1. Author(s): McKeachie, W. J., U. Michigan, Ann Arbor.
Title: Lipstick as a determiner of first impressions of personality: an experiment for the general psychology course.
Abstract: A simple rating experiment in which men rated girls which "required little expenditure of time, was of great intrinsic interest to the students, and the results of which were useful in the discussion of halo effects, differences in frames of reference of raters, degree of reliability, projections, and other characteristics of ratings."

2. Author(s): Secord, Paul F., Bevan, William Jr. & Dukes, W. F.
Title: Occupational and physiognomic stereotypes in the perception of photographs.
Abstract: "The hypothesis that occupational labels differentially influence the perception of the facial characteristics of photographs was tested by presenting six photographs with six occupational labels in different combinations to various groups of subjects and having them fill out a rating scale of personality traits for each labeled photograph. Substantial evidence of the existence of occupational stereotypes and physiognomic stereotypes was obtained . . . ."

3. AU: Gastil, John
Title: Generic pronouns and sexist language: The oxymoronic character of masculine generics.
Source: Sex Roles. 1990 Dec; Vol 23(11-12): 629-643
Abstract: Investigated the propensity of the generic he to evoke images of males relative to he/she and the plural they.

4. AU: Stack, Fritz; Martin, Leonard-L; Stepper, Sabine
Title: Inhibiting and facilitating conditions of the human smile: A nonobtrusive test of the facial feedback hypothesis.
Source: Journal of Personality and Social Psychology. 1988 May; Vol 54(5): 768-777
Abstract: We investigated the hypothesis that people's facial activity influences their affective responses. Two studies were designed to both eliminate methodological problems of earlier experiments and clarify theoretical ambiguities. This was achieved by having subjects hold a pen in their mouth in ways that either inhibited or facilitated the muscles typically associated with smiling without requiring subjects to pose in a smiling face. Study 1's results demonstrated the effectiveness of the procedure. Subjects reported more intense humor responses when cartoons were presented under facilitating conditions than under inhibiting conditions that precluded labeling of the facial expression in emotion categories. Study 2 served to further validate the methodology and to answer additional theoretical questions. The results replicated Study 1's findings and also showed that facial feedback operates on the affective but not on the cognitive component of the humor response. Finally, the results suggested that both inhibitory and facilitatory mechanisms may have contributed to the observed affective responses.

5. AU: Cash, Thomas-F; Gillen, Barry; Burns, D-Steven
Title: Sexism and beautyism in personnel consultant decision making.
Abstract: Each of 72 professional personnel consultants rated the suitability of 1 bogus applicant for selected masculine, feminine, and neuter jobs, and for alternatives to employment. Each resume was identical with the exception of the systematic variation of the applicant's sex and the omission or inclusion of a photo depicting the applicant as physically attractive or unattractive. As predicted, personnel decisions strongly reflected the operation of sex-role stereotypes. These factors similarly affected consultants' recommendations of alternatives to employment and consultants' causal attributions of applicants' projected occupational successes and failures.

6. AU: Imada, Andrew-S; Hakel, Milton-D
Title: Influence of nonverbal communication and rater proximity on impressions and decisions in simulated employment interviews.
Abstract: Examined the influences of nonverbal communication and different methods of assessing a job applicant. 72 female Ss saw either an immediate or nonimmediate applicant while serving as an interviewer, observer, or television observer. (Immediacy was manipulated through several nonverbal channels of communication: eye contact, smiling, posture, interpersonal distance, and body orientation.) Both observers were yoked to the interviewer. Results clearly indicate that nonverbal communication had a significant effect on interview impressions and subsequent decisions. Further, several self-report measures suggest different degrees of involvement as a function of the rater's proximity. Implications for future research and novel interviewing techniques are discussed.

7. AU: Dipboye, Robert-L; Arvey, Richard-D; Terpstra, David-E
Title: Sex and physical attractiveness of raters and applicants as determinants of resume evaluations.
Abstract: 110 male and female student "interviewers," classified as either high, moderate, or low on physical attractiveness, evaluated 12 bogus job applicants for whom sex, physical attractiveness, and qualifications had been varied. A 2*3*2*3*2 analysis of variance was computed, with the 1st 2 variables (interviewer sex and attractiveness) constituting between-group factors, and the last 3 variables (applicant sex, attractiveness, and qualifications) constituting repeated measures factors. Regardless of interviewer sex and attractiveness, highly qualified applicants were preferred over poorly qualified applicants, male applicants were preferred...
over female applicants, and attractive candidates were preferred over unattractive candidates. Discrimination in employment
decisions was attributed to sex-role and physical attractiveness stereotypes.

8. AU: Fallon,-April-E; Rozin,-Paul
TI: Sex differences in perceptions of desirable body shape.
AB: Using a set of 9 figure drawings arranged from very thin to very heavy figures, 248 male and 227 female undergraduates
indicated their current figure, their ideal figure, the figure that they felt would be most attractive to the opposite sex, and the opposite
sex figure to which they would be most attracted. For men, the current, ideal, and most attractive figures were almost identical. For
women, the current figure was heavier than the most attractive figure, which was heavier than the ideal figure. Both men and
women erred in estimating what the opposite sex would find attractive. Men thought women would like a heavier stature than
females reported they like, and women thought men would like women thinner than men reported they like. Results suggest that,
on average, men's perceptions serve to keep them satisfied with their figures, whereas women's perceptions place pressure on them to
lose weight. The sex differences reported are probably related to the greater incidence of dieting, anorexia, and bulimia among
American women than among American men.

9. AU: Balloun,-Kristen-D; Holmes,-David-S
TI: Effects of repeated examinations on the ability to detect guilt with a polygraphic examination: A laboratory experiment with a real
crime.
SO: Journal-of-Applied-Psychology. 1979 Jun; Vol 64(3): 316-322
AB: 18 male undergraduates who scored high on the MMPI Pd scale and 16 who scored low on the Pd scale took a written
intelligence test on which they were urged to cheat by confederates posing as other Ss. Approximately 50% of the Ss cheated. The
Ss were then given a guilty knowledge polygraphic examination concerning their possible cheating behavior, during which 3
physiological measures (heart rate, finger pulse volume, and skin resistance) were recorded. The examination was given to each S
twice. Results indicate that (a) only skin resistance was effective for detecting guilt, thus suggesting that other physiological
measures employed by examiners may introduce errors; (b) the procedure was only effective for detecting guilt the first time it was
used, thus indicating that repeated examinations may be invalid; and (c) there was no difference in the detection rates for Ss with
high or low Pd scores.

10. AU: Cota,-Albert-A; Dion,-Kenneth-L
TI: Salience of gender and sex composition of ad hoc groups: An experimental test of distinctiveness theory.
AB: Examined whether the salience of an individual group member's gender would depend on the group's sex composition.
According to W. J. McGuire's (1984) distinctiveness theory, even for "momentary" or ad hoc groups, gender would be more salient
in the spontaneous self-concepts of members of the minority sex in mixed-sex groups than in other conditions. To test this
prediction experimentally, 192 undergraduates (aged 17-55 yrs) were divided into 3-person groups in which the sex composition
was manipulated. This resulted in 4 types: all male, all female, lone male, and lone female. Within these group contexts, Ss
responded to 2 open-ended probes of spontaneous self-concept (i.e., "Tell me what you are" and "Tell me what you are not"), with
order counterbalanced, and subsequently completed a structured measure of gender identity (Personal Attributes Questionnaire).
Chi-square analyses of whether gender was mentioned on the "Tell me about yourself" probe supported the distinctiveness theory.

11. AU: Dion,-Kenneth-L; Cota,-Albert-A
TI: The Ms. stereotype: Its domain and the role of explicitness in title preference.
AB: Hypothesized that (1) a woman who prefers Ms. as her title of address would be seen by perceivers of both sexes as being
higher on positive as well as negative instrumental qualities and also lower on positive and negative qualities of expressiveness
than a woman who prefers a traditional title of address (i.e., Miss or Mrs.), and (2) explicit preference for the woman's title of
address would elicit stronger trait attributions for women with different titles of address than would an implicit preference. 230 Ss
(aged 17-80 yrs and 51.3% female) rated a description of a female stimulus person whose title of address and explicitness of
preference for the title were orthogonally varied. Scales from the Extended Personal Attributes Questionnaire were employed as
measures of instrumental and expressive traits. The hypotheses were well supported.

12. AU: Saal,-Frank-E; Johnson,-Catherine-B; Weber,-Nancy
TI: Friendly or sexy? It may depend on whom you ask.
AB: Replicated A. Abbey's (see record 1982-32628-001) findings on male and female perceptions of women's social interactions
and extended them to different social/organizational contexts (i.e., the workplace and academia) using a different methodology (i.e.,
videotapes). 300 female and 270 male undergraduates participated in 3 experiments that supported Abbey's assertion that male Ss,
especially when observing women's behaviors, were more likely to perceive sexual motives or intentions (i.e., flirtatiousness,
promiscuity, seductiveness, and sexiness) than women. Also, consistent with Abbey's premise, male Ss assessed women's
behaviors as less friendly than did female Ss

13. AU: Saal,-Frank-E; Moore,-S-Craig
TI: Perceptions of promotion fairness and promotion candidates' qualifications.
SO: Journal-of-Applied-Psychology. 1993 Feb; Vol 78(1): 105-110
AB: A sample of 336 undergraduate students (168 women and 168 men) read summaries of fictitious court cases prompted by 1 of
4 possible promotion decisions in 1 of 3 different jobs or occupations. Ss assessed the fairness of the promotion decision and the
qualifications of the promoted and nonpromoted employees. Women and men perceived promotion of a member of the opposite sex
instead of a member of their own sex as significantly less fair than any of the other 3 possible promotion decisions (opposite sex instead of opposite sex, same sex instead of same sex, or same sex instead of opposite sex). Perceptions of promotion candidates' qualifications, however, were not influenced by sex, job sex type (masculine vs sex neutral), or promotion decision or by any interactions of these variables.

14. AU: Johnson,-Catherine-B; Stockdale,-Margaret-S; Saal,-Frank-E
TI: Persistence of men's misperceptions of friendly cues across a variety of interpersonal encounters.
AB: Examined whether gender differences in sexually based perceptions of social interactions persist when traditional male-female power roles are reversed, when the interaction becomes progressively more sexually harassing, and when the response to the harassment is accepting or rejecting. 187 female and 165 male undergraduates viewed a 5-min videotape depicting 12 versions of a professor interacting with a student of the opposite sex. Men perceived the female target as behaving in a sexier manner regardless of her status, the level of harassment, or the victim's response. Women's sexually based perceptions of the most harassing male professor were greater than men's, however. Generally, men appear more likely than women to misperceive women's interpersonal behavior.

15. AU: Landy,-David; Aronson,-Elliot
TI: The influence of the character of the criminal and his victim on the decisions of simulated jurors.
SO: Journal-of-Experimental-Social-Psychology. 1969; 5(2): 141-152
AB: In 2 separate experiments Ss read a standardized description of a crime of negligent automobile homicide. In both Exp. I and II (261 and 116 Ss, respectively), the victim of the crime was presented to approximately 1/2 of the Ss as an unattractive person (UV condition) and to the other 1/2 as an attractive person (AV condition). In Exp. II the character of the defendant was also varied: he was described to some Ss as an attractive person, to some as an unattractive person, and to others as a "neutral" person. The actual circumstances of the crime were identical for all Ss. Ss were requested to sentence the defendant to a specific number of yr. of imprisonment according to their own personal judgment. The results of both experiments showed that AV Ss tended to sentence the defendant to a greater number of yr. of imprisonment than UV Ss. In Exp. II, Ss in the unattractive defendant condition sentenced the defendant more severely than Ss in either the attractive or neutral defendant conditions.

16. AU: Parducci,-Allen
TI: The relativism of absolute judgments.
AB: Presents the view that a "universal balance for judgments" must be rejected. Experiments are presented showing that the rating of misdeeds, by several hundred undergraduates, on a 5-point scale from "not particularly bad" to "extremely evil" were significantly influenced by the context of other statements in which the misdeeds were embedded. The frequency and range of the principles of making judgments are described and compared. It is noted that the judgment of Ss in a variety of different situations, including various sets of physical stimuli, represent a compromise between the 2 principles. Efforts to apply these principles to everyday decisions and behavior is discussed.

17. AU: Thumin,-Frederick-J
TI: Identification of cola beverages.
AB: An attempt was made to overcome certain methodological inadequacies of earlier studies in determining whether cola beverages can be identified on the basis of taste. Some 79 Ss completed questionnaires on their cola drinking habits and brand preferences, then were tested individually on samples of cola beverages presented under methods of paired comparisons. Significant chi square values were obtained for Coca Cola and Pepsi Cola, due to the large number of correct identifications for these brands. Correct identification of Royal Crown, however, did not differ from chance expectancy. No significant relationship was found between ability to identify cola beverages and degree of cola consumption; nor were Ss any better at identifying their "regular" brand than they were other brands.

18. AU: Grush,-Joseph-E; Clore,-Gerald-L; Costin,-Frank
TI: Dissimilarity and attraction: When difference makes a difference.
AB: 1,378 undergraduates described themselves and their 57 instructors on the Gordon Personal Profile or the Gordon Personal Inventory which measure traits relevant (ascendancy and personal relations) and irrelevant (sociability and cautiousness) to teaching skill. Dissimilarity (instructor being higher than student) on relevant trait dimensions was hypothesized to be instrumental for student satisfaction with an instructor's role performance. When students were classified as similar or dissimilar to their instructors on the personality dimensions, those most attracted to their instructors were those dissimilar on relevant (but not irrelevant) traits. The dissimilarity finding was not an artifact of differences in skill of instructor nor of differences in students' perceptions of their instructors' traits. A 3-dimensional system is outlined to specify when similarity and dissimilarity should promote attraction.

19. AU: Aronson,-Elliot; Gerard,-Eugene
AB: A laboratory experiment was conducted in which, "by accident," some Ss were allowed too much time in which to perform a task while others were allowed a minimum amount of time. Subsequently, when presented with a similar task, and allowed to work at their own pace, Ss who were allowed excess time initially required more time to complete the task. Thus, going beyond
Parkinson's law, not only does a piece of work expand to fill the time available, but once it has expanded it continues to require more time. The phenomenon is discussed in terms of Guthrie's theory of learning and Festinger's theory of cognitive dissonance.

20. AU: Sigall,-Harold; Ostrove,-Nancy
TI: Beautiful but dangerous: Effects of offender attractiveness and nature of the crime on juridic judgment.
AB: Varied the physical attractiveness of a criminal defendant (attractive, unattractive, or no information) and the nature of the crime (attractiveness-related or attractiveness-unrelated) in a factorial design. After reading 1 of the case accounts, 120 undergraduates sentenced the defendant to a term of imprisonment. An interaction was predicted: When the crime was unrelated to attractiveness (burglary), Ss would assign more lenient sentences to the attractive defendant than to the unattractive defendant; when the offense was attractiveness-related (swindle), the attractive defendant would receive harsher treatment. Results confirm the predictions, thereby supporting a cognitive explanation for the relationship between the physical attractiveness of defendants and the nature of the judgments made against them.

21. AU: Siegrist,-Michael
TI: Effects of taboo words on color-naming performance on a Stroop test.
AB: Examined the effect of irrelevant taboo and control words on performance on the Stroop task. Ss included 45 female college students aged 20-41 yrs old. Each S was seated at a computer and was instructed to name the color of the word on the screen as quickly as possible and to ignore the semantic content of that word. Results showed higher mean response time for taboo words than for control words. Single stimulus presentation made it possible to estimate internal consistency for interference of taboo words.

22. AU: de-Klerk,-Vivian
TI: How taboo are taboo words for girls?
AB: Studied the stereotype that males are typically slang users and that females are slang eschewers. 160 South African English-speaking students (80 12-14 yr olds and 80 15-17 yr olds) were asked to write down as many synonymous slang terms relating to males and females as they could, corresponding to 23 key words. Results support the findings of B. Risch (see record 1988-32215-001) in the US and challenge the assumption that women stick to standard speech. Females were familiar with, and used, a wide range of highly taboo/slang items themselves. The question of pejorative words applicable to males and females is discussed; the view that there are only a few pejorative terms commonly used to describe males (particularly by females) is challenged.

23. AU: Williams,-Leonard-J; Evans,-James-R
TI: Evidence for perceptual defense using a lexical decision task.
AB: In a tachistoscopic experiment using a lexical-decision task, 32 undergraduates responded to 64 4-, 5-, and 6-letter, 1- and 2-syllable emotional (taboo) and nonemotional (neutral) words. It was predicted that (a) Ss would be more likely to call a taboo word a nonword than they would be to call a neutral word a nonword; (b) reaction times (RTs) to taboo words would be longer than to nonwords; and (c) there would be differences in RTs and in accuracy of recognition of taboo words vs nonwords depending on the visual hemifield to which the stimulus was projected. Emotional words were not responded to as quickly or as accurately as nonemotional words. Results suggest evidence for perceptual defense uncontaminated by response bias.

24. AU: Klein,-George-S
TI: Semantic power measured through the interference of words with color-naming.
AB: 2 experiments investigated the basis of interference in the Jaensch-Stroop phenomenon: the relative difficulty of naming colors when the actual colors are incongruently combined with words signifying the colors, e.g. the word "red" printed in the color "yellow," etc.

25. AU: Kindt,-Merel; Brosschot,-Jos-F
TI: Phobia-related cognitive bias for pictorial and linguistic stimuli.
AB: The purpose of this study was to examine whether anxiety-related cognitive bias for threat is stronger for threatening pictures than for threatening words. Spider-phobic participants (n = 31 ) and control participants (n = 33) performed a pictorial and linguistic spider Stroop task. Spider-phobic participants showed a marked bias for threat. However, this bias was similar for pictures and for words, although the spider-phobic group evaluated the pictures as being more aversive. The results suggest that automatic processing of threatening information in people with phobias is triggered in an on-off fashion, independent of subjective threat of the stimuli. This lack of distinction in automatic processing of weak and strong predictors of danger may be fundamental to the irrational nature of anxiety disorders.

26. AU: Windes,-James-D
TI: Reaction time for numerical coding and naming of numerals.
SO: Journal-of-Experimental-Psychology. 1968; 78(2, Pt. 1): 318-322
AB: Compared RTs for 2 different identification tasks, numeral naming and quantity naming. Exp. I used single Arabic numerals for the numeral naming task and corresponding amounts of arbitrary figures for the quantity naming task. Exp. II used the same Arabic numerals in different corresponding amounts for both tasks. 18 male undergraduate Ss served in each experiment, 9 under each
task condition. Exp. I showed an insignificant difference between the 2 tasks. Exp. II showed that RT was slower for naming the different quantities of numerals than for naming the numerals themselves, even when the stimuli and naming responses were identical. An interpretation in terms of identification task conflict, as distinct from response conflict, is presented.

27. AU: Krauss,-Robert-M; Dushay,-Robert-A; Chen,-Yihsiu; Rauscher,-Frances
AB: Three experiments, with a total of 305 undergraduates, studied the extent to which spontaneous gestural accompaniments to a spoken message enhance its communicative effectiveness. All employed a modified referential communication task in which Ss were videotaped as they described a stimulus to a partner, who selected it from a set of similar stimuli. Half of the dyads communicated face-to-face, and half were separated and communicated over an intercom. The descriptions were presented to new Ss who tried to select the stimulus described. Half of these listeners both saw and heard the videotape; the remainder only heard the soundtrack. The experiments differed in the type of stimulus described, i.e., abstract graphic designs, novel synthesized sounds, or samples of tea. Communication accuracy was better than chance in all 3 experiments, but in none was accuracy enhanced by allowing the listener to see the speaker's gestures. Record 5 of 6 in PsycINFO 1978-1984

28. AU: Clark,-Herbert-H; Schreuder,-Robert; Buttrick,-Samuel
SO: Journal-of-General-Psychology. 1964; 70(1): 143-161
AB: 3 hypotheses from Goldstein's theory as to the effects of red and green surroundings on psychomotor and intellectual functions were tested. Hypotheses were that the efficiency of performance of finely coordinated psychomotor tasks and psychophysical judgments would be greater under green than under red; and that red will have an expansive, and green a contractive, effect on lateral arm movements made both away from and toward the center of the body. The Ss performed the tasks while sitting in front of a rectangular, semi-enclosed structure with colored walls. Goldstein's theory received very limited support. The only positive finding was that red, as compared to green, interferes with tasks requiring motor inhibition.

29. AU: Dion,-Karen; Berscheid,-Ellen; Walster,-Elaine
AB: Examined whether physically attractive stimulus persons, both male and female, are (a) assumed to possess more socially desirable personality traits than physically unattractive stimulus persons, and (b) expected to lead better lives (e.g., be more competent husbands and wives and more successful occupationally) than unattractive stimulus persons. Sex of Subject * Sex of Stimulus Person interactions along these dimensions also were investigated. Results with 30 male and 30 female undergraduates indicate a “what is beautiful is good” stereotype along the physical attractiveness dimension with no Sex of Judge * Sex of Stimulus interaction. Implications of such a stereotype on self-concept development and the course of social interaction are discussed.

30. AU: Martin,-Martha-Ann; Metha,-Arlene
AB: Examines the effects of musical mood induction on recall of childhood memories. Fifty-six college students were randomly assigned to happy, sad, neutral or no music conditions. Following their exposure, the Ss were asked to recall as many childhood memories before age 12 that they could (Recall I) and to elaborate on one recalled memory in detail (Recall II). The results showed that the mood induction technique had an impact on the total number of memories recalled in the happy condition. However, there was no significant treatment effect of sad music on eliciting sad memory recall. There was also no significant treatment effect of happy music on positive affect even though the happy condition had the highest rate of congruence of mood to condition. Thus, while the musical mood induction technique may have an effect on retrieving events associated with a particular mood or emotion, it may not be as effective in altering emotional mood states, at least as determined by depressive or positive mood measures. Implications for music therapy are discussed.

31. AU: Jacobs,-Keith-W; Blandino,-Susan-E
AB: The Profile of Mood States was printed on either yellow, red, green, blue, or white paper and administered to 246 undergraduates. Significant effects of color were found only for the Fatigue scale, on which red scores were lowest and green were highest.
Participants completed a 14-item semantic differential scale to rate perceptions of a mate or a female in a silhouetted drawing. Female height were gathered from 108 students enrolled in undergraduate public speaking courses at a large Florida University. The self-report data showed that men placed more importance than women did on physical attributes of a potential date, while shopping mall, a positive feeling state was induced by giving Ss a free gift; good mood, thus induced, was found to improve Ss' evaluations of the performance and service records of products they owned. In Exp II, with 47 undergraduates, affect was induced by having Ss win or lose a computer game in a laboratory setting; Ss who had won the game were better able to recall positive material in memory. Results are discussed in terms of the effect that feelings have accessibility of cognitions. In addition, the nature of affect and the relationship between good mood and behavior (such as helping) are discussed in terms of this proposed cognitive process.

AB: Conducted 2 studies to investigate the effect of good mood on cognitive processes. In Exp I, which was conducted in a shopping mall, a positive feeling state was induced by giving Ss a free gift; good mood, thus induced, was found to improve Ss' evaluations of the performance and service records of products they owned. In Exp II, with 47 undergraduates, affect was induced by having Ss win or lose a computer game in a laboratory setting; Ss who had won the game were better able to recall positive material in memory. Results are discussed in terms of the effect that feelings have accessibility of cognitions. In addition, the nature of affect and the relationship between good mood and behavior (such as helping) are discussed in terms of this proposed cognitive process.

34. AU: Anderson,-Terry-A; Pratapelli,-Marc-E
AB: The effects of violence and other affective information in popular videos on cognitive performance were examined in 55 college-age men and women. This study sought to control for positive vs negative affect and male viewing preferences. Participants were randomly assigned to one of four conditions in which they viewed either a 10 min (a) humorous video segment, (b) an action video segment, (c) a violent video segment, or (d) a neutral segment. Participants then performed a word generation task as a measure of cognitive performance. Data were scored by quantitative and qualitative attributes including the atypicality of the words generated. Women who viewed violent, action, or humorous video segments generated significantly fewer exemplars and more common exemplars than did men. The present results suggest that the emotionally charged content-related information in many videos may differentially affect women by reallocating attentional resources during cognitive processing.

35. AU: Furnham,-Adrian; Baguma,-Peter
TI: Self-estimates of intelligence: A cross-cultural study from three continents.
AB: Comparable groups of 100 British, 84 American and 86 African students estimated their own IQs on 7 dimensions that factored into 3 higher order factors: verbal, numerical and cultural. The African students gave the highest estimates of their own overall IQs (113.67), while the Americans believed they had the highest numerical (114.85) and cultural (106.87) IQ scores. Males from all 3 groups rated their numerical IQs higher than did females. Males also believed more than females in sex and race differences in IQ. Compared to the Britons and Americans, the Africans were less likely to have taken an IQ test, believe in higher male versus female scores, believe tests are useful in educational settings, or believe some races are more intelligent than others. Results are discussed in terms of the limited research in the area.

36. AU: Furnham,-Adrian; Baguma,-Peter
TI: Cross-cultural differences in the evaluation of male and female body shapes.
AB: 28 male and 47 female British college students and 55 male and 51 female Ugandan undergraduates rated 24 drawings of male and female figures on 12 bipolar scales. The drawings represented figures ranging from extremely obese to extremely anorexic. The major cultural differences occurred with the more extreme figures. Ugandans rated the more obese female and male figures as more attractive than did the British Ss. Results are discussed in terms of the burgeoning literature on cross-cultural differences in the determinants of body image, stereotypic attractiveness, and eating disorders.

37. AU: Frederick,-Christina-M; Morrison,-Craig-S
TI: Date selection choices in college students: Making a potential love connection.
AB: Examined the question of college student date selection using a multi-dimensional approach. 133 college students (aged 17-40 yrs) were asked to choose a potential date from 4 videotaped self-descriptions read by actors. The students were also asked to complete a self-report measure indicating the importance of 16 different characteristics in date selection. Results indicated that the most preferred date using the videotape methodology was the actor describing what he/she desired in a potential date. However, the self-report data showed that men placed more importance than women did on physical attributes of a potential date, while women favored characteristics associated with financial security. These results show partial support for the processes governing date selection as hypothesized by evolution theory.

38. AU: Boyson,-Aaron-R; Pryor,-Burt; Butler,-Jeff
TI: Height as power in women.
AB: Examined relationships between female height and perceptions of power or dominance. While considerable research addresses the effects of height in males, research isolating female height as an independent variable is minimal. Perceptions of female height were gathered from 108 students enrolled in undergraduate public speaking courses at a large Florida University. Participants completed a 14-item semantic differential scale to rate perceptions of a mate or a female in a silhouetted drawing showing the man facing the woman. Three different drawings were used to manipulate female height, while male height remained constant. Participants rated a female who was pictured as noticeably shorter, slightly shorter, or slightly taller than the male silhouette. A Mehrabian's (1981) dominance scales, taken from his 3 dimensions of emotional meaning, were used to assess perceptions of dominance. The female was rated as significantly more dominant than the male when she was pictured as taller.

39. AU: Lutz,-Kathy-A; Lutz,-Richard-J
TI: Height as power in women.
AB: Examined relationships between female height and perceptions of power or dominance. While considerable research addresses the effects of height in males, research isolating female height as an independent variable is minimal. Perceptions of female height were gathered from 108 students enrolled in undergraduate public speaking courses at a large Florida University. Participants completed a 14-item semantic differential scale to rate perceptions of a mate or a female in a silhouetted drawing showing the man facing the woman. Three different drawings were used to manipulate female height, while male height remained constant. Participants rated a female who was pictured as noticeably shorter, slightly shorter, or slightly taller than the male silhouette. A Mehrabian's (1981) dominance scales, taken from his 3 dimensions of emotional meaning, were used to assess perceptions of dominance. The female was rated as significantly more dominant than the male when she was pictured as taller.
41. AU: Macrae,-C-Neil; Hood,-Bruce-M; Milne,-Alan-B; Rowe,-Angela-C; Mason,-Malia-F
TI: Are you looking at me? Eye gaze and person perception.
SO: Psychological-Science. 2002 Sep; Vol 13(5): 460-464
AB: Notes that previous research has highlighted the pivotal role played by gaze detection and interpretation in the development of social cognition. Extending work of this kind, the present research investigated the effects of eye gaze on basic aspects of the person-perception process, namely, person construal and the extraction of category-related knowledge from semantic memory. The first experiment examined eye gaze and person categorization, and 32 undergraduates participated. The second experiment examined eye gaze and knowledge accessibility, and 18 undergraduates participated. It was anticipated that gaze direction would moderate the efficiency of the mental operations through which these social-cognitive products are generated. Specifically, eye gaze was expected to influence both the speed with which targets could be categorized as men and women and the rate at which associated stereotypic material could be accessed from semantic memory. The results of 2 experiments supported these predictions: Targets with nondeviated (i.e., direct) eye gaze elicited facilitated categorical responses. The implications of these findings for recent treatments of person perception are considered.

43. AU: Schachter,-Stanley
TI: Deviation, rejection, and communication.
SO: Journal-of-Abnormal-and-Social-Psychology. 1951; 46: 190-207
AB: Results of experiments dealing with the consequences of deviation from a group standard are described. The effect of degrees of cohesiveness and relevance of the issue on the degree of rejection of a deviate is considered. The effects of these variables on communication and induction within the groups are studied in detail.

44. AU: Postman,-Leo; Crutchfield,-Richard-S
TI: The interaction of need, set, and stimulus-structure in a cognitive task.
AB: An investigation of the relationship between intensity of hunger and frequency of food-related cognitive responses as affected by the experimental manipulation of two variables. These variables are; degree to which the task (completion of skeleton words) affects elicitation of food responses, and; extent to which selective set for food responses (degree of hunger) affects elicitation of food responses. The main theoretical conclusion is as follows, "Intensity of need is one of the variables which modifies the operation of such general principles of cognition as selective 'set' within limits defined by the characteristics of the stimulus materials."

45. AU: Rosen,-Benson; Jerdee,-Thomas-H
TI: Influence of subordinate characteristics on trust and use of participative decision strategies in a management simulation.
AB: Examined the influence of subordinate characteristics on use of participative decision strategies by administering a decision exercise to 148 business students. Ss evaluated the extent to which participative decision-making strategies were appropriate for work groups of varying job status and minority composition. Results indicate that willingness to use participative approaches is lower when subordinates are lower in job status or are predominately from a minority group. Potential organizational consequences of this tendency are discussed.

46. AU: Cason,-H
TI: Common annoyances: a psychological study of every-day aversions and irritations.
SO: Psychological-Monographs. 1930; 40, No. 182: 218
AB: The author made an exhaustive collection of statements of concrete annoyances, aversions and irritations from individual people, together with the concrete stimuli and situations which evoked these unpleasant responses. The general methods of studying feelings and specific methods of collecting statements of common annoyances are discussed. A complete list of the common annoyances with frequencies is presented together with a scale for scoring them. The author also collected 7200 explanations from 535 different individuals as to why the annoyances were unpleasant. The data are presented in tables, classifications and frequencies. This study represents an experimental attempt to analyze the source and nature of the many aversions we have towards our fellows. 74 references are appended.

47. AU: Asch,-S-E
TI: Forming impressions of personality.
SO: Journal-of-Abnormal-and-Social-Psychology. 1946; 41: 258-290
AB: In a series of investigations, students were asked to form impressions and write brief characterizations of the person to whom a short list of trait adjectives applied. To facilitate evaluation, some groups of judges also rated the hypothetical person on a list of bipolar traits. It appears that traits may be central or peripheral, according to their fit in the general configuration of traits. Altering a central trait in a series changes the impression much more than altering a peripheral trait. Interpretation of a single trait varies with the context of other traits, thus denying the validity of independent, additive traits in personality. The order of listing of traits affects elicitation of food responses, and; extent to which selective set for food responses (degree of hunger) affects elicitation of food responses. The main theoretical conclusion is as follows, "Intensity of need is one of the variables which modifies the operation of such general principles of cognition as selective 'set' within limits defined by the characteristics of the stimulus materials."
The 'halo' effect is interpreted as an attempt to organize a simple impression of a unitary person. Despite halo errors, it is probably more accurate to judge whole impressions than to rate isolated traits.

48. AU: Eysenck, M. W.
TI: Age differences in incidental learning.
AB: Examined the effects of age and of incidental-learning tasks on recall of a categorized word list. Ss were 50 18-30 yr old college students and 50 55-65 yr old teachers. The control groups were instructed to remember the words; incidental-learning groups performed orienting tasks, but were not informed that they would have to recall the words. 2 orienting tasks required that Ss process the meaning of the words; the other 2 orienting tasks did not involve semantic processing. Analysis of the free-recall data indicates that the semantic processing tasks led to much greater recall and organization of recall than the nonsemantic orienting tasks. In recall, there was a significant interaction between age and orienting task, with old Ss only manifesting incidental learning that was inferior to young Ss, whose orienting task involved semantic processing. The findings indicate that the presence or absence of an age-related decrement in incidental learning is predictable from the depth of processing of the incidentally acquired material.

49. AU: Green,-Melanie-C; Brock,-Timothy-C
TI: The role of transportation in the persuasiveness of public narratives.
AB: Transportation was proposed as a mechanism whereby narratives can affect beliefs. Defined as absorption into a story, transportation entails imagery, affect, and attentional focus. A transportation scale was developed and validated. Experiment 1 (N = 97) demonstrated that extent of transportation augmented story-consistent beliefs and favorable evaluations of protagonists. Experiment 2 (N = 69) showed that highly transported readers found fewer false notes in a story than less-transported readers. Experiments 3 (N = 274) and 4 (N = 258) again replicated the effects of transportation on beliefs and evaluations; in the latter study, transportation was directly manipulated by using processing instructions. Reduced transportation led to reduced story-consistent beliefs and evaluations. The studies also showed that transportation and corresponding beliefs were generally unaffected by labeling a story as fact or as fiction.

50. AU: Wheeler,-S-Christian; Green,-Melanie-C; Brock,-Timothy-C
AB: Reports 3 exact replications of experiments aimed at illuminating how fictional narratives influence beliefs (D. A. Prentice et al; see record 1997-43187-015). Students read fictional stories that contained weak, unsupported assertions and which took place either at their home school or at an away-school. Prentice et al found that students were influenced to accept the assertions, even those blatantly false, but that this effect on beliefs was limited to the away-school setting. The current authors questioned the limiting of the narrative effect to remote settings. The present studies consistently reproduced the first finding, heightened acceptance of statements occurring in the conversations of narrative protagonists, but failed to reproduce the moderating effect of school location. In an attempt to understand these discrepancies, likely moderating factors, such as readers’ need for cognition and their extent of scrutiny of the narratives, were measured.

51. AU: Prentice,-Deborah-A; Gerrig,-Richard-J; Bailis,-Daniel-S
TI: What readers bring to the processing of fictional texts.
AB: Examines aspects of processing that depend on the particular relation of the reader to the text. 59 undergraduates read fictional stories, set either at their own school or at another school, containing weak and unsupported assertions. The authors expected that the Ss would be prompted to process the story information thoroughly enough to reject the assertions only if they were familiar with the narrative. Consistent with this expectation, the results showed that the away-school story but not the home-school story, had a significant impact on students’ beliefs. These results support the view that readers must actively construct disbelief when processing fictional information.

52. AU: Hoynga,-Katherine-B; Wallace,-Benjamin
TI: Sex differences in the perception of autokinetic movement of an afterimage.
AB: The effects of stimulus color and gender of Ss upon the perception of an afterimage were examined. Ss were 32 male and 32 female college undergraduate volunteers. Eight Ss of each gender viewed a pinpoint flash of light through 1 of 4 filters: blue-green, red, yellow, or neutral. Each S was given 3 trials, and on each trial, the duration of the afterimage was recorded, along with changes of direction and changes in perceived color. Males reported significantly more autokinetic movement of the afterimage. The color of the stimulus affected afterimage duration differentially for the 2 genders, and there was also a significant interaction of gender with filter color for the total number of color changes reported. Thus, it is likely that both outflow monitoring and error signal variables in the autokinetic effect may be affected by gender, and the 2 sexes may also have different retinal and/or central processing of visual information.

53. AU: Mayo,-J; White,-O; Eysenck,-Hans-J
TI: An empirical study of the relation between astrological factors and personality.
AB: Tested 2 astrological predictions: (a) extraversion is related to being born under the odd-numbered zodiacal signs and introversion to being born under the even-numbered zodiacal signs, and (b) that people born under the so-called water signs would show greater emotionality and would thus have higher Neuroticism scores than the other Ss. 917 male and 1,407 female adults,
mean age 35 yrs, were administered the Eysenck Personality Inventory, and their birth dates were ascertained. Results for males and females separately and jointly support both hypotheses. It is concluded that artifacts are unlikely to have produced the results.

54. AU: Leon,-Manuel; Oden,-Gregg-C; Anderson,-Norman-H
 TI: Functional measurement of social values.
 AB: Applied integration theory to moral judgments of groups. 16 high school and college students judged badness of groups of criminals, each of whom was guilty of 1 offense. The data support the averaging hypothesis of information integration, with much greater weighting of the more serious offenses. A subgroup of Ss carried this tendency to an extreme, basing their judgment on the most serious offense and ignoring the lesser offenses in the group. Functional measurement procedure was used to scale the offenses. Results are comparable to C. H. Coombs's (see record 1967-08796-001) version of L. L. Thurstone's 1927 paired-comparison scales of the same stimuli, though some nonlinearity appeared at the extremes, possibly a result of bias in the paired comparison choice data. Advantages of functional scales for group processes are discussed.

55. AU: Stewart-Williams,-Steve
 TI: Gender, the perception of aggression, and the overestimation of gender bias.
 SOURCE: Sex-Roles. 2002 Mar; Vol 46(5-6): 177-189
 AB: The purpose of this study was to investigate how the gender of aggressor, target, and observer influences the perception and evaluation of aggression. 171 university students (predominantly White, mean age 32.7 yrs) read 1 of 8 vignettes that described an aggressive act. The aggressor-target gender combinations and the aggressive act were varied. Data did not support the hypothesis that, because of the impact of gender stereotypes, participants would perceive more aggressiveness in men's aggression than in women's aggression. Participants rated women's aggression as more acceptable than men's aggression, and male participants considered the aggression more acceptable, apparently because they saw the act as less aggressive. In addition, participants estimated how much men/women would perceive and evaluate the aggression. Results suggest that people overestimate how biased others are toward members of their own gender.

56. AU: Pavur,-Edward-J; Little,-Steven-G
 TI: Self-esteem and formality of instructions as variables influencing sentence recall.
 AB: Examined whether the selective recall phenomenon is related to self-esteem in 211 undergraduates. The selective recall phenomenon is the inferior recall of interrupted tasks in an informal (ego-threatening) situation, relative to the recall of interrupted tasks in an informal (non-threatening) situation. Ss responded to a self-esteem inventory and were then given formal or informal instructions. Ss worked on 16 tasks and were interrupted on 8 and allowed to complete 8. Finally, an unexpected free-recall test of task solutions was administered. Only Ss low in self-esteem exhibited the selective recall pattern. It was hypothesized that in a formal situation, interrupted activities were viewed as failures. It was assumed that the recall of failures was particularly threatening to low-self-esteem Ss, resulting in selective forgetting or selective storage of solutions. It was also found that all Ss recalled solutions from completed tasks more frequently than solutions from interrupted ones. It is suggested that there is a dual mechanism involving both motivation persistence and motivation reduction, and that information is incorporated into a self-referent schema.

58. AU: Alexander,-Michele-G; Fisher,-Terri-D
 TI: Truth and consequences: Using the bogus pipeline to examine sex differences in self-reported sexuality.
 AB: Stereotype threat impairs performance in situations where a stereotype holds that one's group will perform poorly. Two experiments with 268 subjects investigated whether reminding women of other women's achievements might alleviate women's mathematics stereotype threat. In Experiment 1, college women performed significantly better on a difficult mathematics test when they were first told that women in general make better participants than men in psychology experiments. In Experiment 2, college women performed significantly better on a difficult mathematics test when they first read about four individual women who had succeeded in architecture, law, medicine, and invention. The results are seen as having implications for theories of stereotype threat, self-evaluation, and performance expectations.

59. AU: McIntyre,-Rusty-B; Paulson,-Rene-M; Lord,-Charles-G
 TI: Alleviating women's mathematics stereotype threat through salience of group achievements.
 AB: Stereotype threat impairs performance in situations where a stereotype holds that one's group will perform poorly. Two experiments with 268 subjects investigated whether reminding women of other women's achievements might alleviate women's mathematics stereotype threat. In Experiment 1, college women performed significantly better on a difficult mathematics test when they were first told that women in general make better participants than men in psychology experiments. In Experiment 2, college women performed significantly better on a difficult mathematics test when they first read about four individual women who had succeeded in architecture, law, medicine, and invention. The results are seen as having implications for theories of stereotype threat, self-evaluation, and performance expectations.

60. AU: Gorman,-Kristin-A; Fritzsche,-Barbara-A
 TI: The good-mother stereotype: Stay at home (or wish that you did!).
 AB: This study extends prior research on the good-mother stereotype by examining the influence of mothers' role satisfaction on perceptions. 207 college students (mean age 19 yrs) read a brief description of a mother and rated her commitment to motherhood and communality. As predicted, the mother who remained home with her child and who was satisfied with staying home was rated
higher than was the dissatisfied stay-at-home mother. However, the continuously employed mother who was satisfied with working outside of the home was perceived as less committed to motherhood and less selfless than was the dissatisfied, employed mother. The results are discussed in the context of N. F. Russo's (1976) analysis of the motherhood mandate and A. H. Eagly and V. J. Steffen's (1984) theory of gender stereotypes. Implications for career-oriented mothers are examined.

61. AU: Dholakia,-Ruby-Roy; Chiang,-Kuan-Pin
TI: Shoppers in cyberspace: Are they from Venus or Mars and does it matter?
AB: Internet shopping (or e-shopping) is emerging as a shopping mode and with its requirement of computer access and use, it is interesting to find out whether consumers associate e-shoppers with any gender-specific stereotypes. Such stereotypes may be expected because shopping is considered a “female typed” activity whereas technology is considered to be in the male domain. In this article, we address this central question in an empirical study that varies the shopping context in terms of outlet type, product type, and purchase purpose. The respondents are 112 college students (aged 18-22 yrs) with internet access and familiarity with online shopping. The experimental results suggest that the global stereotype, held by both male and female respondents, is that of a shopper as a woman. This stereotype reverses when the product purchased is technical and expensive (DVD player). In terms of personality attributions, the female shopper is seen to be less technical, less spontaneous, and more reliable and attributes regarding personal characteristics are not influenced significantly by product type, outlet type, or purchase purpose.

62. AU: Burr,-Vivien
TI: Judging gender from samples of adult handwriting: Accuracy and use of cues.
SO: Journal-of-Social-Psychology. 2002 Dec; Vol 142(6): 691-700
AB: In 2 experiments, participants judged 2 samples of adult handwriting for gender of writer; their accuracy was significantly better than chance and improved with practice. In a 3rd experiment, participants who were not cued for gender of writer judged coded male and female scripts to be significantly different with respect to features such as carefulness, neatness, regularity, and apparent speed of execution. The participants cued for gender of writer on the basis of their judgments on stylistic features such as slope and roundness, which appeared to be subsumed within the "higher order" dimensions of carefulness versus confidence. The results suggest that the participants cued for gender of writer may have been influenced by gender stereotypes, leading to errors in some of their judgments.

63. AU: Hutson-Comeaux,-Sarah-L; Kelly,-Janice-R
TI: Gender stereotypes of emotional reactions: How we judge an emotion as valid.
AB: Reports a partial replication of the finding that women face a double-bind with respect to emotional expression (J. R. Kelly and S. L. Hutson-Comeaux, 2000) and explores the hypothesis that gender-inconsistent emotional reactions are perceived to be more valid indicators of one's underlying emotional experience than gender-consistent emotional reactions. 117 men and 60 women (aged 17-24 yrs) evaluated the appropriateness and sincerity of women's and men's overreactions to happy and angry events in both interpersonal and achievement contexts. Women's overreactions to happy events were judged as less appropriate and their emotional reactions were perceived as less sincere than were men's, particularly in an interpersonal context. In addition, men's overreactions to angry events in the interpersonal context were judged as less appropriate and less sincere than were women's.

64. AU: Sczesny,-Sabine; Stahlberg,-Dagmar
TI: The influence of gender-stereotyped perfumes on leadership attribution.
AB: The classification of perfumes as 'women's' and 'men's' fragrances is based on certain gender stereotypes. In two experiments, female and male participants were asked to assume the role of a manager. In Experiment 1, they read an application for the position of a junior manager written by a male or female job applicant. Application papers were prepared with a typically masculine perfume, a typically feminine perfume or no perfume at all (control group). In Experiment 2, participants conducted a job interview with a female or male applicant (a confederate) who had applied the respective perfume or no perfume. Persons with a typically masculine perfume were employed with a higher degree of certainty compared to persons with a typically feminine perfume.

65. AU: Cottle,-Thomas-J
TI: The circles test: An investigation of perceptions of temporal relatedness and dominance.
AB: Perceptions of the relationship of past, present, and future and the special significance of any 1 of the zones is measured in an instrument called the Circles Test which instructs respondents to draw the 3 zones as circles of varying sizes. A temporal relatedness variable is operationalized as the degree to which circles touch (continuity) or overlap (integration-projection) with one another. Dominance of a zone is defined as its size relative to the other 2. In addition, the sense of temporal emergence is measured in an empirical study that varies the shopping context in terms of outlet type, product type, and purchase purpose. The respondents are 112 college students (aged 18-22 yrs) with internet access and familiarity with online shopping. The experimental results suggest that the global stereotype, held by both male and female respondents, is that of a shopper as a woman. This stereotype reverses when the product purchased is technical and expensive (DVD player). In terms of personality attributions, the female shopper is seen to be less technical, less spontaneous, and more reliable and attributes regarding personal characteristics are not influenced significantly by product type, outlet type, or purchase purpose.

66. AU: Zetenyi,-Tamas; Lukacs,-Denes
TI: Masculinity-femininity and perceptual style on the Circles Test.
AB: Administered the Mf scale of the Minnesota Multiphasic Personality Inventory (MMPI) and the Circles test of the Torrance Test of Creative Thinking to 202 18-26 yr old men and women. This study hypothesized that Ss with masculine or cross-masculine sex-role identification higher than average would produce more open, complex, or combined responses. Results show that masculine women gave fewer inner-space responses than masculine men, and feminine men gave more inner-space responses than feminine women.