors are also linked to variation in the expression of conspecific cooperation,
383 another example of *trait frequency effects* driven by phenotypic plasticity. This includes
384 ontogenetic variation (e.g. age-dependent coalition formation in barbary macaque, *Macaca*
385 *sylvanus*; Rathke et al. 2017), body condition (e.g. condition-dependent helper responsiveness in
386 *M. mungo*; Bell 2008), and/or future fitness expectations (e.g. helping behaviour in wasps such
387 as *Polistes dominulus* and *Liostenogaster flavolineata*, Field and Cant 2006). Group size may
388 also be particularly important; for example, studies in non-human primates suggest that smaller
389 sub-groups may be more likely to form as the total size of interacting conspecifics increases (Sih

390 et al. 2009). Individuals then behave cooperatively with sub-group members, but there is a net
391 increase in the proportion of competitive interactions across the larger network.

392

393 Although the majority of *trait frequency effects* found here were due to phenotypic plasticity in
394 traits, natural selection may also change the proportion of cooperative-competitive traits within a
395 population. For example, pine engraver (*Ips pini*) phenotypes differ in their host searching
396 behaviour (i.e. pioneers versus responders, Aukema and Raffa 2004). Exploitative responding
397 phenotypes appear more susceptible to predation, such that elevated predation pressure may
398 increase the proportion of cooperative pioneer phenotypes within populations.

399

400 *The importance of partner identity*

401 The identity of one's interaction partner can determine the direct and indirect fitness benefits for
402 an individual, and their expression of cooperative-competitive behaviour. Partner identity can be
403 involved in *trait frequency effects* (Fig. 1A), if it influences the expression of traits directly
404 related to cooperation or antagonism, or in *systematic variance effects* (Fig. 1B) if variation
405 among interaction partners alters the costs and benefits of the interaction. Particularly important
406 for intraspecific interactions is the level of relatedness with a partner, and the potential inclusive-
407 fitness effects. As an example, in the cnidarian *Hydractinia symbiolongicarpus*, where colony
408 fusion is determined genetically: colonies sharing allorecognition alleles fuse, whereas colonies
409 that do not will engage in conflict (Nicotra et al. 2009). Similarly, affiliative interactions in
410 social yellow-bellied marmot groups (*Marmota flaviventris*), appear to be structured around kin
411 relationships between individuals, their age, and their individual social state (Wey and
412 Blumstein 2010; Wey et al. 2019).

413

414 On the one hand, the degree of relatedness between individuals can be seen as a biotic
415 environmental factor that may cause one to behave more or less cooperatively, for example
416 through kin selection (Hamilton 1964), as evidenced by empirical studies highlighting the
417 importance of partner identity in cooperative decision-making (e.g. Nicotra et al. 2009, Wey et
418 al. 2019). On the other hand, relatedness among individuals in a group or population is also
419 related to the level of phenotypic variation or similarity within the group, as more related
420 individuals tend to exhibit more similar traits. Modelling results have further highlighted that
421 higher in-group relatedness can increase the willingness of group members to contribute to
422 offspring-rearing in collective breeding groups (Savage et al. 2013), or the likelihood with
423 which individuals induce herd defences (Frank 1998). So here cooperation increases with
424 increasing genetic similarity between individuals, due to inclusive fitness effects.

425
426 Cooperation between phenotypically similar, but not necessarily related, individuals may also
427 result from social discrimination or tag-based cooperation, where individuals may cooperate
428 based on sharing the same (potentially arbitrary) trait. Hochberg et al. (2003) provide a model
429 showing that when social discrimination evolves, it may cause phenotypically similar
430 individuals to form into different, spatially distinct groups. Similarly, interaction outcomes may
431 depend on cultural traits. In a simple form, this may be an arbitrary trait that defines the
432 cooperative social group ('in-group favoritism'), or provides the possessor with prestige
433 ('prestige hierarchy', Ihara 2011).

434
435 In the cases described so far, individuals preferentially cooperate with related or otherwise
436 similar individuals, but theoretical studies suggest that the opposite -- cooperation with
437 dissimilar individuals -- may also be beneficial. For pairs or groups of interacting individuals,
438 variation among the interacting participants can provide direct benefits, giving rise to

439 cooperative/mutualistic outcomes. Such benefits have been termed “social heterosis” (Nonacs
440 and Kapheim 2007), and can be considered *systemic variance effects*. For example, Uitdehaag
441 (2011) models a system where individuals differ in how their resource acquisition is affected by
442 environmental fluctuations. This proposes that fitness can be buffered if individuals engage in a
443 mutualism with partners that are different from them, so they perform well in different
444 conditions and can support each other at different times. Such mutualisms would only emerge
445 when there is sufficient intraspecific variation in environmental responses.

446

447 Beneficial effects of variation between participants and individual specialisation may occur in
448 various types of interactions. In male-female interactions, intraspecific variation in reproductive
449 roles is an inherent characteristic of the interaction partners. Barta (2016), shows that increased
450 role/task specialisation (e.g. sexes providing distinct forms of parental care) can promote the
451 evolution of cooperation in male-female interactions, and similarly, task specialisation can
452 promote cooperation between conspecifics (e.g. the use of use different foraging strategies).

453 Modelling of inter- or intraspecific microbial interactions suggests that the degree of functional
454 specialisation may be non-linearly related to the qualitative outcome of interactions (Estrela et
455 al. 2016), where intermediate levels of functional benefits provided between partners are most
456 likely to lead to cooperative outcomes. Considering leadership hierarchies in social groups as a
457 form of task/role specialisation, social hierarchies may make social groups more efficient but
458 this must be counterbalanced by within-group conflict over leadership (Hamilton 2013, Pinter-
459 Wollman et al. 2016). These studies highlight that the formation of a cooperative or antagonistic
460 interaction relies on balancing the benefits of cooperation with the interests of the individuals,
461 where one’s interaction partner and the potential benefits it may provide are key factors. In each
462 of the cases above, where the outcome of an interaction is based on trait similarity (or
463 dissimilarity) between partners, there is the potential for *systemic variance effects* to emerge, as

464 changes in the level of ITV in a population will alter the degree of differences between potential
465 interaction partners.

466

467 *Systemic variance effects*

468 *System variance effects* describe cases when a change in a population's level of ITV leads to
469 outcome variation at the population level, even if there is no direct trait-outcome covariation.

470 Notably, studies in our collection focusing on such variance effects were predominantly
471 theoretical and focused on intraspecific social interactions. For example, theory suggests that the
472 level of ITV in fecundity can alter patterns of relatedness within neighbourhoods, which can in
473 turn produce outcome variation at the group level (Rodrigues and Gardner 2013).

474

475 Prime examples of *systemic variance effects* concern ITV in competitive ability. For example,
476 cooperative food sharing can emerge with greater variation in resource acquisition between
477 individuals (Uitdehaag 2011, Barta 2016). Contrastingly, in hierarchical populations, greater
478 ITV in competitive foraging ability may reduce cooperative foraging as it becomes detrimental
479 to lower ranked individuals (Ranta et al. 1993). This is reflected in three-spined sticklebacks
480 who prefer schooling with similar-sized individuals (e.g. Ranta et al. 1992). These findings
481 suggest that phenotypic similarity in competitive ability can also promote cooperative outcomes
482 within social groups, despite the common assumption that there is more competition between
483 phenotypically similar individuals (see Barker et al. 2017). The direction of the effect may also
484 be context-dependent, for example in a producer-scrouter game, when resources are scarce,
485 individuals become less likely to exploit food patches found by others as the variation in
486 competitive ability increases, because only the most competitive individuals have a chance to
487 scrounge the few encountered food patches (Lee et al. 2016). But if resources are plenty,

488 scrounging frequency goes up with increasing ITV in competitive ability because more
489 individuals have the chance to take advantage of the large number of encountered food patches.
490
491 In competition for mating partners, if there is ITV in strength, costly displays can evolve that
492 help resolve potential fights and thus reduce antagonistic interactions (McNamara and Leimar
493 2010). Again, this effect can also go in the other direction. Franz et al. (2011) find that in a
494 model with non-heritable variation in fighting ability, increasing ability of interacting
495 individuals to accurately assess who is strongest destabilizes cooperative turn-taking strategies.
496 Thus, the interaction should become more antagonistic with increasing ITV in fighting ability.
497 Furthermore, genetic variation in traits related to competitive ability such as body size can lead
498 to indirect genetic effects. For example, Marjanovic et al. 2018 studied a model with
499 intraspecific variation in body size where an individual's growth depended on both its own trait
500 and the difference in trait compared to an interacting individual, multiplied by an interaction
501 coefficient. The interaction coefficient could range from antagonistic (larger individuals behaved
502 aggressively towards smaller individuals) to cooperative (larger individuals helped smaller
503 individuals) and coevolved with trait variation. There is substantial evidence that the level of
504 ITV in competitive ability can lead to outcome variation in intraspecific interactions, while the
505 direction of the effects may be positive or negative and potentially context dependent.
506
507 Similar to variation in competitive ability, the level of ITV in mate quality or attractiveness in a
508 population may also drive outcome variation in female-male interactions. The more variation in
509 male quality, the more repeatable is male mate finding success, and the less willing males may
510 be to invest in raising individual broods (Lehtonen and Kokko 2012).

511

512 *The stabilisation of cooperation via systemic variance effects and partner control mechanisms*

513 In this subsection we look at the effect of ITV in cooperative-antagonistic behaviours on the
514 emergence, maintenance and breakdown of predominantly cooperative/mutualistic interactions.
515 This can be considered a specific case where interaction outcomes are driven by both *systemic*
516 *variance effects* and trait-specific selective pressures (i.e. *trait frequency effects*). In mutualisms,
517 individuals may cheat and employ strategies that are detrimental to their interaction partner (e.g,
518 feeding on host tissue in cleaner-client fish mutualisms, Bshary and Grutter 2002), where
519 ‘cheater’ phenotypes may receive a fitness advantage by gaining benefits from the partner
520 species without reciprocating (Sachs 2013, Frederickson 2013). While this may potentially lead
521 to mutualism breakdown (see for example a rapid shift toward parasitism in the jellyfish
522 symbiont *Symbiodinium microadriaticum*; Sachs and Wilcox 2006), cases of evolutionary
523 breakdowns appear relatively rare (Sachs and Simms 2006). Furthermore, control mechanisms
524 against antagonistic individuals are often observed, for example through partner choice (e.g.
525 Bshary and Shaffer 2002, Jones et al. 2012) or selective provisioning of benefits based on the
526 partner behaviour (e.g. Edwards et al. 2006). Therefore, cheater phenotypes (introduced e.g.
527 through increasing ITV in behaviour) are often subject to trait specific selective pressures
528 intrinsic to their mutualistic partner (i.e. sanctions) that promote and maintain high levels of
529 mutualistic phenotypes.

530

531 Cheating also occurs in predominantly cooperative intraspecific interactions. The emergence of
532 cheater phenotypes represents shifts towards antagonism within populations, but often occurs
533 only at low frequencies because of negative frequency-dependent selection (Kraemer and
534 Velicer 2014), or other costs associated with the cheating (Aukema and Raffa 2004). Control
535 mechanisms may arise such as partner choice (Roberts 1998), or policing (i.e. aggressive
536 behaviour towards conspecifics as a punishment for mediating fitness losses due to competition,

537 Singh and Boomsma 2015). In social insects for example, the more efficient policing is, the
538 more cooperation (i.e. less selfish egg-laying by workers) is observed (Wenseleers and Ratnieks
539 2006). Models further suggest that cooperative behaviour can also be preserved through self-
540 restraint in highly related populations, without the need for policing (Frank 1996). The partner
541 control mechanisms of a species or the composition of policing phenotypes within a population
542 are factors that can buffer against the introduction of more antagonistic individuals into a
543 cooperative society and increase the overall level of cooperation.

544

545 ITV may be essential to the evolution of partner control mechanisms and the stability of
546 primarily mutualistic/cooperative interactions even in the face of cheaters. Variation in partner
547 quality introduced through various mechanisms (e.g. mutation, McNamara et al. 2004;
548 individual errors in decision making; Ito et al. 2017; migration, Foster and Kokko 2006) can
549 ensure that there are always sufficiently many cheater/defector phenotypes to incentivise the
550 evolution and maintenance of partner control mechanisms in cooperative social groups
551 (McNamara and Leimar 2010) and interspecific mutualisms (Johnstone and Bshary 2008, Song
552 and Feldman 2013). For example, Foster and Kokko (2006) studied a host-symbiont model and
553 found that sufficient standing genetic variation in symbiont quality is required to maintain host
554 choice and stabilise the mutualism. Analogous to cheater phenotypes, the emergence of
555 antagonistic defector cells (e.g. through mutation) and control mechanisms appear to stabilise
556 higher-level units of organisation in transitions to multicellularity (Michod and Roze 2001,
557 Michod and Nedelcu 2003, see also Rainey and Kerr 2010). In this case, first, an increase in ITV
558 supplies more cheater/defector individuals without necessarily shifting the average interaction
559 outcome (*systemic variance effect*), and this then induces selection pressures that change the
560 mean traits (e.g. host choosiness, and then by consequence also symbiont quality) leading to a

561 shift in the net interaction outcome towards greater cooperation (*trait frequency effect*, see Fig.
562 1C, pathway ii).

563

564 **IV. DISCUSSION**

565 For a long time, ITV was considered as noise around an optimum value, but variation both
566 between and within individuals is increasingly recognised as an important factor influencing
567 various ecological processes (Bolnick et al. 2003, 2011, Dall et al. 2012, Violle et al. 2012
568 Westneat et al. 2015). In this review, we identified two mechanisms through which ITV
569 influences outcome variation along cooperative-antagonistic continua. First, where there is trait-
570 outcome covariance in inter- or intraspecific interactions (e.g. Sinervo et al. 2007, Cantor et al.
571 2018), changes in the frequency of those traits may alter the quality of the average interaction
572 across a population (termed *trait frequency effects*, Fig. 1A). While many processes can lead to
573 frequency changes, we identified empirical examples of trait-specific selective pressures due to
574 extrinsic or intrinsic state factors (e.g. Aukema and Raffa 2004, Sinervo et al. 2007, Jones et al.
575 2012), and phenotypic plasticity (Walker et al. 2007, Menzel and Blüthgen 2010, van Dijk et al.
576 2010, 2012, Marshall et al. 2016). Also, geographic variation in traits (e.g. Helms and Helms
577 Cahan 2012) suggests that demographic changes through migration may be a source of outcome
578 variation. It has long been recognised that interaction outcomes may be conditional or context-
579 dependent, i.e. where the ecological context of an interaction, such as physical conditions or
580 third-party species alter the costs and benefits for interaction partners (Chamberlain et al. 2014;
581 Bronstein 1994; see for example Hajek et al. 2019). While context-dependency may also occur
582 without changes in trait frequency, e.g. through changing the frequencies of certain interactions
583 or their payoffs (cases that are often outside the scope of our study because they are not driven
584 by ITV), our systematic review identified many examples of outcome variance associated with
585 behavioural plasticity. Behavioural traits may also be subject to selection (Smith and Blumstein

586 2008, Trillmich et al. 2018), highlighting the particular importance of behavioural traits to
587 context-dependent outcomes.

588
589 Second, we described *systemic variance effects* (as in Fig. 1B), where the level of ITV in a trait
590 in a population (as opposed to the mean value) is the factor that influences the cooperative-
591 antagonistic outcome. As in social discrimination and kin selection contexts (Hamilton 1964,
592 Hochberg et al. 2003), greater among-individual variation may be expected to decrease
593 cooperation with conspecifics due to reduced indirect fitness benefits. In these cases, the
594 outcome variance appears to manifest through state-dependent expression of cooperative-
595 competitive behaviour at the individual level (e.g. as in Rodrigues and Gardner 2013, where the
596 average individual would behave less cooperatively in a high ITV population). Therefore, a
597 *systemic variance effect* derived from variance in one trait may occur by inducing plasticity or
598 selection in another trait (i.e. induce a *trait frequency effect*, Fig. 1C). While these effects are
599 closely entwined and outcome variation in a system may be driven by a combination of both
600 (e.g. in the case of partner control mechanisms), we consider it to be important to distinguish
601 between mean trait and variance effects, as different individual-level processes can drive
602 changes in the mean versus variance of traits within populations.

603
604 While processes like selection and phenotypic plasticity can shift the mean trait value within a
605 population, the level of ITV in a population is also not constant and may be influenced by
606 multiple processes. For example, mutation and migration/invasion may be sources of ITV and
607 introduce rare antagonistic phenotypes in predominantly mutualistic partner species (as
608 suggested in Foster and Kokko 2006, Frederickson 2013). Furthermore, selective pressure can
609 influence levels of ITV either directly, through selection on traits linked to interaction quality, or
610 indirectly through evolutionary trade-offs (Wolf and Weissing 2010). Additionally, phenotypic

611 plasticity may also be a source of ITV where there is environmental variation at an individual
612 level, and/or where individuals vary in their response to the environment (e.g. reaction norms,
613 Nussey et al. 2007, Dingemanse et al. 2010), such as trait canalization under optimal condition
614 (Careau et al. 2014), or exposure of cryptic genetic variation under extreme conditions (Paaby
615 and Rockman 2014). Environmental effects can alter levels of both between- and within-
616 individual variation, through bet-hedging strategies or sub-optimal performance (Wolf and
617 Weissing 2010). Thus, many factors influence the degree of ITV within a population and how
618 stable that variation is over time, which will have implications for the stability of interaction
619 outcomes.

620
621 We expect that the level of ITV and the type of trait involved in outcome variance is likely to
622 influence the nature of cooperative-antagonistic shifts and the time scale on which they happen.
623 Both *systemic variance effects* and *trait frequency effects* can occur on the time scale of an
624 individual life span if the traits involved show state-dependent phenotypic plasticity, or on a
625 longer evolutionary time scale spanning multiple generations if ITV is linked to heritable
626 genetic variation. For example, plasticity in behavioural phenotypes may occur rapidly (as in
627 Perez-Barberia et al. 2015), but behavioural traits can also be highly consistent over time and
628 heritable (Bergmüller et al. 2010) [e.g. dolphin foraging behaviours (per Cantor et al. 2018),
629 which may be maternally transmitted to offspring (Whitehead 2017)]. Moreover, expressing
630 phenotypic plasticity and maintaining the capacity to do so (e.g. via cognitive capacities) may
631 involve costs, which impose limits on plastic responses (Dewitt and Scheiner 2004).
632 Furthermore, the degree to which ITV is linked to heritable genetic variation may determine the
633 long term consequences of *trait frequency effects*. Where traits that determine interaction
634 outcomes are closely associated with an allele (e.g. Nicotra et al. 2009), changes in allele
635 frequency in the population will have intergenerational effects in interaction outcomes. In

636 extreme cases, selection on heritable traits can lead to qualitative evolutionary consequences,
637 e.g. mutualism breakdown, although this appears rare potentially due to the influence of partner
638 control mechanisms (Frederickson 2013, Sachs 2013). Whether any shift occurs, the persistence
639 of that shift, and its long-term implications may therefore be influenced by the ITV involved,
640 where highly labile traits linked to interaction outcomes may be associated with shifts over short
641 time scales, and more stable or heritable traits may be associated with longer-term shifts with
642 evolutionary consequences.

643

644 In our narrative overview of papers, some themes were prominent in both empirical and
645 theoretical studies, for example the degree of relatedness between participants. Additionally,
646 theory suggests that ITV in mutualist quality is required to maintain host-symbiont mutualisms,
647 because this maintains selection pressures for partner choice (e.g. Song and Feldman 2013),
648 where partner choice in response to mutualist variation is supported by empirical evidence
649 (Bshary and Schaffer 2002). On the other hand, studies considering the role of ITV and partner
650 controls in maintaining stable cooperative parent-offspring and female-male interactions were
651 largely absent. It is also notable that although many of theoretical papers in our collection
652 remain abstract, some of the theoretical papers are inspired by, or linked with, the behaviour of
653 specific species (e.g., Sinervo et al. 2007 on lizards, Van Dijk et al. 2012 on penduline tits).

654

655 There were also clear differences in topics covered in empirical and theoretical publications in
656 our collection. Among empirical studies, we found comparable numbers of papers for
657 intraspecific vs. interspecific interactions, but the vast majority of the theoretical papers in our
658 data set concern intraspecific interactions (see comparative proportions of interaction scales by
659 study type in Appendix S3, Fig. S3). An interesting mechanism among the empirical papers that
660 did not appear in any of the theoretical papers includes shifts between interspecific competition

661 and cooperation (e.g. dolphins and fishermen, ants). Another striking difference was that many
662 theoretical papers but only few empirical papers represent *systemic variance effects* at the
663 population level (Fig. 1B). For example, some of the theoretical papers suggest that trait
664 differences can serve as a tag for social discrimination and thereby promote cooperation or
665 provide information on competitiveness and fighting ability (e.g. Hochberg et al. 2003,
666 McNamara and Leimar 2010). Some of the theoretical papers also concern direct benefits of
667 variation among interacting individuals (e.g. Nonacs and Kapheim 2007, Uitdehaag 2011), a
668 mechanism that did not appear among empirical studies. Many empirical papers, on the other
669 hand, focus on ITV's role in determining whether the outcome of an interaction, for example
670 between an individual plant and its associated animal species, is antagonistic or cooperative.
671 Such trait shifts at the individual level may then lead to *trait frequency effects*.

672
673 Are the differences in literature coverage biologically meaningful, do they represent differences
674 in the amount of attention given to certain phenomena, or are they potentially a result of our
675 search/screening pipeline (e.g. due to the choice of search terms, inclusion criteria etc.)? We
676 speculate that practical considerations are a major factor, e.g. the shortage of empirical papers
677 reporting *systemic variance effects* may exist because of the additional burden of conducting
678 experiments where treatments manipulate population ITV, requiring replication at the
679 population level. Similarly, experimentally testing the effect of partner control mechanisms in
680 maintaining the evolutionary stability of mutualisms likely requires relatively longer-term,
681 multi-generation studies, while modelling approaches are well suited to dealing with
682 evolutionary timescales. Based on the differences between empirical research and theory, we
683 suggest that the following topics may be interesting areas for future research. Although
684 logistically challenging, future experiments that manipulate the level of ITV and track shifts at
685 the population level and/or at an evolutionary time scale (e.g. in experimental evolution studies

686 with short-lived organisms) would be extremely valuable. Such experiments could test
687 predictions by some of the theoretical papers in our data set, e.g. whether variation in fecundity
688 among individuals promotes cooperation by increasing relatedness (Rodrigues and Gardner
689 2013), or further explore the directional conditionality of *systemic variance effects* due to ITV in
690 competitive ability (picking up from Ranta et al. 1992, 1993). On the theoretical side, we
691 suggest that it would be valuable to build models that allow shifts along the antagonism-
692 cooperation axis to emerge more mechanistically from the underlying biological processes,
693 taking into account costs and benefits at the individual level. For example, models for plant-
694 animal interactions could take into account multiple processes (e.g. herbivory and pollination)
695 and study how intraspecific variation in one or both partners affects the quality of the
696 interaction.

697

698 We believe there is value in considering shifts on cooperation-antagonism continua from an
699 individual perspective, as phenotypic variation among individuals is a key component of
700 mechanisms that lead to shifts in the qualitative outcomes of interactions in ecological
701 timeframes. There is a diverse range of traits involved (although behavioural ITV appears
702 particularly important), wherein the level of ITV and the particular trait involved (particularly its
703 plasticity and heritability) are likely to influence interaction-outcome variance over ecological
704 time frames, and their long-term evolutionary implications. Notably, the research interest in this
705 topic is greatly increasing across interaction scales and interaction types, and there is wide scope
706 for future integration given the particularly broad scope of this topic (for further information see
707 publication trend analysis and conceptual mapping, Appendix S3, Fig S4-S5). We also believe
708 that applying current evidence synthesis techniques as we have here (i.e. systematic literature
709 searches, transparently reported and reproducible review methods etc.) can promote greater
710 integration of empirical research and theory into this topic to better inform future research.

711

712 **GLOSSARY**

713 **Trait:** Any characteristic of an individual organism that may or may not be heritable, including
714 genotype, sex, morphology, behaviour, condition, social status etc..

715 **Intraspecific trait variation ‘ITV’:** Variation in traits among individuals of the same species,
716 (i.e. among-individual variation), including variation driven by phenotypic plasticity (i.e. within-
717 individual variation; per Dingemanse et al. 2010).

718 **Phenotypic plasticity:** Phenotypic expression influenced by intrinsic or extrinsic environmental
719 factors, including an individual’s current environment (i.e. state-dependent plasticity, per Wolf
720 and Weissing 2010), or their past/early-life environment (e.g. developmental plasticity; Dewitt
721 and Scheiner 2004).

722 **Scale of an interaction:** The hierarchical level under consideration, e.g. cells within an
723 individual, individuals within a population, or multiple interacting species.

724 **State:** Any element of an individual's extrinsic or intrinsic environment that is strategically
725 relevant to their future fitness (Wolf and Weissing 2010).

726 **Interaction quality:** The outcome of an interaction along a cooperative-antagonistic continuum.

727 **Outcome variance:** Variation in interaction quality, e.g. where interaction quality differs
728 between individuals of the same population, or the interaction quality for an individual or a
729 population changes over time or context.

730 **Trait frequency effect:** Changes in the frequency of a trait in a population leading to a net
731 change in interaction quality. This may apply to interactions within the population, or
732 interactions of that population with another species or conspecific group.

733 **Systemic variance effect:** Changes in the level of ITV within a population leading to a net
734 change in interaction quality, e.g. an interaction becomes more or less cooperative/antagonistic
735 due to an increase or decrease in trait variation within a population.

736

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756

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1051

1052 **SUPPORTING INFORMATION**

1053 **Appendix S1.** Search strategy and information sources.

1054 **Appendix S2.** Study selection.

1055 **Appendix S3.** Publication trends and bibliometric analysis.

1056 **Appendix S4.** Included studies summary information