SEX OF THE PERCEIVER, INFORMATION VARIABLES, AND THE IMPRESSION FORMATION PROCESS

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ABSTRACT

The general purpose of this investigation was to examine, within a population of college students, the effects of the sex of the judge and the strength of the bases for prediction (i.e., relevance and amount of target information) on various impression formation processes. Relevance of information was defined by the degree of inferential relationship between given and predicted traits. Amount of information was varied by asking judges to make predictions about a familiar and an unfamiliar target.

In Group A, 40 male and 40 female judges, using a nine-point scale, rated the certainty of their predictions on statements of high or low and positive or negative inferential relationship to the target information (Study I) and of their friend - stranger judgments (Study III). The dependent variables examined in this group were the tendency to make trait inference judgments(i.e., predictions made in the direction of the inferential relationship - Study I), and judgmental certainty (Studies I and III). In Group B, 34 male and 34 female judges were instructed to omit those items on which they did not feel they could make a prediction with any degree of confidence. The dependent variable examined here was the number of predictions made (Studies I and III). The 35 male and 35 female judges in Group C were permitted to seek additional information before making their predictions on statements of high or low inferential relationship (Study II). The number of information statements examined before making a prediction was the dependent variable in this group.

The hypothesis that judges would be more certain of their predictions and more willing to make a prediction when there was a strong

rather than a weak basis for their prediction was supported. The prediction that judges would seek less information before making a prediction when there was a strong rather than a weak basis for prediction received only tentative support. It was suggested that counterbalancing the order in which the targets are judged might provide more conclusive results.

Limited support was obtained for the hypothesis that females would be more rational in their judgmental behaviour than males in that differences between strong and weak bases for prediction would be reflected more clearly in the judgments of the females. The difference in judgmental certainty on statements of high and low positive inferential relationship was greater for the females than for the males. In addition, friend - stranger differences tended to be greater for the females than for the males.

Female judges made more trait inference judgments and were more certain than males in Study I, suggesting that they may be more sensitive to trait inferential relationships. They were not more willing to make predictions, however, and they sought as much information as the males (Study II), suggesting indirectly that they may be more cautious than males.

In Study I, judges made more trait inference judgments, were more certain, and were more willing to predict when there was a positive than a negative inferential relationship. The degree of inferential relationship by direction of inferential relationship interactions obtained for the number of trait inference judgments and for judgmental certainty indicated that the effects of the direction of inferential

relationship were particularly evident under conditions of high inferential relationship.

In conclusion, it was demonstrated that the strength of the basis for prediction, the direction of the inferential relationship, and the sex of the judge are important variables to be considered in examining impression formation processes.

ACKNOWLEDGMENTS

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CHAPTER I

INTRODUCTION

In the perception of the personality of others, the perceiver tends to form an overall impression on the basis of limited and incomplete information. Investigations of impression formation have focused primarily upon two major classes of variables. The first concerns individual differences in the perceiver, such as age, sex and personality. A second area of interest concerns the manner in which an impression is determined by the information that is available. Impressions may be formed on the basis of any information, but obviously some types of information are more relevant than others to the formation of a particular impression. For example, if a person is to predict whether an individual is an accountant, the information that he is interested in mathematics provides a stronger basis for the judgment than the knowledge that he enjoys fishing. In addition, increasing the amount of information would increase the strength of the basis for prediction. Thus, the knowledge that the person is also a professional provides a stronger basis for predicting whether or not he is an accountant than knowledge only that he is interested in mathematics. Information can, therefore, be considered as providing a strong or weak basis for making a particular judgment about the personality of others. The stronger the basis, the more rational is the judgment.

The strength of the basis for prediction would be expected to influence various aspects of the impression formation process. For

example, judges would be expected to be more certain and more willing to make a prediction, and to seek less information before making a prediction when there is a strong rather than a weak basis for their judgments. The present study has investigated within a population of college students, the effects of the sex of the perceiver and the strength of the basis for prediction on various impression formation processes.

Historical Background

Sex of the judge. The largely inconsistent findings on the sex of the judge in person perception have been discussed elsewhere (Bruner & Tagiuri, 1954; Taft, 1955; and Shrauger & Altrocchi, 1964). Relevant to the variables under consideration in the present study, some investigators have found females to be more certain of their judgments than males (Lay, 1968) and more extreme (Shapiro & Tagiuri, 1959). However, females were not more willing to make predictions (Lay, 1968) and sought more information (Nidorf & Corckett, 1964), suggesting that they may be more cautious than males. Of particular interest in the present study was the sex of the judge by the relevance of information interaction reported by Lay (1968). Females were more certain when there was a strong basis for prediction (i.e., high relevance of information) than when there was a weak basis (i.e., low relevance of information), but there was no difference for the males. It appears, therefore, that sex differences may be examined in terms of the strength of the bases for prediction. In view of the sex by relevance of information interaction (Lay, 1968), and the Wallach & Kogan (1959) finding that females were

more extreme in their judgments than males when they were subjectively certain, but less extreme when they were not certain, it is possible that females are more rational in their judgmental behaviour than males. The difference between a strong and a weak basis for prediction may have a clearer effect on the judgmental behaviour of the females. In order to investigate this proposed interaction with the sex of the judge, the strength of the bases for prediction was varied in several ways. Background research relevant to the various studies is discussed in detail below.

Relevance of information. The relevance of the target information to the judged characteristics provided one variation of the strength of basis for prediction. In this study, information relevance was considered as the degree of inferential relationship between the target information and the predicted statements, defined in terms of the perceived probability of joint occurrence (e.g., the perceived probability of Trait B given the occurrence of Trait A). Several investigators in the area of person perception have been concerned with trait inferential relationships and the tendency of judges to make trait inference judgments. The literature in this area has been extensively reviewed elsewhere (Lay, 1968). Frequently, these investigators have found a high degree of consensus across judges (Bruner, Shapiro, & Tagiuri, 1958; and Koltuv, 1962) and across sexes (Shapiro & Tagiuri, 1959; and Lay & Jackson, 1968) as to which traits were perceived to occur jointly in others. It was assumed in the present study that a high inferential relationship provided a stronger basis for

prediction than a low inferential relationship. In other words, high inferential information was more relevant with regard to the predictions required. The effects of the relevance of information on predictive accuracy, on judgmental certainty, and on willingness to predict have been clearly demonstrated. Blanchard (1966, 1967) reported that judges were significantly more accurate in predicting responses to interest items when the information given was relevant to the prediction required than when the information was not relevant. Lay (1968), using the inferential relationships "mapped" by Lay and Jackson (1968), found that judges tended to make more predictions in the inferential direction, to be more certain, and to be more willing to make a prediction when there was a high than when there was a low inferential relationship. Moreover, females were more inferentially "accurate" and more certain than males. Interactions with the sex of the judge were also found, as have been discussed above. Thus, the strength of the basis for prediction in interaction with the sex of the judge appears to affect the judgmental processes involved in forming impressions of others.

Trait inferential relationships vary in direction as well as degree. For example, Trait A has a positive inferential relationship to Trait B if the presence of Trait B can be inferred from the presence of Trait A, and a negative inferential relationship to Trait C if the absence of Trait C can be inferred from the presence of Trait A. Although the direction of inferential relationship was not considered in Lay's (1968) study, Weidman (1968), using only male subjects, found that judges were more certain and more willing to make a prediction on

statements positively related to the target information than negatively related. Thus, inferring the presence of traits appears to be subjectively easier than inferring the absence of traits.

The importance of the strength of the basis for prediction has been indirectly suggested by Levy and Richter (1963). They found judges to be more certain of their predictions and to require less information before making a prediction when the information was consistent. In addition, it appears that judges were less certain and required more information when the information was consistently neutral than when it was consistently extreme (i.e., positive or negative). In other words, the stronger basis for prediction of consistent compared to inconsistent information, and of clearly positive or negative compared to neutral or ambiguous information, resulted in greater certainty and less information sought.

In order to extend and replicate the findings on trait inferential relationships, particularly in terms of the strength of bases for prediction, the effects of the degree and direction of inferential relationships and the sex of the judge on the tendency to make trait inference judgments, on judgmental certainty, and on the judge's willingness to make a prediction were examined in Study I. In Study II, the effects of the degree of inferential realtionship and the sex of the judge on the amount of information sought before making a prediction were examined.

Familiarity of the target. In the third part of this investigation, the strength of the basis for prediction was defined by the familiarity of the target (i.e., by the assumed amount of information avail-

able). Although investigators in the area of person perception have used both familiar and unfamiliar targets in their research, few studies have examined the processes of impression formation in terms of the familiarity of the target. Koltuv (1962) found higher trait covariations with unfamiliar than with familiar targets, suggesting that perceiver biases operate more consistently when the target is unfamiliar. It appears that judges were basing their judgments of familiar targets on their direct observations, whereas with unfamiliar targets they were basing their judgments more on various predispositions, such as trait inference judgments, halo effect, and assimilative projection. Considering the amount of information available, it seems reasonable to assume that there is a stronger basis for prediction about a familiar than about an unfamiliar target. As with high information relevance, a stronger basis for prediction might result in greater judgmental certainty and a greater willingness to make a prediction. In view of the suggested greater rationality of female compared to male judges, it is possible that the difference between judgments of familiar and unfamiliar targets would be greater for females than for males. This suggestion was examined in Study III.

The subjects studied were all Introductory Psychology students who selected this experiment to obtain a required course credit. The selectivity process, i.e. they were university students, psychology students and "volunteers", puts unknown limitations on the generalizability of the findings. The findings, however, could be expected to apply to other similar populations.

CHAPTER II

DESIGN OF THE STUDY

Study I. The effects of the sex of the judge, and the degree and direction of inferential relationship between the known and judged characteristics of the target person were examined in a 2 x 2 x 2 factorial design. Male and female judges were asked to predict the responses of the target person to personality statements which had a high or low and a positive or negative inferential relationship to the target information. The dependent variables examined were the tendency to make trait inference judgments, judgmental certainty, and the number of predictions made.

Study II. The investigation of the effects of the sex of the judge and the degree of inferential relationship on the amount of information sought resulted in a 2 x 2 factorial design. Male and female judges were asked to predict how two targets had answered various personality statements. The target information had a high or low inferential relationship to the prediction statements. The number of information statements examined before making predictions was the dependent measure.

Study III. A 2 x 2 factorial design was involved in examining the effects of the sex of the judge and the familiarity of the target. Male and female judges were asked to predict how a friend and a stranger would answer various personality statements. The dependent variables measured were judgmental certainty and the number of predictions made.

CHAPTER III

PREDICTIONS

Although this investigation was exploratory to some extent, several predictions were made. On the basis of the assumption that a stronger basis for prediction was provided, it was expected that a high inferential relationship compared to a low inferential relationship in Study I would result in (1) a greater tendency to make trait inference judgments, (2) greater judgmental certainty, and (3) a greater willingness to make a prediction, and in Study II, in less information sought before a prediction would be made. It was also expected that greater familiarity of the target (Study III) would result in (1) greater judgmental certainty, and (2) a greater willingness to make a prediction.

In addition, on the basis of the main underlying hypothesis that female judges would be more rational in their judgmental behaviour than male judges, it was expected that the judgments of females would more clearly reflect differences in the strength of the basis for prediction. Specifically, it was expected that (1) differences in certainty ratings and differences in willingness to predict under conditions of strong and weak bases for prediction would be greater for female than for male judges (Studies I and III); and (2) differences in amount of information sought under the conditions of strong and weak bases for prediction would be greater for females than for males (Study II).

CHAPTER IV

METHOD

In general, the task for each judge was to predict how the target person answered various personality statements. In addition, some judges rated their degree of certainty for each prediction, while other judges were instructed to omit those items on which they did not feel they could make a prediction with any degree of confidence. A third group of judges were permitted to seek additional information until they felt they could make their predictions. The same materials were used for those making certainty ratings and those making omissions (Groups A and B). Different materials were used for those seeking information (Group C). The materials and tasks are described in detail below.

Experimental Materials[1]

Relevance of information (Study I). Relevance of information was defined in terms of trait inferential relationships. The independent variable in this task was the inferential relationship of the prediction statements to the target information. The target information consisted of two true-keyed personality statements from the Order scale of the Personality Research Form (PRF - Jackson, 1967). This scale had a large projection on Dimension I of the statement inferential network (Lay & Jackson, 1968). The items were neutral in desirability and had

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[1] A copy of all experimental materials is presented in Appendix B.

moderate endorsement frequencies (i.e., the proportion of the normative sample answering the statement true was approximately .50). These statistics were drawn from the data gathered in the development of the PRF and were made available by D. N. Jackson. Judges were told that the target was male and that he had answered true to the two personality statements.

The task was to predict how the target person had answered thirty other personality statements. The inferential relationship to the information statements was varied within the prediction items. The Order scale, having a large projection on Dimension I of the statement inferential network, has a high inferential relationship to other scales with large projections and a low inferential relationship to scales with small projections on this dimension. For a fuller description of the uses and interpretation of the method of multidimensional successive intervals scaling in the mapping of inferential relationships, the reader is referred to Jackson (1962) and Lay and Jackson (1968). Twelve statements were high inferential. These statements were drawn from five scales of the PRF which had large projections on Dimension I of the statement inferential network. Half of the items had a positive inferential relationship to the Order target information (i.e., were selected from the same pole of Dimension I as the information statements). Half of the items had a negative inferential relationship to the target information (i.e., were selected from the opposite pole of Dimension I). For example, since Order and Endurance had minus values on Dimension I, and Play a plus value, the

TABLE 1

PRF scales from which information and high or low and positive or negative inferential prediction statements were selected

Information statements	Prediction statements			
	High inferential		Low inferential	
	Positive	Negative	Positive	Negative
Order	Cognitive structure	Play	Nurturance	Exhibition
	Endurance	Impulsivity	Autonomy	Defendence
	Harmavoidance		Dominance	Affiliation

inferential relationship between Order information and Endurance prediction statements was positive, and between Order information and Play prediction statements negative. Twelve statements were low inferential. These statements were drawn from six scales of the PRF which had small projections on Dimension I of the statement inferential network. Half of the items had a positive inferential relationship to the target information, and half had a negative inferential relationship. All of the statements selected were true-keyed, were neutral in desirability, and had moderate endorsement frequencies. The scales from which the high or low and positive or negative inferential prediction statements were selected are presented in Table 1. Six prediction statements were drawn from the same scale as the information statements, i.e., from the Order scale. Thus, the prediction statements for this task consisted of six high positive inferential, six low positive inferential, six high negative inferential, six low negative inferential, and six same scale statements. An example of each type of statement is presented below. In addition, an example of the target information is provided. The scales from which the items were drawn are shown in parentheses, but did not appear in the original response booklets.

Information statement

When writing something, I keep my pencils sharpened. (Order) (T) F

Prediction statements

High positive inferential

I don't like situations that are uncertain. (Cognitive structure) T F

Low positive inferential

If I have a problem, I like to work it out alone. (Autonomy) T F

High negative inferential

I spend a good deal of my time just having fun. (Play) T F

Low negative inferential

I like to work with other people rather than alone. (Affiliation) T F

Same Scale

A messy desk is inexcusable. (Order) T F

The order of the prediction statements was randomly determined, but constant over judges.

Seeking information (Study II). The target information was given in the form of personality statements which the target person had supposedly answered true. Two target persons, Persons A and B, were each designated as male. Ten information statements were available for Person A and thirteen for Person B. These statements were given one at a time. In other words, on the first page of the information booklet, the first information statement was given; on the second page, the first statement was repeated and a second added, and so on. The pages of the information booklet were stapled together at the bottom. For Person A, five true-keyed statements from the Order scale of the PRF were given alternately with five false-keyed statements from the negatively related Play scale. For Person B, five true-keyed Autonomy

statements were given alternately with five false-keyed statements from the negatively related Succorance scale, followed by two true-keyed Order statements and one false-keyed Play statement. Only the first ten statements were considered in the analysis. Order and Play scales had large projections on Dimension I of the statement inferential network, while Autonomy and Succorance scales had small projections on this dimension. All statements were neutral in desirability and had moderate endorsement frequencies. The order of the statements was randomly determined, but constant over judges.

The prediction statements were the same for Persons A and B. Two items were selected from each of the Cognitive structure, Endurance, Impulsivity, and Harmavoidance scales of the PRF. These scales had large projections of Dimension I of the statement inferential network. Thus, these statements had a high inferential relationship to the information statements for Person A and a low inferential relationship to the first ten information statements for Person B. All statements, except those from the Harmavoidance scale, were true-keyed. The items were neutral in desirability and had moderate endorsement frequencies. The order of the statements was randomly determined, but constant over targets and judges.

Friend - stranger judgments (Study III). The familiarity of the target to the judge was varied, the targets' being a selected friend and stranger. Both targets were the same sex as the judge. In each case, the judges were to consider as their target a person meeting the requirements specified in the instructions.

The task was to predict how each target had answered twenty personality statements. One prediction statement was selected from each of twenty scales of the PRF. These statements were neutral in desirability and had moderate endorsement frequencies. Both true-keyed and false-keyed items were used. The order of the statements was randomly determined, but constant over targets and judges.

Task Booklets and Instructions

Separate information and response booklets were prepared. General instructions preceded the target information and specific instructions for each task. The judges were instructed to try to form an impression of the target person, and to predict how the target person had answered the prediction statements (i.e., true or false). Judges were divided into groups according to the dependent variables to be measured. In Group A, the dependent variables measured were the number of trait inference judgments (i.e., predictions in the inferential direction - Study I), and judgmental certainty (Studies I and III). In making their certainty ratings, the judges used a nine-point scale ranging from "extremely uncertain" to "extremely certain".

In Group B, instead of making certainty ratings in Studies I and III, the judges were given the following instructions. "For some of the statements, on the basis of the impression you have formed about the person, you may feel that you cannot make a prediction with any degree of confidence. For these statements, rather than circling the T or F, place an X in the blank space to the right of the statement. You may

place an X beside as many or as few items as you wish." The dependent variable measured in this group was the number of predictions made.

In Group C, the judges were given the opportunity to seek additional information before making any predictions (Study II). They were told that an additional statement which the target person had answered true was given on each succeeding page of the information booklet, and were instructed to examine only as many items as needed before making their predictions. The dependent variable measured in this group was the number of information statements examined before making predictions.

Administrative Procedure

The tasks were administered to males and females separately, with the number of judges ranging from 15 to 45 at a time. All judges in a given session were assigned to the same group and completed the same tasks. The order in which the groups (A, B and C) were run was randomly determined. The general instructions were read aloud by the experimenter, and the judges were encouraged to ask questions whenever necessary.

Subjects

The subjects were all university students enrolled in an Introductory Psychology course. Each subject received one hour course credit for participation in the experiment. The number of subjects included in each group was as follows: Group A - males, 40, females, 40;

Group B - males, 34, females, 34; Group C - males, 35, females, 35. A greater number of subjects than indicated above completed the tasks. In order to obtain an equal number per cell, however, subjects included in the present study were randomly selected from the larger sample.

CHAPTER V

RESULTS AND DISCUSSION

Trait inference judgment (TIJ) scores and certainty scores were obtained for the subjects in Group A. The TIJ scores consisted of the number of predictions made in the inferential direction on statements of high or low and positive or negative inferential relationship. Judgmental certainty ratings were assigned a value from one to nine, with the largest value representing extreme certainty. The scores considered in the analysis were individual judge's mean certainty ratings. The number of predictions made under each condition provided the scores for analysis in Group B. In Group C, the number of statements examined before making predictions about high or low inferential targets provided the scores considered in the analysis.

Relevance of Information (Study I)

In order to demonstrate that the judges correctly received the target information in this task, same scale accuracy scores were obtained for the subjects in Group A. The maximum score was six. The high average score (5.8) indicates that the judges received the information correctly. In addition, the mean accuracy scores for the male and for the female judges (5.8 and 5.9) did not differ significantly, suggesting that male and female judges were equally able to absorb the target information.

Number of trait inference judgments. The mean TIJ scores for male and for female judges on statements of high or low and positive or

TABLE 2

Mean trait inference judgment scores for male and for female judges on statements of high or low and positive or negative inferential relationship

	Inferential relationship				
	High		Low		Total
	Positive	Negative	Positive	Negative	
Male	5.5	4.5	3.9	3.5	4.4
Female	5.7	5.0	3.9	3.8	4.6
Total	5.6	4.8	3.9	3.6	

negative inferential relationship are presented in Table 2. As expected, judges made more trait inference judgments on high than on low inferential statements ($F = 216.8$, $df = 1, 78$, $p < .001$)[2], with this difference being greater for the positive than for the negative inferential statements ($F = 6.6$, $df = 1, 78$, $p < .025$). In addition, judges obtained higher TIJ scores on positive than on negative inferential statements ($F = 19.0$, $df = 1, 78$, $p < .001$). These findings suggest that it is easier to predict in the inferential direction not only when the inferential relationship is high, but also when the inferential relationship is positive. An impression of a person is more likely to include traits characteristic of the person than traits uncharacteristic of him. Thus, it may be more cognitively "difficult" to predict on those statements which have a negative inferential relationship to the target information, particularly where high inferential relationships are concerned. There was a tendency for the female judges to obtain higher TIJ scores than males, although this finding was significant only at the .10 level ($F = 3.5$, $df = 1, 78$). This tendency supported the previous finding of higher TIJ scores for females (Lay, 1968). Thus, there is a suggestion that females may be more sensitive to inferential relationships. This finding cannot be explained by the female's having received the information more correctly or having attended to the task more carefully, since both male and female judges obtained similar same scale scores.

Judgmental certainty. The mean certainty ratings for male and

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[2]All analysis of variance tables are presented in Appendix A.

TABLE 3

Mean certainty ratings for male and for female judges on statements of high or low and positive or negative inferential relationship

	Inferential relationship				
	High		Low		Total
	Positive	Negative	Positive	Negative	
Male	6.0	5.5	5.0	4.6	5.3
Female	6.7	6.1	5.2	5.4	5.9
Total	6.4	5.8	5.1	5.0	

for female judges on statements of high or low and positive or negative inferential relationship are presented in Table 3. As expected, judgmental certainty was greater on high than on low inferential statements ($F = 110.2$, $\underline{df} = 1, 78$, $p < .001$), with this difference being greater for the positive than for the negative inferential statements ($F = 6.9$, $\underline{df} = 1, 78$, $p < .025$). In addition, judges were more certain on positive than on negative inferential statements ($F = 13.0$, $\underline{df} = 1, 78$, $p < .001$). These findings were consistent with the tendency to make trait inference judgments. Thus, the judges appeared to obtain higher certainty scores as well as higher TIJ scores when there was a strong basis for making predictions (i.e., a high inferential relationship) than when a strong basis was lacking (i.e., a low inferential relationship). These findings also provided further support for the suggestion that negative inferences were more difficult than positive inferences, again particularly where high inferential relationships were concerned. Female judges were more certain than males ($F = 5.9$, $\underline{df} = 1, 78$, $p < .025$). These findings, however, are qualified by the sex by degree of inferential relationship by direction of inferential relationship interaction ($F = 5.5$, $\underline{df} = 1, 78$, $p < .025$). This interaction is presented graphically in Figure 1. The predicted greater difference in certainty for the female judges between high and low inferential statements was supported, although for the positive items only. Females were more certain than males on the high ($t = 2.7$, $\underline{df} = 39$, $p < .01$), but not on the low positive inferential statements. Therefore, the certainty ratings of the females on the positive items more clearly reflected the difference

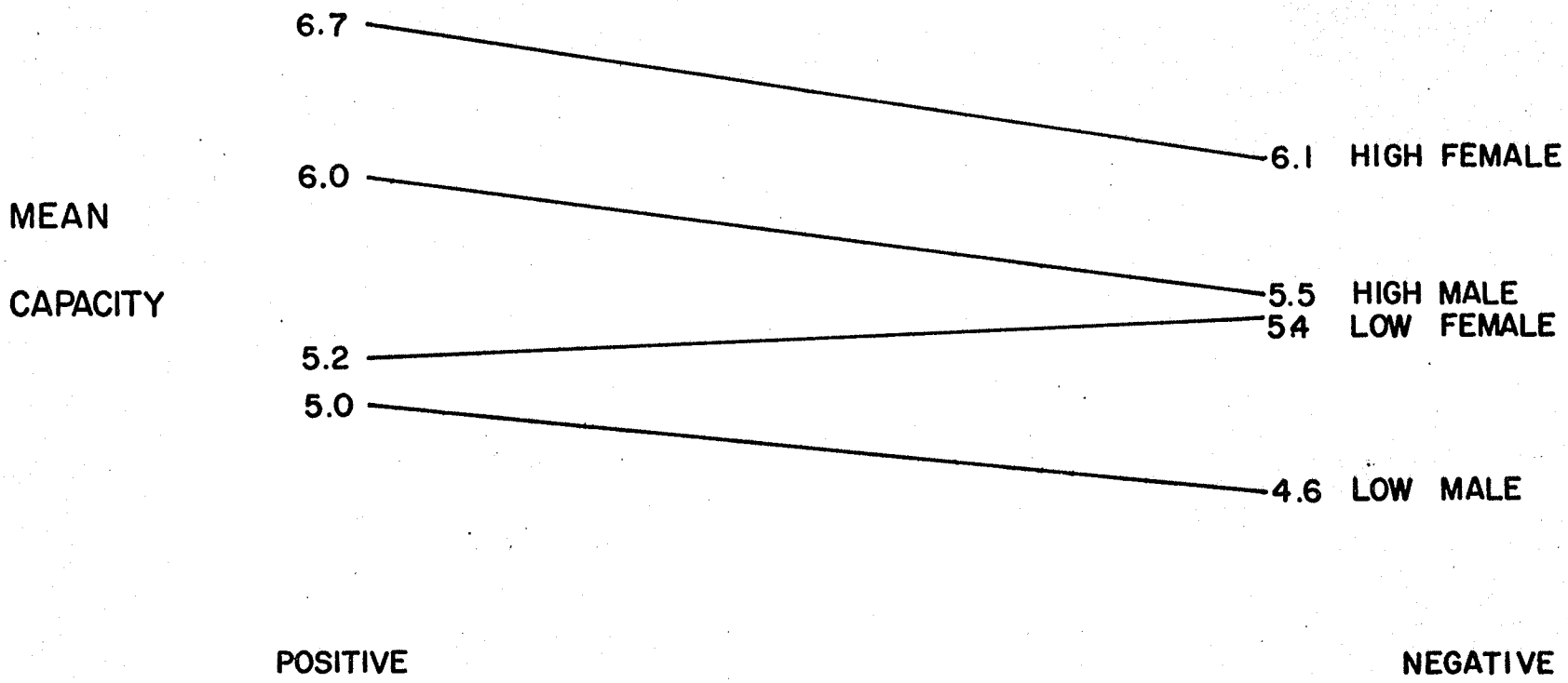

FIGURE 1

GRAPHIC PRESENTATION OF THE SEX BY A DEGREE OF INFERENTIAL RELATIONSHIP BY DIRECTION OF INFERENTIAL RELATIONSHIP INTERACTION IN JUDGMENTAL CERTAINTY

TABLE 4

Mean number of predictions made by male and by female judges on statements of high or low and positive or negative inferential relationship

	Inferential relationship				
	High		Low		Total
	Positive	Negative	Positive	Negative	
Male	4.7	4.7	3.6	4.1	4.3
Female	5.3	4.7	3.9	3.7	4.4
Total	5.0	4.7	3.7	3.9	

in the strength of the bases for prediction. Thus, it appears that the females were able to make a sharper distinction between a strong and a weak basis for prediction, or at least that they made more rational use of this distinction. These sex differences provided support for previous findings (Lay, 1968), but emphasize the importance of the direction of the inferential relationship.

Number of predictions made. The mean number of predictions made by male and by female judges on statements of high or low and positive or negative inferential relationship is presented in Table 4. The maximum number of predictions per cell was six. The judges made more predictions on high than on low inferential statements ($F = 44.0$, $df = 1, 66$, $p < .001$), with this difference being greater for the positive than for the negative inferential statements ($F = 6.1$, $df = 1, 66$, $p < .025$). These findings were consistent with the TIJ and judgmental certainty findings. The sex by direction of inferential relationship interaction ($F = 6.4$, $df = 1, 66$, $p < .025$) indicates that the females made more predictions on the positive than on the negative inferential statements ($T = 2.6$, $df = 67$, $p < .02$), but that there was no difference for the males. It has been demonstrated that negative predictions were more difficult than positive. Thus, females may be better able to recognize when they are likely to be in error. Of additional note, female judges were not more willing to make predictions, even though, as indicated previously, they were more certain than males. The suggestion has been made that this results from the females being more cautious, this cautiousness possibly counteracting their greater certainty (Lay, 1968).

TABLE 5

Mean number of information statements examined by male and by female judges about high or low inferential targets

	Male	Female	Total
High inferential	4.0	3.0	3.6
Low inferential	4.5	3.7	4.1
Total	4.2	3.5	

Seeking Information (Study II)

The mean number of information statements examined by male and by female judges about high or low inferential targets is presented in Table 5. As expected, the judges tended to seek more information before making predictions about the low inferential target than about the high inferential target ($F = 3.5$, $\underline{df} = 1, 68$, $p < .10$), although this finding did not reach an acceptable level of significance. The failure of this difference to reach significance may possibly be explained by the order in which predictions were made. For all judges, the predictions were made first about the high inferential target. Possibly there was a tendency to seek more information because of lack of familiarity with the task, and thus, the difference in amount of information sought about high and low inferential targets was lessened. It is suggested that in future research, the order in which targets are judged be counterbalanced so as to eliminate this possibility. There were no sex differences in amount of information sought. The findings further supported, indirectly, the suggestion that females may be more cautious than males. Even though they appeared to be more sensitive to inferential relationships, when given the opportunity, they sought as much information as the males. The results here do not support the Nidorf and Crockett (1964) finding that females sought more information than males. It is possible that the females in their study did not find the information appropriate for the kinds of judgments they were asked to make, and therefore required more information. Also, certain kinds of information may be relevant for female judges, while other

TABLE 6

Mean certainty ratings for male and for female judges on friend and stranger judgments

	Male	Female	Total
Friend	6.3	6.8	6.6
Stranger	5.7	5.8	5.7
Total	6.0	6.3	

TABLE 7

Mean number of predictions made by male and by female judges about a friend and stranger

	Male	Female	Total
Friend	18.3	19.0	18.6
Stranger	14.8	15.9	15.3
Total	16.5	17.4	

kinds more relevant for male judges. Further research is needed to investigate the personal relevancy of target information, particularly in terms of sex differences.

Friend - Stranger Judgments (Study III)

Judgmental certainty. The mean certainty ratings for male and for female judges on friend and stranger judgments are presented in Table 6. As expected, the judges were more certain of their predictions about a friend than about a stranger ($F = 60.2$, $df = 1, 78$, $p < .001$). This finding reconfirmed the suggestion that judges would be more certain when there was a strong basis for making a prediction (i.e., greater familiarity with the target). The sex by familiarity interaction showed a trend in the direction predicted ($F = 3.1$, $df = 1, 78$, $p < .10$), the difference in certainty between friend and stranger tending to be greater for females than for males. Thus, again, the difference between a strong and a weak basis for prediction tended to be reflected more clearly in the judgmental behaviour of females.

Number of predictions made. The mean number of predictions made by male and by female judges about a friend and stranger is presented in Table 7. There were twenty possible predictions for each target. The judges made more predictions when the target was a friend than when the target was a stranger ($F = 39.0$, $df = 1, 66$, $p < .001$). This finding is consistent with the judgmental certainty. There were no significant sex differences. Thus, even though the stronger basis for prediction about a friend than a stranger tended to be reflected more clearly in

the certainty ratings of females, it was not reflected more clearly in the number of predictions made. As suggested above, the females may be more cautious than the males, and this greater cautiousness may counteract their tendency to be more certain.

CHAPTER VI

GENERAL DISCUSSION

The importance of the strength of the basis for prediction has been clearly demonstrated. Predictably, each of the independent variables examined in this study resulted in the judges being more certain and more willing to make a judgment when there was a strong than a weak basis for their judgment. Although the tendency to seek more information about a low than about a high inferential target only approached significance, the finding provided tentative support for the hypothesis. As suggested, counterbalancing the order in which the targets are judged might provide more conclusive results.

The hypothesis that female judges would be more rational in their judgmental behaviour received limited support. The certainty ratings on high or low positive inferential statements were consistent with the hypothesis. A distinction can be made, however, between objective and subjective bases for prediction in this task. Objectively, females were more rational (i.e., their judgmental behaviour showed a clearer distinction between a strong and weak basis for prediction). However, this distinction may simply reflect their greater sensitivity to inferential relationships, as suggested by their higher TIJ scores. Males may have been as rational in their judgmental behaviour in terms of their subjective awareness of the bases for prediction. In other words, the judgmental behaviour of the males may reflect as well as the females their awareness of the difference in the strength of the bases

for prediction.

The sex by familiarity interaction in certainty of friend and stranger judgments cannot, however, be explained by this difference in sensitivity to the objective basis for prediction. Subjectively, as well as objectively, there is a stronger basis for making predictions about a friend than a stranger. The difference would be expected to be equally salient for males and for females. Thus, the findings on friend - stranger judgments, although inconclusive, provide some support for the suggestion that females were more rational in their judgmental behaviour.

Predictions on statements which were related to the target information in a negative direction were more "difficult" than on positively related statements. Impressions formed about others may customarily be expressed in positive terms, individuals not considering what is uncharacteristic of the other person. Thus, the judges may be less experientially facile in making negative or "uncharacteristic" judgments.

CHAPTER VII

SUGGESTIONS FOR FUTURE RESEARCH

Although several suggestions for future research have been mentioned above, a few additional suggestions will be presented in this section.

The similar effects of degree of inferential relationship on the number of predictions made and the amount of information sought suggest that judges omit an item because they would prefer more information before making a prediction. A more direct test of the psychological meaning of an omission could be made by instructing judges to omit those items for which they would prefer more information before making a prediction. Comparing the results of the present investigation to the results obtained under different instructions would provide a clearer indication of what processes are involved when a judge omits an item. Investigation of the effects of the direction of inferential relationship on the amount of information sought is needed. Further similarities between the amount of information sought and the number of predictions made would provide additional support for the suggestion that the judgmental processes involved in omitting items and in seeking information are similar.

The certainty ratings of friend and stranger judgments suggest that the hypothesized greater rationality of the female than the male should be investigated further. The sex of the target, and particularly interactions of the sex of the judge with the sex of the target, may be

important variables to consider. It is possible that it is more difficult to make predictions about a female than about a male target, and that the greater difference in certainty for the female than for the male judges would have been more clearly demonstrated if the targets for all judges had been male. Including the sex of the target variable in future research would possible provide a more conclusive test of the hypothesis.

The findings of the present study could be generalized by investigating the hypothesized greater rationality of female judges in other subject populations and in other types of judgmental tasks. The Wallach and Kogan (1959) study, which involved a prediction of the probability of events task, partially provided the basis for the hypothesis. Varying the ambiguity of the stimulus in perception tasks, or the difficulty of the problem in other kinds of tasks would provide a further test of the hypothesis, and an indication of the extent to which the present findings can be generalized. The judgments of females would be expected to reflect more clearly the variations in ambiguity or difficulty.

In general, the present study has demonstrated the importance of the strength of the bases for prediction, the direction of inferential relationship, and the sex of the judge as variables in person perception. Consideration of these factors in future research would possibly help to clarify the judgmental processes involved in forming impressions of others.

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APPENDIX A

Analysis of variance tables

TABLE I

Analysis of variance of trait inference judgment scores for male and for female judges on statements of high or low and positive or negative inferential relationship

SOURCE	DF	MS	F
BT S's	79		
Sex (A)	1	3.8	3.5*
S's W	78	1.1	
W S's	240		
Degree of inferential relationship (B)	1	163.9	216.8****
A X B	1	0.9	1.2
B X S's	78	0.8	
Direction of inferential relationship (C)	1	24.8	19.0****
A X C	1	2.3	1.7
C X S's	78	1.3	
B X C	1	5.8	6.6***
A X B X C	1	0.0	0.0
BC X S's	78	0.9	

* $p < .10$

*** $p < .025$

**** $p < .001$

TABLE II

Analysis of variance of judgmental certainty ratings for male and for female judges on statements of high or low and positive or negative inferential relationship

SOURCE	DF	MS	F
BET S's	79		
Sex (A)	1	25.9	5.9***
S's W	78	4.4	
W S's	240		
Degree of inferential relationship (B)	1	83.5	110.2****
A X B	1	0.1	0.1
B X S's	78	0.8	
Direction of inferential relationship (C)	1	8.1	13.0****
A X C	1	1.1	1.7
C X S's	78	0.6	
B X C	1	3.3	6.9***
A X B X C	1	2.6	5.5***
BC X S's	78	0.5	

*** $p < .025$

**** $p < .001$

TABLE III

Analysis of variance of the number of predictions made by male and by female judges on statements of high or low and positive or negative inferential relationship

SOURCE	DF	MS	F
BT S's	67		
Sex (A)	1	0.8	0.1
S's W	66	6.9	
W S's	204		
Degree of inferential relationship (B)	1	73.1	44.0****
A X B	1	1.9	1.2
B X S's	66	1.7	
Direction of inferential relationship (C)	1	5.6	6.4***
C X S's	66	0.9	
B X C	1	4.0	6.1***
A X B X C	1	0.1	0.1
BC X S's	66	0.7	

*** $p < .025$

**** $p < .001$

TABLE IV

Analysis of variance of amount of information sought by male and by female judges about high or low inferential targets

SOURCE	DF	MS	F
BT S's	69		
Sex (A)	1	17.9	2.7
S's W	68	6.6	
W S's	70		
Degree of inferential relationship (B)	1	6.4	3.5*
A X B	1	0.1	0.1
B X S's	68	1.8	

* $p < .10$

TABLE V

Analysis of variance of judgmental certainty ratings for male and for female judges on friend and stranger judgments

SOURCE	DF	MS	F
BT S's	79		
Sex (A)	1	3.7	2.0
S's W	78	1.8	
W S's	80		
Familiarity (B)	1	30.4	60.2****
A X B	1	1.6	3.1*
B X S's	78	0.5	

* $p < .10$

**** $p < .001$

TABLE VI

Analysis of variance of the number of predictions made by male and by female judges about a friend and stranger

SOURCE	DF	MS	F
BT S's	67		
Sex (A)	1	0.3	1.6
S's W	66	0.2	
W S's	68		
Familiarity (B)	1	3.7	39.0****
A X B	1	0.0	0.2
B X S's	66	0.1	

**** $p < .001$

APPENDIX B

Information and response booklets for Groups A, B and C

INFORMATION BOOKLET FOR GROUP A

GENERAL 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 some of the persons about whom you will be asked to make predictions. Information about each person to be judged is given on the following pages. On the basis of the information given, try to form an impression of the person. Your task will be to predict how each person answered various personality statements which are found in the response booklet. If you feel that the person answered a statement TRUE then you would circle the T to the right of the statement; if you feel that the 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 ratings.

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

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

Remember, for each statement you are to make a prediction of TRUE or FALSE, and then indicate the degree of certainty of your judgment.

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. Thank you for your cooperation. Please begin.

TASK I

Person A (male) has answered TRUE to the following personality statements.

1. When writing something, I keep my pencils sharpened. (T) F

2. I keep all my important documents in one safe place. (T) F

Try to form an impression of this person. For each of the personality statements found in the response booklet for Task I, predict whether he answered TRUE or FALSE, and then indicate the degree of certainty of your judgment by using the nine point scale described above.

Please be sure that the number of the task in the response booklet corresponds to the number of the task above.

TASK II

For this task, we are interested in people's ability to make judgments about the personality of others who are not well known to them. Think of a person who meets the following requirements.

1. someone the same sex as yourself.

2. someone you have met only in the classroom.

3. someone you do not know well.

4. someone you do not see very often.

Decide on one and only one person who meets these requirements. For each of the personality statements found in the response booklet for Task II, you are to predict whether this person answered TRUE or FALSE, and then indicate the degree of certainty of your judgment using the nine-point scale described above. Please keep this person in mind while making your predictions.

Please be sure that the number of the task in the response booklet corresponds to the number of the task above.

TASK III

For this task, you are asked to make predictions of how a friend would answer some personality statements. Think of a person who meets the following requirements.

1. someone the same sex as yourself.

2. someone you know well.

3. someone you see often.

4. someone you consider as a friend.

Decide on one and only one person who meets these requirements. For each of the personality statements found in the response booklet for Task III, you are to predict whether this person answered TRUE or FALSE, and then indicate the degree of certainty of your judgment by using the nine-point scale described above. Please keep this person in mind while making your predictions.

Please be sure that the number of the task in the response booklet corresponds to the number of the task above.

RESPONSE BOOKLET FOR GROUP A

TASK I

1.	I spend a good deal of my time just having fun.	T	F ____
2.	It upsets me to go into a situation without knowing what I can expect from it.	T	F ____
3.	I would never want to be a forest fire fighter.	T	F ____
4.	I enjoy arguments that require good quick thinking more than knowledge.	T	F ____
5.	When I see a baby, I often ask to hold him.	T	F ____
6.	In general, I feel that people should be more definite and decisive.	T	F ____
7.	If I have a problem, I like to work it out alone.	T	F ____
8.	If people want a job done which requires patience, they ask me.	T	F ____
9.	I try to control others rather than permit them to control me.	T	F ____
10.	I spend quite a lot of time keeping my personal effects in order.	T	F ____
11.	A messy desk is inexcusable.	T	F ____
12.	I keep my possessions in such good order that I have no trouble finding anything.	T	F ____
13.	I am willing to work longer at one project than are most people.	T	F ____
14.	Working in a room which is disorderly is very difficult for me.	T	F ____
15.	When I am going somewhere I usually find my exact route by using a map.	T	F ____
16.	Others think I am lively and witty.	T	F ____

17. I like to be in the spotlight. T F ____

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

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

20. I try to make my work into a game. T F ____

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

22. If I remove an object from a shelf, I always replace it when I have finished with it. T F ____

23. I spend a lot of time visiting friends. T F ____

24. I like to go "out on the town" as often as I can. T F ____

25. I don't like situations that are uncertain. T F ____

26. People like to tell me their troubles because they know that I will do everything I can to help them. T F ____

27. I seek out positions of authority. T F ____

28. It seems that emotion has more influence over me than does calm meditation. T F ____

29. I like to work with other people rather than alone. T F ____

30. I have often broken things because of carelessness. T F ____

TASK II

1. I don't care if my clothes are unstylish, as long as I like them. T F ____

2. I like to be with people who are unpredictable. T F ____

3. I would rather have a job serving people than a job making something. T F ____

4. I am not very good at describing things. T F ____

5. I can't imagine myself jumping out of an airplane as skydivers do. T F ____

6. I enjoy children's games. T F ____

7. I like to change the pictures on my walls frequently. T F ____

8. I often get bored at having to concentrate on one thing at a time. T F ____

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

10. I would rather be an accountant than a theoretical mathematician. T F ____

11. I don't believe in sticking to something when there is little chance of success. T F ____

12. I think it is better to be quiet than assertive. T F ____

13. If someone hurts me, I just try to forget about it. T F ____

14. I think that trying to be the center of attention is a sign of bad taste. T F ____

15. I don't mind working while other people are having fun. T F ____

16. Often I would rather be alone than with a group of friends. T F ____

17. I spend quite a lot of time keeping my personal effects in order. T F ____

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

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

20. I believe that being able to stand alone is a true sign of greatness. T F ____

TASK III

1.	I don't care if my clothes are unstylish, as long as I like them.	T	F ____
2.	I like to be with people who are unpredictable.	T	F ____
3.	I would rather have a job serving people than a job making something.	T	F ____
4.	I am not very good at describing things.	T	F ____
5.	I can't imagine myself jumping out of an airplane as skydivers do.	T	F ____
6.	I enjoy children's games.	T	F ____
7.	I like to change the pictures on my walls frequently.	T	F ____
8.	I often get bored at having to concentrate on one thing at a time.	T	F ____
9.	I like to be the first to apologize after an argument.	T	F ____
10.	I would rather be an accountant than a theoretical mathematician.	T	F ____
11.	I don't believe in sticking to something when there is little chance of success.	T	F ____
12.	I think it is better to be quiet than assertive.	T	F ____
13.	If someone hurts me, I just try to forget about it.	T	F ____
14.	I think that trying to be the center of attention is a sign of bad taste.	T	F ____
15.	I don't mind working while other people are having fun.	T	F ____
16.	Often I would rather be alone than with a group of friends.	T	F ____
17.	I spend quite a lot of time keeping my personal effects in order.	T	F ____
18.	I try never to allow anyone to get the upper hand with me.	T	F ____
19.	I think it would be best to marry someone who is more mature and less dependent than I.	T	F ____
20.	I believe that being able to stand alone is a true sign of greatness.	T	F ____

INFORMATION BOOKLET FOR GROUP B

GENERAL 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 some of the persons about whom you will be asked to make your predictions. Information about each person to be judged is given on the following pages. On the basis of the information given, try to form an impression of the person. Your task will be to predict how each person answered the personality statements which are found in the response booklet. If you feel that the person answered a statement TRUE, then you would circle the T to the right of that statement; if you feel that the person answered a statement FALSE, then you would circle the F. For some statements, on the basis of the impression you have formed about the person, you may feel that you cannot make a prediction with any degree of confidence. For these statements, rather than circling T or F, place an X in the blank space to the right of the statement. You may place an X beside as many or as few items as you wish.

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. Thank you for your cooperation. Please begin.

TASK I

Person A (male) has answered TRUE to the following personality statements.

1. When writing something, I keep my pencils sharpened. (T) F

2. I keep all my important documents in one safe place. (T) F

Try to form an impression of this person. For each of the personality statements found in the response booklet for Task I, you are to predict whether he answered TRUE or FALSE. If you feel that you cannot make a prediction with any degree of confidence, however, rather than circling the T or F, place an X in the space to the right of the statement. You may place an X beside as many or as few statements as you wish.

Please be sure that the number of the task in the response booklet corresponds to the number of the task above.

TASK II

For this task, we are interested in people's ability to make judgments about the personality of others who are not well known to them. Think of a person who meets the following requirements.

1. someone the same sex as yourself.

2. someone you have met only in the classroom.

3. someone you do not know well.

4. someone you do not see very often.

Decide on one and only one person who meets these requirements. For each of the personality statements found in the response booklet for Task II, you are to predict whether this person answered TRUE or FALSE. If you cannot make a prediction with any degree of confidence, however, rather than circling the T or F, place an X in the space to the right of the statement. You may place an X beside as many or as few statements as you wish. Please keep this person in mind while you are making your predictions.

Please be sure that the number of the task in the response booklet corresponds to the number of the task above.

TASK III

For this task, you are asked to make predictions of how a friend would answer some personality statements. Think of a person who meets the following requirements.

1. someone the same sex as yourself.

2. someone you know well.

3. someone you see often.

4. someone you consider as a friend.

Decide on <u>one and only one</u> person who meets these requirements. For each of the personality statements found in the response booklet for Task III, you are to predict whether this person answered TRUE or FALSE. If you feel that you cannot make a prediction with any degree of confidence, however, rather than circling the <u>T</u> or <u>F</u>, place an <u>X</u> in the space to the right of the statement. You may place an <u>X</u> beside as many or as few items as you wish. Please keep this person in mind while you are making your predictions.

Please be sure that the number of the task in the response booklet corresponds to the number of the task above.

RESPONSE BOOKLET FOR GROUP B

TASK I

1.	I spend a good deal of my time just having fun.	T	F ____
2.	It upsets me to go into a situation without knowing what I can expect from it.	T	F ____
3.	I would never want to be a forest fire fighter.	T	F ____
4.	I enjoy arguments that require good quick thinking more than knowledge.	T	F ____
5.	When I see a baby, I often ask to hold him.	T	F ____
6.	In general, I feel that people should be more definite and decisive.	T	F ____
7.	If I have a problem, I like to work it out alone.	T	F ____
8.	If people want a job done which requires patience, they ask me.	T	F ____
9.	I try to control others rather than permit them to control me.	T	F ____
10.	I spend quite a lot of time keeping my personal effects in order.	T	F ____
11.	A messy desk is inexcusable.	T	F ____
12.	I keep my possessions in such good order that I have no trouble finding anything.	T	F ____
13.	I am willing to work longer at one project than are most people.	T	F ____
14.	Working in a room which is disorderly is very difficult for me.	T	F ____
15.	When I am going somewhere I usually find my exact route by using a map.	T	F ____
16.	Others think I am lively and witty.	T	F ____
17.	I like to be in the spotlight.	T	F ____
18.	I tend to react strongly to remarks which find fault with my personal appearance.	T	F ____

19.	I try never to allow anyone to get the upper hand with me.	T	F ____
20.	I try to make my work into a game.	T	F ____
21.	I find that I can think better without having to bother with advice from others.	T	F ____
22.	If I remove an object from a shelf, I always replace it when I have finished with it.	T	F ____
23.	I spend a lot of time visiting friends.	T	F ____
24.	I like to go "out on the town" as often as I can.	T	F ____
25.	I don't like situations that are uncertain.	T	F ____
26.	People like to tell me their troubles because they know that I will do everything I can to help them.	T	F ____
27.	I seek out positions of authority.	T	F ____
28.	It seems that emotion has more influence over me than does calm meditation.	T	F ____
29.	I like to work with other people rather than alone.	T	F ____
30.	I have often broken things because of carelessness.	T	F ____

TASK II

1.	I don't care if my clothes are unstylish, as long as I like them.	T	F ____
2.	I like to be with people who are unpredictable.	T	F ____
3.	I would rather have a job serving people than a job making something.	T	F ____
4.	I am not very good at describing things.	T	F ____
5.	I can't imagine myself jumping out of an airplane as skydivers do.	T	F ____
6.	I enjoy children's games.	T	F ____
7.	I like to change the pictures on my walls frequently.	T	F ____
8.	I often get bored at having to concentrate on one thing at a time.	T	F ____
9.	I like to be the first to apologize after an argument.	T	F ____
10.	I would rather be an accountant than a theoretical mathematician.	T	F ____
11.	I don't believe in sticking to something when there is little chance of success.	T	F ____
12.	I think it is better to be quiet than assertive.	T	F ____
13.	If someone hurts me, I just try to forget about it.	T	F ____
14.	I think that trying to be the center of attention is a sign of bad taste.	T	F ____
15.	I don't mind working while other people are having fun.	T	F ____
16.	Often I would rather be alone than with a group of friends.	T	F ____
17.	I spend quite a lot of time keeping my personal effects in order.	T	F ____
18.	I try never to allow anyone to get the upper hand with me.	T	F ____
19.	I think it would be best to marry someone who is more mature and less dependent than I.	T	F ____
20.	I believe that being able to stand alone is a true sign of greatness.	T	F ____

TASK III

1. I don't care if my clothes are unstylish, as long as I like them. T F ____
2. I like to be with people who are unpredictable. T F ____
3. I would rather have a job serving people than a job making something. T F ____
4. I am not very good at describing things. T F ____
5. I can't imagine myself jumping out of an airplane as skydivers do. T F ____
6. I enjoy children's games. T F ____
7. I like to change the pictures on my walls frequently. T F ____
8. I often get bored at having to concentrate on one thing at a time. T F ____
9. I like to be the first to apologize after an argument. T F ____
10. I would rather be an accountant than a theoretical mathematician. T F ____
11. I don't believe in sticking to something when there is little chance of success. T F ____
12. I think it is better to be quiet than assertive. T F ____
13. If someone hurts me, I just try to forget about it. T F ____
14. I think that trying to be the center of attention is a sign of bad taste. T F ____
15. I don't mind working while other people are having fun. T F ____
16. Often I would rather be alone than with a group of friends. T F ____
17. I spend quite a lot of time keeping my personal effects in order. T F ____
18. I try never to allow anyone to get the upper hand with me. T F ____
19. I think it would be best to marry someone who is more mature and less dependent than I. T F ____
20. I believe that being able to stand alone is a true sign of greatness. T F ____

INFORMATION BOOKLET FOR GROUP C

GENERAL 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 predictions. Information is given in the form of personality statements which the person has answered TRUE. On the basis of the information given try to form an impression of the person. Your task will be to predict how each person answered other personality statements which are given in the response booklet. If you feel that the person answered a statement TRUE, then you would circle the T to the right of the statement; if you feel that the person answered a statement FALSE, then you would circle the F. On the basis of the impression you have formed from the information given about the person, you may feel that you cannot make your predictions with any degree of confidence. In that case, you may examine additional statements which the person has answered TRUE. One additional statement is given on each succeeding page of this booklet. You may examine these statements, one at a time, until you feel that you can make your judgments. Examine only as many statements as you need before making your predictions. In each case, indicate the last item examined by placing a check (V) beside that item.

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. Thank you for your cooperation. Please begin.

TASK I

Person A (male) has answered TRUE to the following personality statement.

1. When writing something, I keep my pencils sharpened. (T) F

Before making any predictions, read each of the personality statements in the response booklet for Task I. If you feel that you cannot make a prediction on these statements with any degree of confidence on the basis of the information given above, you may examine the information statement on the following page before making any judgments.

Additional statements were given one at a time on succeeding pages of the information booklet. The final page of information for Person A is presented below.

Person A (male) has answered TRUE to

1. When writing something, I keep my pencils sharpened. (T) F
2. People consider me a serious, reserved person. (T) F
3. When I am going somewhere I usually find my exact route by using a map. (T) F
4. Most of my friends are serious minded people. (T) F
5. If I remove an object from a shelf, I always replace it when I have finished with it. (T) F
6. I would prefer a quiet evening with friends to a loud party. (T) F
7. I keep all my important documents in one safe place. (T) F
8. I watch the news reports on television more often than the comedy programs. (T) F
9. A messy desk is inexcusable. (T) F

ADDITIONAL STATEMENT

10. I prefer to read worthwhile books rather than spend my spare time playing. (T) F

You have now examined all the information that is available. Please place a check (V) beside statement 10 above, and make a prediction for each of the response statements.

TASK II

Person B (male) has answered TRUE to the following personality statement.

1. I would not like to be married to a protective person. (T) F

Before making any predictions, read each of the personality statements in the response booklet for Task II. If you feel that you cannot make a prediction on these statements with any degree of confidence on the basis of the information given above, you may examine the information statement on the following page before making any judgments.

Additional statements were given one at a time on succeeding pages of the information booklet. The final page of information for Person B is presented below.

Person B (male) has answered TRUE to:

1. I would not like to be married to a protective person. (T) F
2. People who try to regulate my conduct with rules are a bother. (T) F
3. When I was a child, I disliked it if my mother was always fussing over me. (T) F
4. I would like to be alone and my own boss. (T) F
5. I usually make decisions without consulting others. (T) F
6. If I have a problem, I like to work it out alone. (T) F
7. If I feel sick, I don't like to have friends or relatives fuss over me. (T) F
8. I believe that being able to stand alone is a true sign of greatness. (T) F
9. I prefer to face my problems by myself. (T) F
10. I find that I can think better without having to bother with advice from others. (T) F
11. I dislike to be in a room that is cluttered. (T) F
12. I prefer to be with people who are relatively serious. (T) F

ADDITIONAL STATEMENT

13. I spend quite a lot of time keeping my personal effects in order. (T) F

You have now examined all of the information that is available. Please place a check (V) beside statement 13 above, and make a prediction for each of the response statements.

RESPONSE BOOKLET FOR GROUP C

TASK I

Make your predictions for Person A on this page.

1.	I would enjoy exploring an old deserted house at night.	T	F
2.	I am willing to work longer at a project than are most people.	T	F
3.	In general, I feel that people should be more definite and decisive.	T	F
4.	I rarely let interruption interfere with an important job.	T	F
5.	It upsets me to go into a situation without knowing what I can expect from it.	T	F
6.	Parachute-jumping is a hobby that appeals to me.	T	F
7.	I often get bored at having to concentrate on one thing at a time.	T	F
8.	I have often broken things because of carelessness.	T	F

TASK II

Make your predictions for Person B on this page.

1. I would enjoy exploring an old deserted house at night. T F

2. I am willing to work longer at a project than are most people. T F

3. In general, I feel that people should be more definite and decisive. T F

4. I rarely let interruption interfere with an important job. T F

5. It upsets me to go into a situation without knowing what I can expect from it. T F

6. Parachute jumping is a hobby that appeals to me. T F

7. I often get bored at having to concentrate on one thing at a time. T F

8. I have often broken things because of carelessness. T F