SENSITIVITY TO THE GENERALIZED OTHER AND THE STEREOTYPIC JUDGMENT WITH CONTROL FOR ASSIMILATIVE PROJECTION

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ABSTRACT

The present study was primarily concerned with investigating the effects of the self-response of the perceiver, the probability of occurrence of the behavior judged and the sex of the perceiver on the ability to judge the generalized other and on the predisposition to make stereotypic judgments of specific others with control for assimilative projection. The degree of certainty of all predictions was also examined.

Male and female judges predicted the responses (i.e., true or false) of the generalized other and of a number of specific others to various personality statements. These prediction statements were selected from those to which the perceiver had previously given his own response. Statements employed were either pro-majority or anti-majority, the judge's own response being either consistent or contrary with the response of the majority. Statements were also of high or low endorsement frequency. Limited information about each of the specific target persons was presented in the form of personality statements that they had supposedly endorsed.

Judges were more accurate in predicting the response of the generalized other and more certain of these predictions on pro-majority than anti-majority statements. That is, judges were less accurate and less judgmentally certain when their self-response conflicted with the majority response. Accuracy scores were also greater on

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high endorsement than on low endorsement frequency statements. In predicting the response of the specific other, judges made more stereotypic predictions, i.e. predictions consistent with the norm, on high endorsement than on low endorsement frequency statements. Judges were also more certain of their predictions about high than low information targets. An interaction between endorsement frequency and self-response of the perceiver showed that judges were more certain on high than on low endorsement frequency statements only where these statements had been answered in the pro-majority direction by the perceiver. Implications of the findings and suggestions for further research were discussed.

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CHAPTER I

STATEMENT OF THE PROBLEM

In forming impressions of others the perceiver
often extends beyond the information available. In
doing so, he may rely on a number of cognitive and
judgmental processes. Of particular interest in the
present study is the tendency to make stereotypic judg-
ments, i.e., judgments about specific others made consist-
ent with the norm. For example, since most people are
"friendly," the perceiver may be predisposed to rate
specific others as "friendly." Within this framework, it
is necessary to distinguish between the ability to
predict norms and the tendency to make stereotypic
judgments, particularly since the perceiver's ability
may not necessarily lead to his predisposition. In this
way various correlates of the ability and of the pre-
disposition may be examined.

In investigating sensitivity to the generalized
other and the stereotypic judgment of specific others,
the potentially conflicting judgmental process of
assimilative projection must be accounted for. Although
conceptually distinct, the stereotypic judgment and the
assimilative projection judgment may be operationally
confounded (Bronfenbrenner, Harding and Gallwey, 1958;
Hastorf and Bender, 1952). The above prediction that

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the target person is "friendly" may reflect a stereotypic prediction, or on the other hand, for most judges, an assimilative projection prediction since most judges would themselves be "friendly." It is therefore necessary to provide an experimental design in which these two processes may be operationally distinguished. This distinction is particularly important with extreme norms, since the more extreme the probability of occurrence or absence of a trait in others, the greater the liklihood that both the target person and the judge approach this norm, i.e. that they are similar. Where the judge's own behavior is contrary to the norm, he might be expected to be less accurate in predicting the response of the generalized other, to make fewer stereotypic predictions about specific others, and in both tasks to be less certain of his predictions because of this possible conflict.

Purpose of the Present Study

The purpose of the present study was to investigate the effects of (1) the self-response of the perceiver to selected personality statements, thereby accounting for assimilative projection; (2) the endorsement frequency of these statements; and (3) the sex of the perceiver on the following dependent measures: (1) the ability to predict norms and (2) judgmental certainty. In addition, the present study examined relationships between (1) the self-response of the perceiver to selected personality

statements; (2) the endorsement frequency of these statements; (3) the sex of the perceiver; and (4) the amount of target information on the following dependent measures: (1) the tendency to make stereotypic judgments with control for assimilative projection, and (2) judgmental certainty.

CHAPTER II

REVIEW OF THE LITERATURE

Sensitivity to the Generalized Other and the Stereotypic Judgment

Various approaches have been applied to the examination of sensitivity to the generalized other employing primarily two methods of assessment, a direct and an indirect one. In the direct method the judge is explicitly instructed to predict the responses of the generalized other, his judgments being compared with the known norm. The indirect method, on the other hand, instructs the judge to make predictions about a number of specific others. These judgments are then compared with the average response of the targets and a stereotypic accuracy score is obtained (Cronbach, 1955). Unfortunately, the direct method only assesses the ability to judge the norm and not the predisposition, whereas the indirect method operationally fails to distinguish between the ability and the predisposition such that the perceiver's ability cannot be inferred from his accuracy score. In the present study, therefore, the direct method was used in assessing ability to predict norms, and a variant of the indirect method to examine the tendency to make stereotypic judgments.

Bronfenbrenner, Harding and Gallwey (1958) assessed some of the correlates of the judge's ability to predict

the norm. Subjects were asked to check from a list of
25 desirable and 25 undesirable adjectives those that
applied to them, and then to estimate the percentage of
college students who would do the same. The accuracy
score was based on the difference between the actual
percentage of college students who checked an adjective
and the subject's estimate of this percentage. They
found that a person's accuracy in gauging the typical
response of the group was relatively independent of his
ability to recognize differences among specific individuals
within the group. Further, they made several somewhat
unsuccessful attempts to develop a "pure" measure of
sensitivity to the generalized other which would be
independent of the judge's similarity to the norm. Little
other research has directly examined the judge's ability
to perceive trait norms, although Travers (1943) examined
judgments of group knowledge, and Wallen (1943) had
subjects predict group opinion, both studies using the
direct method. Of particular interest to the present
study, Travers found that subjects tended to assume that
their knowledge was similar to the group's knowledge;
the greater their own knowledge, the higher the percentage
of the group they assumed had completed a number of
questions correctly. Chowdry and Newcomb (1952) and
Lorge and Dymond (1954) also used the direct method to
assess accuracy of perceived norms, although they were
not concerned with personality norms. Additional evidence
has suggested that ability to predict norms is a specific

rather than a general trait. That is, the ability to judge the norms of one group may not be related to the ability to judge the norms of another group. For example, Johnson (1963) found that in predicting the interests of various groups, accurate judges of sex differences were not necessarily good judges of age differences, of differences between psychologists and nonpsychologists or of differences between unskilled and professional workers. Zavala (1960) and Silkiner (1962) reached a similar conclusion. Johnson (1963) also related his stereotype-accuracy scores with individual differences over a wide variety of demographic, personality and aptitude measures, high scorers being somewhat older, more intelligent, better listeners and more open-minded.

It appears that few studies have directly examined correlates of the predisposition to make stereotypic judgments. Rather, emphasis has been given to the effects of this predisposition on predictive accuracy. Lindgren and Robinson (1953) prepared normative keys based on the responses of 100 students, and applied these keys to the judge's predictions about a number of specific others. This method produced a score which represented the tendency of a judge to conform to the norm in his predictions. They found that stereotypic judgments accounted for much of the predictive accuracy. Cline and Richards (1960) examined overall predictive accuracy in terms of Cronbach's (1955) components of the accuracy score,

including stereotypic accuracy. Again, the stereotype accuracy component was largely responsible for the good judge's overall predictive accuracy. Various other studies have been concerned with the effects of stereotype information on predictive accuracy (Gage, 1952; Stelmachers and McHugh, 1964). For example, Stelmachers and McHugh found that simple stereotype information such as age and sex resulted in predictions just as accurate as those based on more elaborate target information such as a biographical questionnaire, interest and activities questionnaire, sentence completions test, and history material collected from hospital charts and interviews of the target.

Sex of the Perceiver

The sex of the perceiver as a factor in the perception of the personality of others has been extensively reviewed elsewhere (Bruner and Tagiuri, 1954; Cline, 1964; Shrauger and Altrocchi, 1964; Taft, 1955; and Tagiuri, 1968). Although the relationships appear to be complex and at times inconsistent, it has been generally agreed that the sex of the perceiver is an extremely important variable in person perception. For example, Tagiuri (1968) stated "whenever investigators have analyzed their data separately for male and female judges, they have tended to observe differences." (p. 68).

Relative to the present study, Bronfenbrenner et al

(1958) found no sex differences in the ability to predict norms. Nevertheless, sex differences in the predisposition to make stereotypic judgments might be expected.

Amount of Target Information

The amount of target information and such variants as length of acquaintance and familiarity have been important variables within the investigation of the accuracy of person perception (i.e. Hollander, 1956; and Cline, 1964). It is generally assumed, as Koltuv (1962) has noted, that perceiver biases are manifested with more frequency and greater intensity under conditions where information about the stimulus object is minimal and ambiguous. This suggests that the tendency to make stereotypic judgments might be inversely related to the amount of target information which is redundant. For this reason, the effects of amount of information were expected to be minimal, although the sheer qualitative aspects of additional information may result in greater judgmental certainty, as evidenced by Weidman (1968).

CHAPTER III

METHOD

Self-Response Questionnaire[1]

A self-response personality questionnaire was prepared
containing statements drawn from the 20 content scales of
the Personality Research Form (PRF - Jackson, 1967). The
statements selected had either high (.75 to .95) or low
(.10 to .25) endorsement proportions; these proportions
being defined in terms of the percentage of the normative
population responding "true" to a particular statement.
In addition, all statements were neutral in desirability,
these values based on item-desirability scale score
biserial correlations. These statistics were based on
data gathered from male and female university students in
the development of the PRF. There were 88 statements
satisfying these requirements. Fifty-two filler items
of moderate endorsement proportion were selected from
the same 20 PRF scales. The order of these 140 items was
randomly determined, but constant over subjects.

The questionnaire was administered under standard
personality inventory instructions. That is, subjects

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[1]
    A copy of the self-response personality questionnaire
and all experimental materials are presented in Appendix B.

were instructed to respond either true or false as they
felt each statement applied to them. Each subject
completed the self-response questionnaire on two occasions
separated by a one-week interval.

Experimental Materials

Prediction Statements

For each subject, statements from 14^2 of the 20
content scales which were consistently answered over the
two test administrations in the direction opposite to
their endorsement frequency were used to prepare the
individual subject's set of statements on which he was
to make predictions about others. This set of statements
was incorporated into a prediction booklet. Subjects
with less than the arbitrarily set minimum of five anti-
majority statements were eliminated from the sample. The
largest number of anti-majority responses for any one
subject was ten. Thus the number of anti-majority state-
ments per subject ranged from an arbitrary minimum of
five to a maximum of ten. In addition, statements were

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[2]
The following scales were used: Dominance,
Exhibition, Impulsivity, Aggression, Affiliation, Harm-
avoidance, Play, Autonomy, Achievement, Change, Succorance,
Order, Cognitive Structure and Endurance. Statements from
the remaining six content scales were excluded since
these scales were highly related to the target information
scales. This precaution was necessary since high relation-
ships have been shown to have an extremely strong influence
on the direction of the judge's prediction, (Lay, 1968;
Lay and Burdick, 1968; and Weidman, 1968), and consequently,
would be expected to overwhelm other judgmental predis-
positions such as the stereotypic judgment under study.

selected which had been consistently answered in the
endorsement frequency direction (pro-majority statements);
for example, high endorsement frequency statements consis-
tently answered true. These statements were matched for
scale and endorsement frequency with the anti-majority
statements. For some anti-majority frequency statements
no matching items from the same scale were available. In
this case a pro-majority statement with similar endorse-
ment frequency was randomly selected from available
statements of other scales.

The order of anti-majority and matched pro-majority
statements in the individual prediction booklets was
random for each judge. The necessary number of filler
statements was added so that each set of prediction
statements consisted of twenty items. These individually
prepared sets of prediction statements were used in
judging each target person.

Target Information

Target information was presented in the form of
personality statements that the target person had suppos-
edly endorsed. Two targets were described by content
true-keyed statements and two targets by content false-
keyed statements selected from each of the following four
scales of the PRF: Defendence, Abasement, Succorance, and
Autonomy. Under conditions of low information, two
statements were presented per target; under conditions of
high information, six statements. Statements selected had

moderate endorsement frequencies and were neutral in desirability. Four targets were thereby created for each of the four scales, resulting in sixteen targets in all. For example, there were four target persons described by statements selected from the Defendence scale; one target by two content true-keyed statements; one by two content false-keyed statements; one by six content true-keyed statements; and the fourth by six content false-keyed statements. Formation of the targets representing the other three scales was similar.

Since it was not desirable to have each subject judge all sixteen targets, two information booklets were prepared, each booklet containing eight targets. Booklet I contained high-information Succorance targets, low-information Defendence targets, high-information Abasement targets, and low-information Autonomy targets. Booklet II contained low-information Succorance targets, high-information Defendence targets, low-information Abasement targets, and high-information Autonomy targets.

The information booklets were randomly assigned to the judges with the restriction that one-half of the male judges and one-half of the female judges received Booklet I, and the other half Booklet II.

Tasks

The judges were asked to form an impression of the target having been told that the person had responded

true to each of the information statements. Their task was to predict how the target person had responded to the set of response statements (i.e. true or false) and to indicate the degree of certainty of each of their predictions. In making their certainty ratings, the judges used a nine-point scale ranging from "extremely uncertain" to "extremely certain."

After following this procedure for all eight targets, subjects were given a second set of instructions asking them to predict how "the majority of university students in general" would answer the same response statements. If they thought that the majority of university students (i.e. greater than 50%) would answer a statement true, they were to circle the "T" to the right of the statement; if they thought that the majority would answer the statement false, they were to circle the "F." Again, they were asked to indicate the degree of certainty of their judgments.

Administrative Procedure

The self-response questionnaire was presented during sessions I and II which were one week apart. The individual prediction booklets and target information booklets were presented in the third session which followed the second by two weeks. The subjects were asked in each session to place their name and seat number on their booklets and to sit in the same seat each session.

Booklets were distributed before the subjects entered
the testing room and it was therefore possible to
distribute the appropriate individual prediction and target
information booklets in the same manner as the self-
response questionnaire. This procedure was very similar
to the testing procedure employed in Psychology 120, the
course taken by all these students. It is likely there-
fore, that the subjects were unaware that their booklets
had been individually prepared. Instructions were printed
on the first page of each self-response questionnaire
and target information booklet. The subjects were
encouraged to read the instructions carefully, and to ask
questions whenever necessary.

Subjects

Subjects were 28 male and 28 female university
students enrolled in an introductory Psychology course.
A greater number of subjects completed the questionnaires
(n = 92). Their number was first reduced by 25, since
these subjects had less than the minimum of five anti-
majority frequency self-responses, and further reduced
by eight subjects who lacked suitable response statements
in one or more of the experimental cells. Also, in order
to obtain an equal number per cell, four females were
randomly selected from the reduced sample and excluded
from the final analysis.

CHAPTER IV

RESULTS

Because subjects varied in their total number of
anti-majority statements and matched pro-majority state-
ments, Pearson product-moment correlations were computed
between the number of prediction statements within each
subject's sample and the magnitude of the dependent
variables. The correlations were all small, ranging from
-.02 to -.15, and only the correlation obtained with the
accuracy of normative prediction scores was significant
($r = -.15$, $\underline{df} = 190$, $p < .05$). Thus it would appear that
the number of statements within each subject's sample
was not substantially related to any of the dependent
measures.

Judgment of the Generalized Other

Accuracy of Judgments

The judge's predictions of the majority responses
were scored in terms of accuracy, an accurate judgment
being one in the direction of the known endorsement
frequency. Accuracy scores were derived for each subject
by dividing the number of predictions in the endorsement
frequency direction by the total number of predictions
made. A 2x2x2 analysis of variance was applied to the
data, the independent variables being the self-response
of the perceiver in relation to the norm, the sex of the
perceiver, and the endorsement frequency of the prediction

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TABLE I

MEAN ACCURACY SCORE FOR MALE AND FEMALE JUDGES ON PRO-MAJORITY AND
ANTI-MAJORITY STATEMENTS OF HIGH AND LOW ENDORSEMENT FREQUENCY

Endorsement Frequency	Self-Response				
	Pro-Majority		Anti-Majority		Total
	Male	Female	Male	Female	
High	.88	.89	.67	.70	.79
Low	.75	.62	.51	.58	.62
Total	.82	.76	.59	.64	

TABLE 2

MEAN JUDGMENTAL CERTAINTY RATING FOR MALE AND FEMALE JUDGES ON PRO-MAJORITY
AND ANTI-MAJORITY STATEMENTS OF HIGH AND LOW ENDORSEMENT FREQUENCY

Endorsement Frequency	Self-Response				
	Pro-Majority		Anti-Majority		Total
	Male	Female	Male	Female	
High	6.5	6.9	6.1	6.0	6.4
Low	6.6	6.1	5.9	6.0	6.2
Total	6.6	6.5	6.0	6.0	

statements.

The mean accuracy score for male and for female judges on pro-majority and anti-majority statements of high and low endorsement frequency is presented in Table 1. As expected, accuracy scores were greater with pro-majority than with anti-majority statements ($F = 14.0$, $df = 1,46$, $p < .001$). That is, judges more accurately predicted the majority response when they had responded in the endorsement frequency direction themselves. Judges were also more accurate when predicting majority responses to high endorsement than to low endorsement frequency statements ($F = 11.8$, $df = 1,46$, $p < .001$).

Judgmental Certainty

The judgmental certainty ratings were assigned a value from one to nine, with the largest value representing extreme certainty. The mean certainty rating for male and for female judges on pro-majority and anti-majority statements of high and low endorsement frequency is presented in Table 2. As expected, judges were more certain of their ratings on pro-majority than on anti-majority statements ($F = 12.1$, $df = 1,46$, $p < .001$).

Judgment of Specific Others

Number of Stereotypic Predictions

Predictions of the target's responses to the anti-majority statements were scored in terms of their consistency with the direction of the endorsement frequency.

TABLE 3

MEAN STEREOTYPIC JUDGMENT SCORES FOR MALE AND FEMALE JUDGES ON HIGH ENDORSEMENT
AND LOW ENDORSEMENT FREQUENCY STATEMENTS WITH HIGH AND LOW INFORMATION TARGETS

| Endorsement Frequency | Amount of Information | | | | Total |
| | High | | Low | | |
	Male	Female	Male	Female	
High	.56	.60	.58	.55	.57
Low	.46	.43	.47	.45	.45
Total	.51	.52	.53	.50	

TABLE 4

MEAN JUDGMENTAL CERTAINTY RATINGS FOR MALE AND FEMALE JUDGES ON PRO-MAJORITY
AND ANTI-MAJORITY STATEMENTS OF HIGH AND LOW ENDORSEMENT
FREQUENCY WITH HIGH AND LOW INFORMATION TARGETS

Endorsement Frequency	Amount of Information								Total
	High				Low				
	Pro-Majority		Anti-Majority		Pro-Majority		Anti-Majority		
	Male	Female	Male	Female	Male	Female	Male	Female	
High	6.3	6.1	6.6	6.7	6.0	6.0	5.7	6.5	6.2
Low	6.4	6.5	6.0	6.2	5.7	6.0	5.7	6.0	6.1
Total	6.4	6.3	6.3	6.5	5.9	6.0	5.7	6.3	

Stereotypic judgment scores were obtained by dividing
the number of predictions made in the endorsement frequency
direction by the total number of judgments made. Only
those statements which the judge himself had responded
to in the anti-majority direction were considered since
the effect of assimilative projection was being controlled
for. A 2x2x2 analysis of variance was applied to the
data, the independent variables being sex of the judge,
endorsement frequency of the prediction statements, and
the amount of target information.

The mean stereotypic judgment score for male and
for female judges on high and low endorsement frequency
statements under high and low target information is
presented in Table 3. Judges made more stereotypic
judgments in predicting responses to high endorsement
than to low endorsement frequency statements. (F = 12.9,
$\underline{df}$ = 1,54, p<.001).

Judgmental Certainty

As before, the judgmental certainty ratings were
assigned a value from one to nine, the largest value
representing extreme certainty. A 2x2x2x2 analysis of
variance was applied to the data with the self-response
of the perceiver being added to the independent variables.

The mean judgmental certainty rating for male and
female judges on pro-majority and anti-majority frequency
with high and low information targets is presented in
Table 4. Judges were more certain of their ratings on
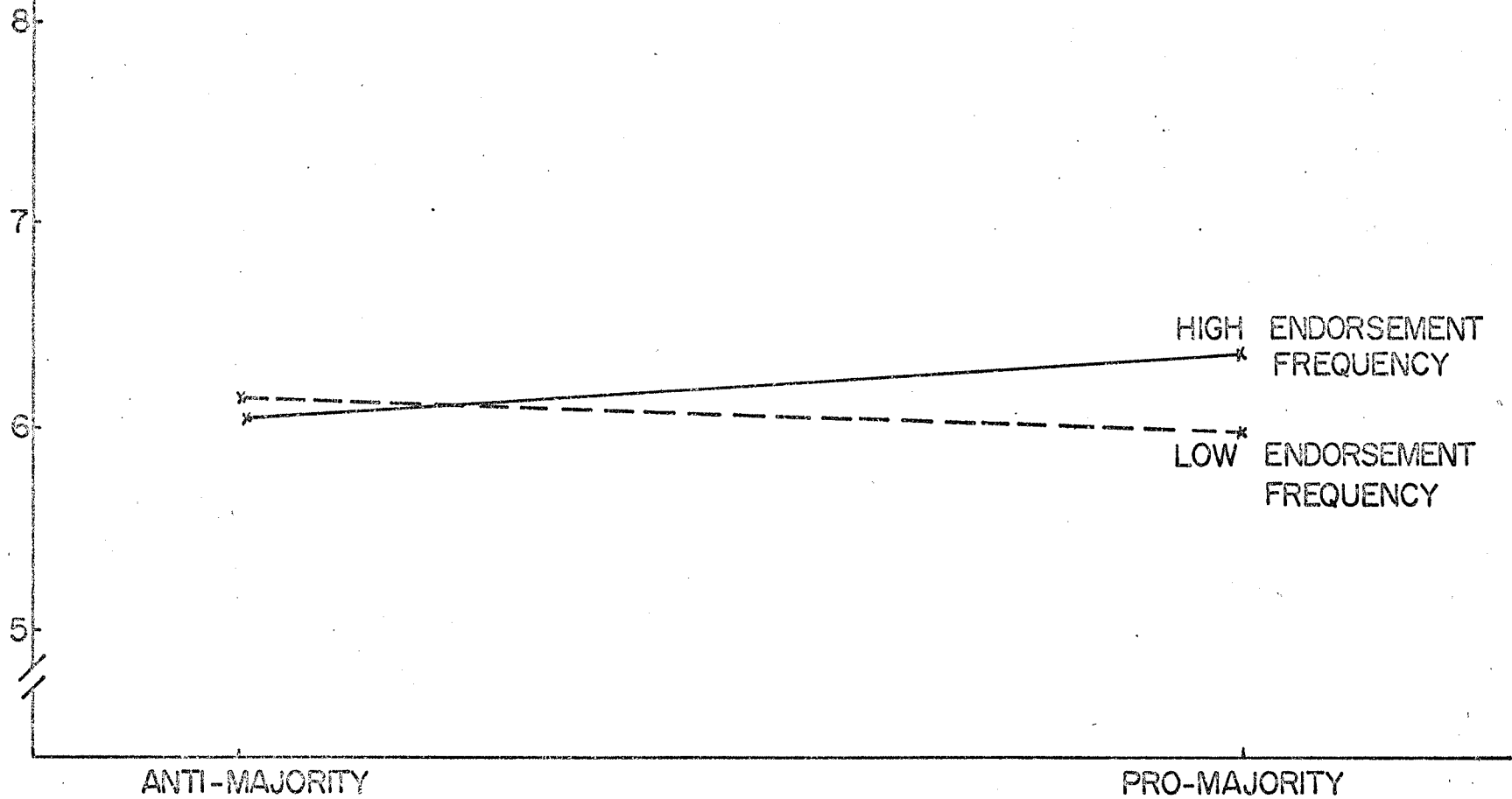
FIG. I   ENDORSEMENT FREQUENCY BY SELF-RESPONSE INTERACTION OF
JUDGMENTAL CERTAINTY

high than on low information targets (F = 12.8, $\underline{df}$ = 1,44, p<.001). That is, judges were more certain of their ratings when they had more redundant information about the target. The interaction between endorsement frequency and self-response of the perceiver was significant (F = 6.6, $\underline{df}$ = 1,44, p<.02). The interaction is presented in Figure 1. With pro-majority items judges were significantly more certain on high than on low endorsement frequency statements (t = 6.0, $\underline{df}$ = 22, p<.001), although there was no difference in certainty between the high and the low endorsement frequency anti-majority statements.

CHAPTER V

DISCUSSION

As expected, the judge's self-response tended to
distort his perception of the group norm in the direction
of assimilation. At the same time, the judge appeared
to experience conflict on anti-majority statements, as
reflected in his lower certainty. What must now be
considered is the extent to which the assimilative
projection judgment actually reflects a judgment made
consistent with the perceived norm, albeit an inaccurately
perceived norm distorted in the direction of self-response.
For example, consider the situation in which the subject's
self-response on the high endorsement frequency state-
ment "I admire free, spontaneous people", is false.
Although this response would be in the anti-majority
direction, due to assimilation the judge might incorrectly
assume that the normative response is false. Then, in
judging specific others, his prediction of a false
response, normally viewed as assimilative projection may
actually reflect a stereotypic prediction.

Judges were found to be more accurate in predicting
responses of the generalized other and to make more
stereotypic judgments on high endorsement frequency
statements. These findings may simply reflect an
acquiescence response tendency, i.e., a preference for a
"true" prediction. In judging the response of the
generalized other, this tendency would of course lead to

an accurate response on high endorsement frequency
statements. This same result would occur, however, if
judges were more readily able to perceive that which is
characteristic of others. That is, judges may customarily
view the attributes of others in terms of traits possessed
and may therefore be experientially less facile in making
"uncharacteristic" judgments. In order to examine the
tendency to acquiesce, it is suggested that further
research instruct the judges to predict the responses of
the minority rather than the majority. If acquiescence
is operating, the judges should be more accurate when
predicting the low endorsement frequency statements since,
in this case, a true response leads to an accurate
prediction for low endorsement frequency statements and
a false response for high endorsement statements. On
the other hand, the judges' repeated tendency to be more
accurate on high endorsement than on low endorsement
frequency statements would support the suggested
alternative interpretation.

In the present study, a stereotypic judgment was
assessed in terms of correspondence between the direction
of the prediction of the specific other and the known
norm. Where norms are inaccurately perceived, however,
the predisposition may be understated. That is, although
predictions may not be in the direction of the "true"
norm, they may be in the direction of the judge's
perceived norm. It is suggested therefore, that further

research examine the judge's tendency to make predictions in the direction of the _perceived_ norm.

The lack of sex differences in the present study is consistent with the results of Bronfenbrenner _et al_ (1958). Sex of target and a sex of judge by sex of target interaction were not considered, however. Future research should examine the effects of manipulating this dyadic aspect of the target information in anticipation of complex sex interactions.

To extend the findings of the present study, it is suggested that subsequent research consider a task which involves finer discriminations; for example, instructing the subjects to predict the percentage agreement by a population, rather than the less differentiating task of indicating the direction of the majority response.

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APPENDIX A

ANALYSIS OF VARIANCE TABLES

TABLE I

ANALYSIS OF VARIANCE FOR ACCURACY OF JUDGMENTS
OF THE GENERALIZED OTHER

SOURCE	DF	MS	F
BT S's	47		
Sex (A)	1	.2	.0
S's W	46	9.4	
W S's	144		
Endorsement frequency (B)	1	145.6	11.8***
A x B	1	3.2	.3
B x S's	46	12.3	
Level of conflict (C)	1	141.8	14.0***
A x C	1	16.0	1.6
C x S's	46	10.1	
B x C	1	4.0	.5
A x B x C	1	8.5	1.1
B x C x S's	46	8.1	

*** $p < .001$

TABLE II

ANALYSIS OF VARIANCE FOR CERTAINTY OF JUDGMENTS
OF THE GENERALIZED OTHER

SOURCE	DF	MS	F
BT S's	47		
Sex (A)	1	.0	.0
S's W	46	4.7	
W S's	144		
Endorsement frequency (B)	1	1.9	2.1
A x B	1	1.5	1.7
B x S's	46	.9	
Level of conflict (C)	1	12.5	12.1***
A x C	1	.1	.1
C x S's	46	1.0	
B x C	1	.8	.6
A x B x C	1	3.0	2.2
B x C x S's	46	1.3	

*** p<.001

TABLE III

ANALYSIS OF VARIANCE FOR THE NUMBER OF STEREOTYPIC PREDICTIONS OF SPECIFIC OTHERS

SOURCE	DF	MS	F
BT S's	55		
Sex (A)	1	.7	.1
S's W	54	7.6	
W S's	168		
Endorsement frequency (B)	1	75.9	13.0***
A x B	1	.9	.2
B x S's	54	5.8	
Level of information (C)	1	.0	.0
A x C	1	1.3	.3
C x S's	54	4.3	
B x C	1	.9	2.2
A x B x C	1	3.0	.7
B x C x S's	54	4.0	

*** $p < .001$

TABLE IV

ANALYSIS OF VARIANCE FOR CERTAINTY OF
PREDICTIONS OF SPECIFIC OTHERS

SOURCE	DF	MS	F
BT S's	45		
Sex (A)	1	2.9	.4
S's W	44	8.3	
W S's	322		
Endorsement frequency (B)	1	1.8	1.4
A x B	1	.2	.1
B x S's	44	1.2	
Level of information (C)	1	14.9	12.9***
A x C	1	2.2	1.9
C x S's	44	1.2	
Level of conflict (D)	1	.3	.3
A x D	1	2.3	2.5
D x S's	44	.9	
B x C	1	.0	.0
A x B x C	1	.4	.5
B x C x S's	44	.8	
B x D	1	4.6	6.6*
A x B x D	1	1.2	1.7
B x D x S's	44	.7	
C x D	1	.0	.0
A x C x D	1	.0	.0
C x D x S's	44	.7	
B x C x D	1	2.2	3.6
A x B x C x D	1	.4	.7
B x C x D x S's	44	.6	

* p<.05
*** p<.001

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APPENDIX B

EXPERIMENTAL MATERIALS

TABLE I

SELF-RESPONSE QUESTIONNAIRE

PERSONALITY RESEARCH FORM

Form A

Directions

On the following pages you will find a series of
statements which a person might use to describe himself.
Read each statement and decide whether or not it
describes you. Then indicate on the separate answer
sheet.

If you agree with a statement or decide that it
does describe you, answer, TRUE. If you disagree with
a statement or feel that it is not descriptive of you,
answer FALSE.

In marking your answers on the answer sheet, be
sure that the number of the statement you have just read
is the same as the number on the answer sheet.

ANSWER EVERY STATEMENT either true or false,
even if you are not completely sure of your answer.

TABLE I (cont.)

1. I don't like the feeling of wind in my hair.

2. I deliberately keep people from getting to know me too well.

3. I am usually very self-sufficient.

4. I won't leave a project unfinished even if I am very tired.

5. I would never allow someone to blame me for something which was not my fault.

6. I like to have my neck massaged.

7. If someone does something I don't like, I seldom say anything.

8. If I get tired while playing a game, I generally stop playing.

9. I usually feel insecure unless I am near someone whom I can ask for support.

10. Family obligations make me feel important.

11. It doesn't affect me one way or another to see a child being spanked.

12. I enjoy work more than play.

13. I like the feeling of speed.

14. Adventures where I am on my own are a little frightening to me.

15. I would be satisfied to stay at the same job indefinitely.

16. I do not like to see anyone receive bad news.

17. I am willing to work longer at a project than are most people.

18. I don't believe in sticking to something when there is little chance of success.

19. I usually have some reason for the things I do rather than just doing them for my own amusement.

20. If I believe something is true, I try to prove that my theory will hold up in actual practice.

TABLE I (cont.)

21. If I have to stand in line, I seldom try to cut ahead of the other people.

22. I let people get ahead of me when waiting in a line since they probably have something more important to do than I do.

23. Sometimes people say I neglect other important aspects of my life because I work so hard.

24. When I was a child I wanted to be independent.

25. Several people have embarrassed me publicly but I always take it like a good sport.

26. I can't imagine myself jumping out of an airplane as skydivers do.

27. When I am being introduced, I don't like the person to make lengthy comments about what I have done.

28. I see no reason to change the color of my room once I have painted it.

29. I like to be in the spotlight.

30. I would like to have a job in which I didn't have to answer to anyone.

31. I don't mind being conspicuous.

32. I am always looking for new routes to take on a trip.

33. I don't mind answering questions about my family or friends when applying for a job.

34. I sometimes take the blame for things that aren't really my fault in order to make someone else feel better.

35. I get a kick out of seeing someone I dislike appear foolish in front of others.

36. All cheeses taste the same to me.

37. My greatest desire is to be independent and free.

38. The opinions that important people have of me cause me little concern.

39. I am too shy to tell jokes.

TABLE I (cont.)

40. I would enjoy the feeling of riding to the top of an unfinished skyscraper in an open elevator.

41. I rarely sit and watch the water at a beach or stream.

42. Things that would annoy most people seem humorous to me.

43. I often make people angry by teasing them.

44. I often monopolize a conversation.

45. I would never pass up something that sounded like fun just because it was a little bit hazardous.

46. I am the kind of person who is always doing errands for others.

47. I like the way my muscles tingle after a good workout.

48. People's tears tend to irritate me more than to arouse my sympathy.

49. I seldom feel like hitting anyone.

50. I avoid some hobbies and sports because of their dangerous nature.

51. When I hit a snag in what I am doing, I don't stop until I have found a way to get around it.

52. I like to change the pictures on my walls frequently.

53. I swear a lot.

54. It would take me a long time to adapt to living in a foreign country.

55. I will continue working on a problem even with a severe headache.

56. I would rather make new and different friends than spend time with my old friends.

57. I like to work on several projects at the same time so I can change from one to another.

58. If I had to do something I didn't like, I would put it off and hope that someone else might do it.

TABLE I (cont.)

59. When I was in school, I preferred to work on one subject until I had finished the assignment.

60. I would enjoy being a popular singer with a large fan club.

61. Inner satisfaction rather than fame is my goal in life.

62. If I have brought something home, I often drop it on a chair or table as I enter.

63. I believe that a person who is incapable of enjoying the people around him misses much in life.

64. Others think I am lively and witty.

65. Surf-board riding would be too dangerous for me.

66. I find that for most jobs the combined effort of several people will accomplish more than one person working alone.

67. I would enjoy exploring an old deserted house at night.

68. I am easily distracted when I am tired.

69. If someone hurts me, I just try to forget about it.

70. I try to get out of jobs that would require using dangerous tools or machinery.

71. I perform in public whenever I have the opportunity.

72. I am quite independent of the people I know.

73. When I see someone I know from a distance, I don't go out of my way to say "hello."

74. I would like to wander freely from country to country.

75. If I were going to an art exhibit, I would first try to learn about the artist, his style and technique, his philosophy of art, and the story behind each piece of work.

76. I spend a lot of time visiting friends.

77. I don't particularly enjoy being the object of someone's jokes.

TABLE I (cont.)

78. I like to run through heaps of fallen leaves.

79. I never attempt to be the life of the party.

80. I would not like the fame that goes with being a great athlete.

81. When I find a good way to do something, I avoid experimenting with new ways.

82. I would like the type of work which would keep me constantly on the move.

83. I admire free, spontaneous people.

84. When I have a choice between work and enjoying myself, I usually work.

85. I enjoy parties, shows, games--anything for fun.

86. I find that I sometimes forget to "look before I leap."

87. I rarely notice how things smell.

88. I like to have people talk about things I have done.

89. Practical jokes aren't at all funny to me.

90. I very much enjoy being complimented.

91. I don't mind doing all the work myself if it is necessary to complete what I have begun.

92. I would be content to live in the same town for the rest of my life.

93. I like to listen to the sound of rain falling.

94. I think that trying to be the center of attention is a sign of bad taste.

95. I would like to drive a motorcycle.

96. I often set goals that are very difficult to reach.

97. I try to be in the company of friends as much as possible.

98. I would never be the "low man on the totem pole" if I could help it.

TABLE I (cont.)

99. Having a home has a tendency to tie a person down more than I would like.

100. I can do my best work when I have the encouragement of others.

101. I don't want to be away from my family too much.

102. I am very persistent and efficient even when I have been working for many hours without rest.

103. I don't enjoy confused conversations where people are unsure of what they mean to say.

104. When someone thinks I should not finish a project, I am usually willing to follow his advice.

105. When I need money, it makes me feel good to know that someone can help me out.

106. I get disgusted with myself when I have not learned something properly.

107. I would very much like to know how and why natural events occur in the way they do.

108. The smell of freshly-baked bread makes my mouth water.

109. The idea of acting in front of a large group doesn't appeal to me.

110. When I was a child, I showed no interest in books.

111. Going barefoot in cool grass is great fun.

112. I go out of my way to meet people.

113. Most people have a hard time predicting how I will respond to something they say to me.

114. I prefer to take care of things for myself, rather than have others watch out for me.

115. I truly enjoy myself at social functions.

116. I have a specific routine of recreational activities.

117. When I feel ill, I stop working and try to get some rest.

TABLE I (cont.)

118. If I have had an accident, I want sympathy from no one.

119. I have little interest in leading others.

120. I want to remain unhampered by obligations to friends.

121. I consider it important to be held in high esteem by those I know.

122. My likes and dislikes are the same from year to year.

123. I like to have new things to eat from week to week.

124. I have never seen a statue that reminded me of a real person.

125. I would never apologize if someone bumps into me and it was his fault.

126. Usually I would rather go somewhere alone than go to a party.

127. If people want a job done which requires patience, they ask me.

128. Abstract ideas are of little use to me.

129. Sometimes a certain smell reminds me of a place or experience in my past.

130. Changes in routine disturb me.

131. Since people are always looking for a person's weak spots, I am careful never to talk about mine.

132. I feel very sorry for lonely people.

133. I love to tell, and listen to, jokes and funny stories.

134. Most animals are rather uninteresting to watch.

135. I am not very insistent in an argument.

136. I often try to grasp the relationships between different things that happen.

137. When I talk to a doctor, I want him to give me a detailed explanation of any illness I have.

TABLE I (cont.)

138. It is more important to me to be good at a sport than to know about literature or science.

139. I try not to let anyone else take credit for my work.

140. I like to go to stores with which I am quite familiar.

TABLE II

DEPARTMENT OF PSYCHOLOGY

UNIVERSITY OF MANITOBA

RESPONSE BOOKLET

44

TABLE II (cont.)

Extremely
uncertain   Extremely
                                                  certain

1   2   3   4   5   6   7   8   9

Person <u>A</u>

1. When I have a choice between work and enjoy-
   ing myself, I usually work.   T   F____

2. Having a home has a tendency to tie a
   person down more than I would like.   T   F____

3. I am not very insistent in an argument.   T   F____

4. I often monopolize a conversation.   T   F____

5. I would not like the fame that goes with
   being a great athlete.   T   F____

6. Things that would annoy most people seem
   humorous to me.   T   F____

7. Practical jokes aren't at all funny to me.   T   F____

8. If I have had an accident, I want
   sympathy from no one.   T   F____

9. I have little interest in leading others.   T   F____

10. The smell of freshly-baked bread makes my
    mouth water.   T   F____

11. Family obligations make me feel important.   T   F____

12. Sometimes people say I neglect other
    important aspects of my life because I
    work so hard.   T   F____

13. It doesn't affect me one way or another to
    see a child being spanked.   T   F____

14. I am very persistent and efficient even when
    I have been working for many hours without
    rest.   T   F____

15. I admire free, spontaneous people.   T   F____

16. I find that I sometimes forget to "look
    before I leap."   T   F____

TABLE II (cont.)

17. I would like to drive a motor cycle.   T F____

18. My greatest desire is to be independent
    and free.   T F____

19. I consider it important to be held in high
    esteem by those I know.   T F____

20. I prefer to take care of things for myself,
    rather than have others watch out for me.   T F____

TABLE II (cont.)

Extremely uncertain							Extremely certain	
1	2	3	4	5	6	7	8	9

Person B

1. When I have a choice between work and enjoy-
   ing myself, I usually work.   T F___

2. Having a home has a tendency to tie a person
   down more than I would like.   T F___

3. I am not very insistent in an argument.   T F___

4. I often monopolize a conversation.   T F___

5. I would not like the fame that goes with
   being a great athlete.   T F___

6. Things that would annoy most people seem
   humorous to me.   T F___

7. Practical jokes aren't at all funny to me.   T F___

8. If I have had an accident, I was
   sympathy from no one.   T F___

9. I have little interest in leading others.   T F___

10. The smell of freshly-baked bread makes
    my mouth water.   T F___

11. Family obligations make me feel important.   T F___

12. Sometimes people say I neglect other
    important aspects of my life because I
    work so hard.   T F___

13. It doesn't affect me one way or another to
    see a child being spanked.   T F___

14. I am very persistent and efficient even when
    I have been working for many hours without
    rest.   T F___

15. I admire free, spontaneous people.   T F___

16. I find that I sometimes forget to "look
    before I leap."   T F___

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
    and free.   T   F___

19. I consider it important to be held in high
    esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
    rather than have others watch out for me. T   F___

TABLE II (cont.)

Extremely   Extremely
<u>un</u>certain   certain

1   2   3   4   5   6   7   8   9

Person <u>C</u>

1. When I have a choice between work and enjoy-
    ing myself, I usually work.   T   F___

2. Having a home has a tendency to tie a person
    down more than I would like.   T   F___

3. I am not very insistent in an argument.   T   F___

4. I often monopolize a conversation.   T   F___

5. I would not like the fame that goes with
    being a great athlete.   T   F___

6. Things that would annoy most people seem
    humorous to me.   T   F___

7. Practical jokes aren't at all funny to me.   T   F___

8. If I have had an accident, I want sympathy
    from no one.   T   F___

9. I have little interest in leading others.   T   F___

10. The smell of freshly-baked bread makes
    my mouth water.   T   F___

11. Family obligations make me feel important.   T   F___

12. Sometimes people say I neglect other
    important aspects of my life because I
    work so hard.   T   F___

13. It doesn't affect me one way or another to
    see a child being spanked.   T   F___

14. I am very persistent and efficient even
    when I have been working for many hours
    without rest.   T   F___

15. I admire free, spontaneous people.   T   F___

16. I find that I sometimes forget to "look
    before I leap."   T   F___

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
    and free.   T   F___

19. I consider it important to be held in high
    esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
    rather than have others watch out for me.   T   F___

TABLE II (cont.)

Extremely
uncertain

Extremely
certain

1   2   3   4   5   6   7   8   9

Person D

1. When I have a choice between work and enjoy-
    ing myself, I usually work.   T   F___

2. Having a home has a tendency to tie a person
    down more than I would like.   T   F___

3. I am not very insistent in an argument.   T   F___

4. I often monopolize a conversation.   T   F___

5. I would not like the fame that goes with
    being a great athlete.   T   F___

6. Things that would annoy most people seem
    humorous to me.   T   F___

7. Practical jokes aren't at all funny to me.   T   F___

8. If I have had an accident, I want sympathy
    from no one.   T   F___

9. I have little interest in leading others.   T   F___

10. The smell of freshly-baked bread makes my
    mouth water.   T   F___

11. Family obligations make me feel important.   T   F___

12. Sometimes people say I neglect other
    important aspects of my life because I
    work so hard.   T   F___

13. It doesn't affect me one way or another to
    see a child being spanked.   T   F___

14. I am very persistent and efficient even
    when I have been working for many hours
    without rest.   T   F___

15. I admire, free, spontaneous people.   T   F___

16. I find that I sometimes forget to "look
    before I leap."   T   F___

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
    and free.   T   F___

19. I consider it important to be held in high
    esteem by those I know.   T   F___

20. I prefer to take care of things myself,
    rather than have others watch out for me.   T   F___

TABLE II (cont.)

Extremely   Extremely
uncertain   certain

1   2   3   4   5   6   7   8   9

Person E

1. When I have a choice between work and enjoy-
   ing myself, I usually work.   T   F___

2. Having a home has a tendency to tie a person
   down more than I would like.   T   F___

3. I am not very insistent in an argument.   T   F___

4. I often monopolize a conversation.   T   F___

5. I would not like the fame that goes with
   being a great athlete.   T   F___

6. Things that would annoy most people seem
   humorous to me.   T   F___

7. Practical jokes aren't at all funny to me.   T   F___

8. If I have had an accident, I want sympathy
   from no one.   T   F___

9. I have little interest in leading others.   T   F___

10. The smell of freshly-baked bread makes my
    mouth water.   T   F___

11. Family obligations make me feel important.   T   F___

12. Sometimes people say I neglect other
    important aspects of my life because I
    work so hard.   T   F___

13. It doesn't affect me one way or another to
    see a child being spanked.   T   F___

14. I am very persistent and efficient even when
    I have been working for many hours without
    rest.   T   F___

15. I admire free, spontaneous people.   T   F___

16. I find that I sometimes forget to "look
    before I leap."   T   F___

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
     and free.   T   F___

19. I consider it important to be held in high
     esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
     rather than have others watch out for me.   T   F___

TABLE II (cont.)

Extremely uncertain							Extremely certain	
1	2	3	4	5	6	7	8	9

Person F

1. When I have a choice between work and enjoying myself, I usually work.   T   F____

2. Having a home has a tendency to tie a person down more than I would like.   T   F____

3. I am not very insistent in an argument.   T   F____

4. I often monopolize a conversation.   T   F____

5. I would not like the fame that goes with being a great athlete.   T   F____

6. Things that would annoy most people seem humorous to me.   T   F____

7. Practical jokes aren't at all funny to me.   T   F____

8. If I have had an accident, I want sympathy from no one.   T   F____

9. I have little interest in leading others.   T   F____

10. The smell of freshly-baked bread makes my mouth water.   T   F____

11. Family obligations make me feel important.   T   F____

12. Sometimes people say I neglect other important aspects of my life because I work so hard.   T   F____

13. It doesn't affect me one way or another to see a child being spanked.   T   F____

14. I am very persistent and efficient even when I have been working for many hours without rest.   T   F____

15. I admire free, spontaneous people.   T   F____

16. I find that I sometimes forget to "look before I leap."   T   F____

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
    and free.   T   F___

19. I consider it important to be held in high
    esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
    rather than have others watch out for me.   T   F___

TABLE II (cont.)

Extremely uncertain							Extremely certain	
1	2	3	4	5	6	7	8	9

Person G

1. When I have a choice between work and enjoying myself, I usually work.   T   F____

2. Having a home has a tendency to tie a person down more than I would like.   T   F____

3. I am not very insistent in an argument.   T   F____

4. I often monopolize a conversation.   T   F____

5. I would not like the fame that goes with being a great athlete.   T   F____

6. Things that would annoy most people seem humorous to me.   T   F____

7. Practical jokes aren't at all funny to me.   T   F____

8. If I have had an accident, I want sympathy from no one.   T   F____

9. I have little interest in leading others.   T   F____

10. The smell of freshly-baked bread makes my mouth water.   T   F____

11. Family obligations make me feel important.   T   F____

12. Sometimes people say I neglect other important aspects of my life because I work so hard.   T   F____

13. It doesn't affect me one way or another to see a child being spanked.   T   F____

14. I am very persistent and efficient even when I have been working for many hours without rest.   T   F____

15. I admire free, spontaneous people.   T   F____

16. I find that I sometimes forget to "look before I leap."   T   F____

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
    and free.   T   F___

19. I consider it important to be held in high
    esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
    rather than have others watch out for me.   T   F___

TABLE II (cont.)

Extremely
uncertain

Extremely
certain

1   2   3   4   5   6   7   8   9

Person H

1. When I have a choice between work and enjoy-
    ing myself, I usually work.   T   F___

2. Having a home has a tendency to tie a person
    down more than I would like.   T   F___

3. I am not very insistent in an argument.   T   F___

4. I often monopolize a conversation.   T   F___

5. I would not like the fame that goes with
    being a great athlete.   T   F___

6. Things that would annoy most people seem
    humorous to me.   T   F___

7. Practical jokes aren't at all funny to me.   T   F___

8. If I have had an accident, I want sympathy
    from no one.   T   F___

9. I have little interest in leading others.   T   F___

10. The smell of freshly-baked bread makes my
    mouth water.   T   F___

11. Family obligations make me feel important.   T   F___

12. Sometimes people say I neglect other
    important aspects of my life because I
    work so hard.   T   F___

13. It doesn't affect me one way or another
    to see a child being spanked.   T   F___

14. I am very persistent and efficient even
    when I have been working for many hours
    without rest.   T   F___

15. I admire free, spontaneous people.   T   F___

16. I find that I sometimes forget to "look
    before I leap."   T   F___

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
    and free.   T   F___

19. I consider it important to be held in high
    esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
    rather than have others watch out for me.   T   F___

TABLE II (cont.)

Extremely uncertain							Extremely certain
1	2	3	4	5	6	7	8	9

Person __

1. When I have a choice between work and enjoy-ing myself, I usually work. T F____

2. Having a home has a tendency to tie a person down more than I would like. T F____

3. I am not very insistent in an argument. T F____

4. I often monopolize a conversation. T F____

5. I would not like the fame that goes with being a great athlete. T F____

6. Things that would annoy most people seem humerous to me. T F____

7. Practical jokes aren't at all funny to me. T F____

8. If I have had an accident, I want sympathy from no one. T F____

9. I have little interest in leading others. T F____

10. The smell of freshly-baked bread makes my mouth water. T F____

11. Family obligations make me feel important. T F____

12. Sometimes people say I neglect other important aspects of my life because I work so hard. T F____

13. It doesn't affect me one way or another to see a child being spanked. T F____

14. I am very persistent and efficient even when I have been working for many hours without rest. T F____

15. I admire free, spontaneous people. T F____

16. I find that I sometimes forget to "look before I leap." T F____

TABLE II (cont.)

17. I would like to drive a motor cycle.   T   F___

18. My greatest desire is to be independent
     and free.   T   F___

19. I consider it important to be held in high
     esteem by those I know.   T   F___

20. I prefer to take care of things for myself,
     rather than have others watch out for me.   T   F___

TABLE III

DEPARTMENT OF PSYCHOLOGY

University of Manitoba

Instructions

    This survey is part of a basic research program
in personality and the ability to judge the personality
of others. Your task will be to predict how others
answer various personality statements.

    Personality questionnaires have been administered
to other university students, including the persons
about whom you will be asked to make your predictions.
Information about each person to be judged is
presented on the following pages. This information is
given in the form of personality statements that the
person has answered TRUE (e.g., I truly enjoy myself
at social functions. T   F). Read the statements.
Then, with the knowledge that this person has answered
TRUE to these statements, try to form an impression of
the person.

    Your first task will be to predict how this person
answered other personality statements. These statements
are found in the response booklet. If you feel that
this person answered a statement TRUE, then you would
circle the T to the right of the statement; if you feel
that this person answered a statement FALSE, then you
would circle the F. In addition, for each statement,
you are to indicate the degree of certainty of your
judgment. Use the nine-point scale shown below as a
guide in making your certainty ratings. This scale
ranges from extremely uncertain (number 1) through to
extremely certain (number 9). Thus, if you are extremely
certain of a particular judgment, you would place a 9
in the space to the right of the statement; if you are
extremely uncertain of your judgment you would place a
1 in the space provided. Please try to use all 9
categories in making your certainty ratings.

         Extremely   Extremely
         uncertain   certain

          1   2   3   4   5   6   7   8   9

e.g. Loyalty to my friends is quite important
         to me.   T   F   7

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TABLE III (cont.)

Remember, for each statement in the response book-
let, you are to predict whether the person answered the
statement TRUE or FALSE and then indicate the degree
of certainty of your judgment.

The personality statements on which you will make
your predictions are the same for each person described.
Make certain that the person indicated on the information
sheet (e.g., Person A) corresponds to the person
indicated at the top of the page in the response booklet
(i.e., Person A). When you have finished making your
predictions about the first person, go on to the next
person. Please make sure that you have rated all
eight persons (A to H inclusive).

When you are finished, please raise your hand.
You will then be given a second sheet of instructions.

If at any time you do not understand the instruc-
tions, please tell the experimenter. If you have any
comments or questions regarding the study, please feel
free to write them on the back of the answer sheet.
We will be glad to discuss them with you. Thank you
for your co-operation.

TABLE III (cont.)

Person A

1. If I ever think that I am in danger, my first reaction is to look for help from someone.   T F

2. I often seek out other people's advice.   T F

3. I like to be with people who assume a protective attitude toward me.   T F

4. I usually tell others of my misfortunes because they might be able to assist me.   T F

5. I think it would be best to marry someone who is more mature and less dependent than I.   T F

6. The thought of being alone in the world frightens me.   T F

TABLE III (cont.)

Person B

1. I tend to react strongly to remarks which
   find fault with my personal appearance.   T   F

2. I don't like people to joke about what they
   feel are my short comings.   T   F

TABLE III (cont.)

Person C

1. I avoid situations which would make me
   seem inferior.   T   F

2. I don't particularly enjoy being the object
   of someone's jokes.   T   F

3. I try not to let anyone else take credit
   for my work.   T   F

4. I would never allow someone to blame me
   for something which was not my fault.   T   F

5. I do everything in my power not to have to
   admit defeat.   T   F

6. I resent being punished.   T   F

TABLE III (cont.)

<u>Person D</u>

1. I often do things just because social
   custom dictates.   T   F

2. Adventures where I am on my own are a little
   frightening to me.   T   F

TABLE III (cont.)

<u>Person E</u>

1. When someone presents me with strong
    arguments, I usually try to settle on
    some middle ground.   T   F

2. If someone finds fault with me I either
    listen quietly or just ignore the whole
    thing.   T   F

TABLE III (cont.)

Person F

1. When I was a child, I disliked it if my
   mother was always fussing over me.   T F

2. If I feel sick, I don't like to have friends
   or relatives fuss over me.   T F

3. I am perfectly capable of solving my personal
   problems without consulting anyone.   T F

4. I usually make decisions without consult-
   ing others.   T F

5. I prefer to face my problems by myself.   T F

6. I would not like to be married to a
   protective person.   T F

TABLE III (cont.)

Person G

1. I would like to have a job in which I didn't
   have to answer to anyone.   T   F

2. I delight in feeling unattached.   T   F

TABLE III (cont.)

Person H

1. I sometimes take the blame for things that
   aren't really my fault in order to make
   someone else feel better.   T   F

2. Several people have embarrassed me
   publicly but I always take it like a
   good sport.   T   F

3. When people try to make me feel important,
   I feel guilty and uncomfortable about it.   T   F

4. I like to be the first to apologize after
   an argument.   T   F

5. Sometimes I let people push me around so
   they can feel important.   T   F

6. I am the kind of person who is always
   doing errands for others.   T   F

TABLE IV

DEPARTMENT OF PSYCHOLOGY

University of Manitoba

<u>Instructions</u>

This survey is part of a basic research program
in personality and the ability to judge the personality
of others. Your task will be to predict how others
answer various personality statements.

Personality questionnaires have been administered
to other university students, including the persons
about whom you will be asked to make your predictions.
Information about each person to be judged is presented
on the following pages. This information is given in
the form of personality statements <u>that the person has
answered TRUE</u> (e.g., I truly enjoy myself at social
functions. T F). Read the statements. Then, with
the knowledge that this person has answered TRUE to
these statements, try to form an impression of the person.

Your first task will be to predict how this person
answered other personality statements. These statements
are found in the response booklet. If you feel that
this person answered a statement TRUE, then you would
circle the <u>T</u> to the right of the statement; if you feel
that this person answered a statement FALSE, then you
would circle the <u>F</u>. In addition, for each statement,
you are to indicate <u>the degree of certainty of your
judgment</u>. Use the nine-point scale shown below as a
guide in making your certainty ratings. This scale
ranges from extremely <u>uncertain</u> (number 1) through to
extremely certain (number 9). Thus, if you are <u>extremely
certain</u> of a particular judgment, you would place a 9
in the space to the right of the statement, if you are
<u>extremely uncertain</u> of your judgment you would place a
1 in the space provided. Please try to use all 9
categories in making your certainty ratings.

Extremely   Extremely
<u>uncertain</u>   certain

    1   2   3   4   5   6   7   8   9

e.g. Loyalty to my friends is quite important
        to me.   T   F   <u>7</u>

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Remember, for each statement in the response booklet, you are to predict whether the person answered the statement TRUE or FALSE and then indicate the degree of certainty of your judgment.

The personality statements on which you will make your predictions are the same for each person described. Make certain that the person indicated on the information sheet (e.g., Person A) corresponds to the person indicated at the top of the page in the response booklet (i.e., Person A). When you have finished making your predictions about the first person, go on to the next person. Please make sure that you have rated all eight persons (A to H inclusive).

When you are finished, please raise your hand. You will then be given a second sheet of instructions.

If at any time you do not understand the instructions, please tell the experimenter. If you have any comments or questions regarding the study, please feel free to write them on the back of the answer sheet. We will be glad to discuss them with you. Thank you for your co-operation.

TABLE IV (cont.)

Person A

1. I tend to react strongly to remarks which
   find fault with my personal appearance.   T   F

2. I don't like people to joke about what
   they feel are my short comings.   T   F

3. I am always ready to defend myself
   against remarks people might make about
   me or my friends.   T   F

4. When someone opposes me on an issue, I
   usually find myself taking an even
   stronger stand than I did at first.   T   F

5. I try never to allow anyone to get the
   upper hand with me.   T   F

6. I would get into a long discussion
   rather than admit I am wrong.   T   F

TABLE IV (cont.)

Person B

1. I delight in feeling unattached.   T   F

2. My greatest desire is to be independent
   and free.   T   F

3. When I was a child, I wanted to be
   independent.   T   F

4. I find that I can think better without
   having to bother with advice from
   others.   T   F

5. If I have a problem, I like to work it
   out alone.   T   F

6. I would like to have a job in which I
   didn't have to answer to anyone.   T   F

TABLE IV (cont.)

Person C

1. When I was a child, I disliked it if my
   mother was always fussing over me.　　　T　　F

2. I prefer to face my problem by myself.　　T　　F

TABLE IV (cont.)

Person D

1. I try not to let anyone else take credit
   for my work.   T   F

2. I resent being punished.   T   F

TABLE IV (cont.)

Person E

1. I usually tell others of my misfortunes
   because they might be able to assist me.   T   F

2. I like to be with people who assume a
   protective attitude toward me.   T   F

TABLE IV (cont.)

Person F

1. I like to be the first to apologize after
   an argument.   T   F

2. Sometimes I let people push me around so
   they can feel important.   T   F

TABLE IV (cont.)

Person G

1. When someone presents me with strong arguments, I usually try to settle on some middle ground.　　　　　　　T　　F

2. I usually let unkind things someone might say about me pass without making any return comment.　　　　　　　T　　F

3. If faced by a good argument, I am usually willing to change my position even on important issues.　　　　　　T　　F

4. I am only very rarely in a position where I feel a need to actively argue for a point of view I hold.　　　　　　T　　F

5. If someone finds fault with me I either listen quietly or just ignore the whole thing.　　　　　　　　T　　F

6. I don't get angry when people laugh at my errors.　　　　　　　　T　　F

TABLE IV (cont.)

Person H

1. I usually try to share my problems with
   someone who can help me.   T   F

2. Family obligations make me feel important.   T   F

3. I don't want to be away from my family
   too much.   T   F

4. Adventures where I am on my own are a
   little frightening to me.   T   F

5. I respect rules because they guide me.   T   F

6. I often do things just because social
   custom dictates.   T   F

TABLE V

DEPARTMENT OF PSYCHOLOGY

University of Manitoba

<u>Instructions</u>

The last page of the response booklet also
contains the 20 personality statements on which you
have just made your predictions. Your second task
is to predict how <u>the majority of university students
in general</u> would answer these statements. That is,
if you feel that the majority of university students
(i.e., greater than 50%) would answer a statement
TRUE, then circle the T to the right of the statement;
if you feel that the majority (i.e., greater than 50%)
would answer a statement FALSE, then circle the F to
the right of the statement. In addition, for each
statement, indicate the degree of certainty of your
judgment.