

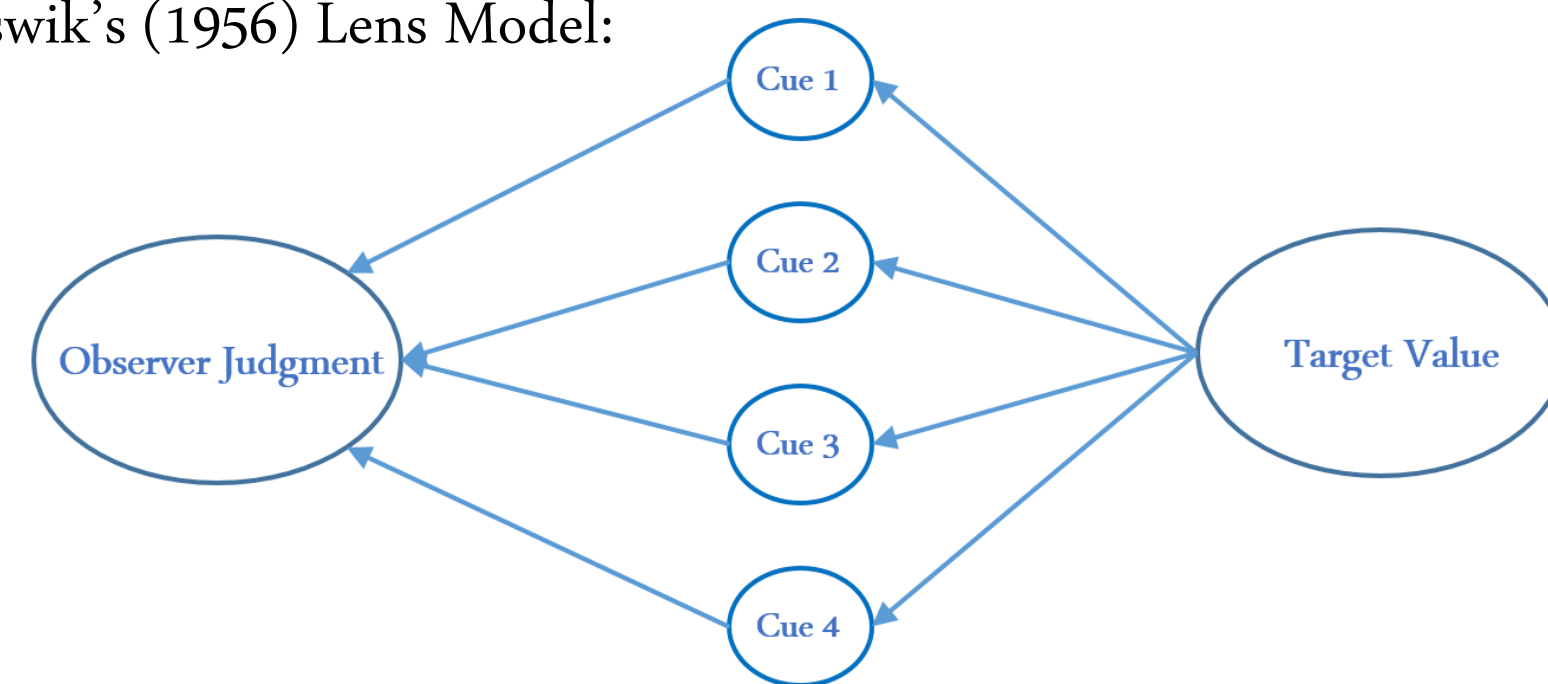
Continuous Judgments of Personality: How and When We Make Judgments of Extraversion

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Background

- Judgments of Extraversion by unacquainted observers tend to be surprisingly accurate (Beer & Watson, 2008; Borkeanu & Liebler, 1992; Norman & Goldberg, 1966; Watson, 1989)
- One common method for exploring the nature of this established relation involves employment of Brunswik's (1956) Lens Model:



- The Lens Model is generally viewed as a mediational model, though the data collected in accordance with the model rarely allow for causal inferences to be drawn
- One particular issue is the inability to establish a) detection of a cue by an observer and thus b) temporal precedence in the cue/judgment relation
- To address these issues, I collected continuous, on-line judgments of target personality during a videotaped interview

Research Questions

- Do properties of continuous judgments of Extraversion predict target Extraversion similarly to traditional rating scale measures?
- How and when do people alter their judgments of Extraversion based on verbal and non-verbal cues?

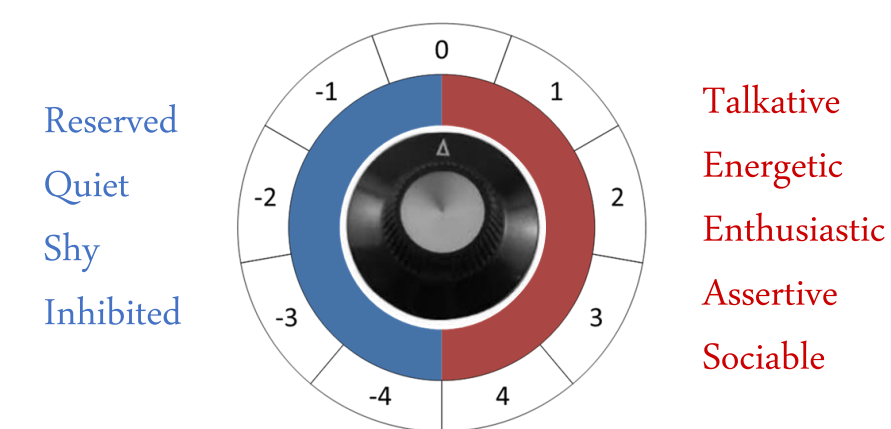
Method

Participants

- 114 Targets:
 - Completed a self-report BFI
 - Were videotaped during a brief interview
- 120 Judges:
 - Assessed four separate targets in each of two ways:
 - Using a dial (pictured at right) to continuously assess the target individual's level of Extraversion during the video
 - Using the TIPI upon conclusion of the video

Materials

- I constructed a rating device consisting primarily of a potentiometer linked to a computer via an analog-to-digital converter; the user interface is represented below:



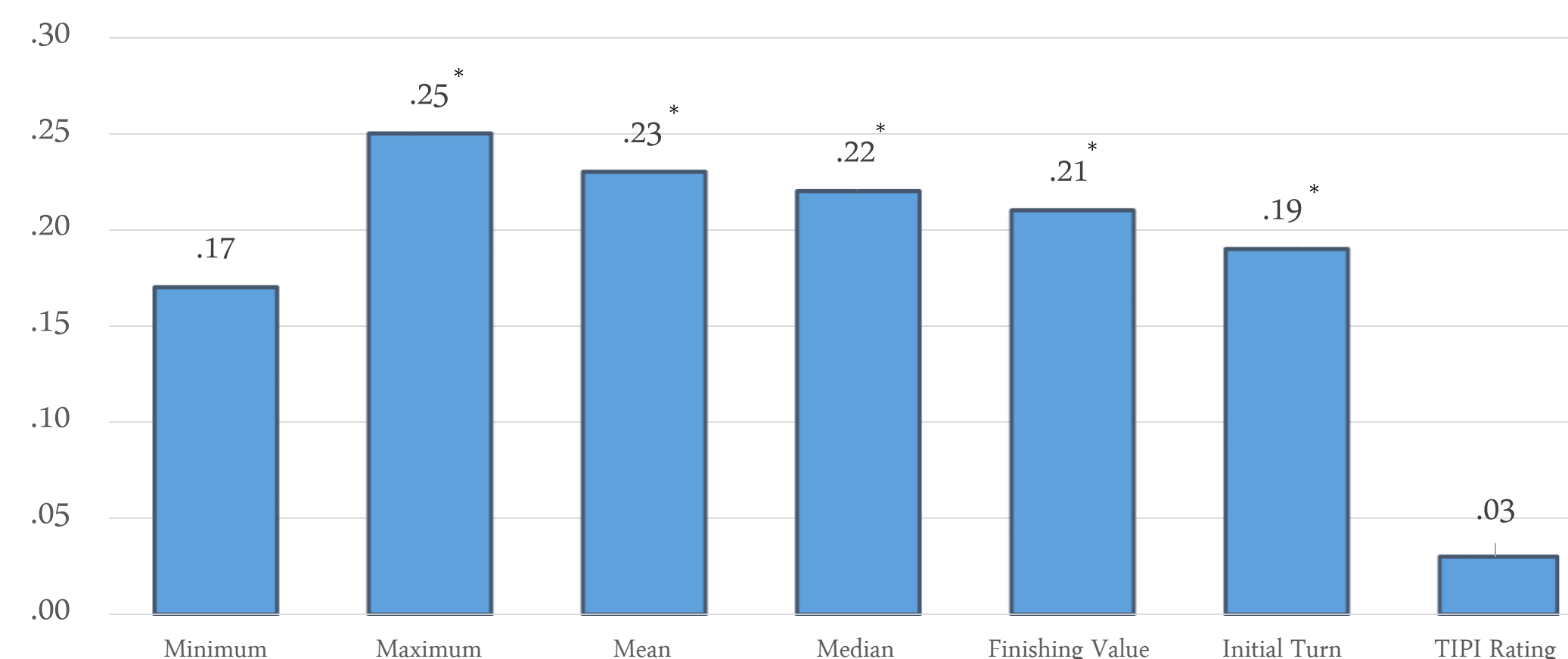
Results

Primary Data Properties

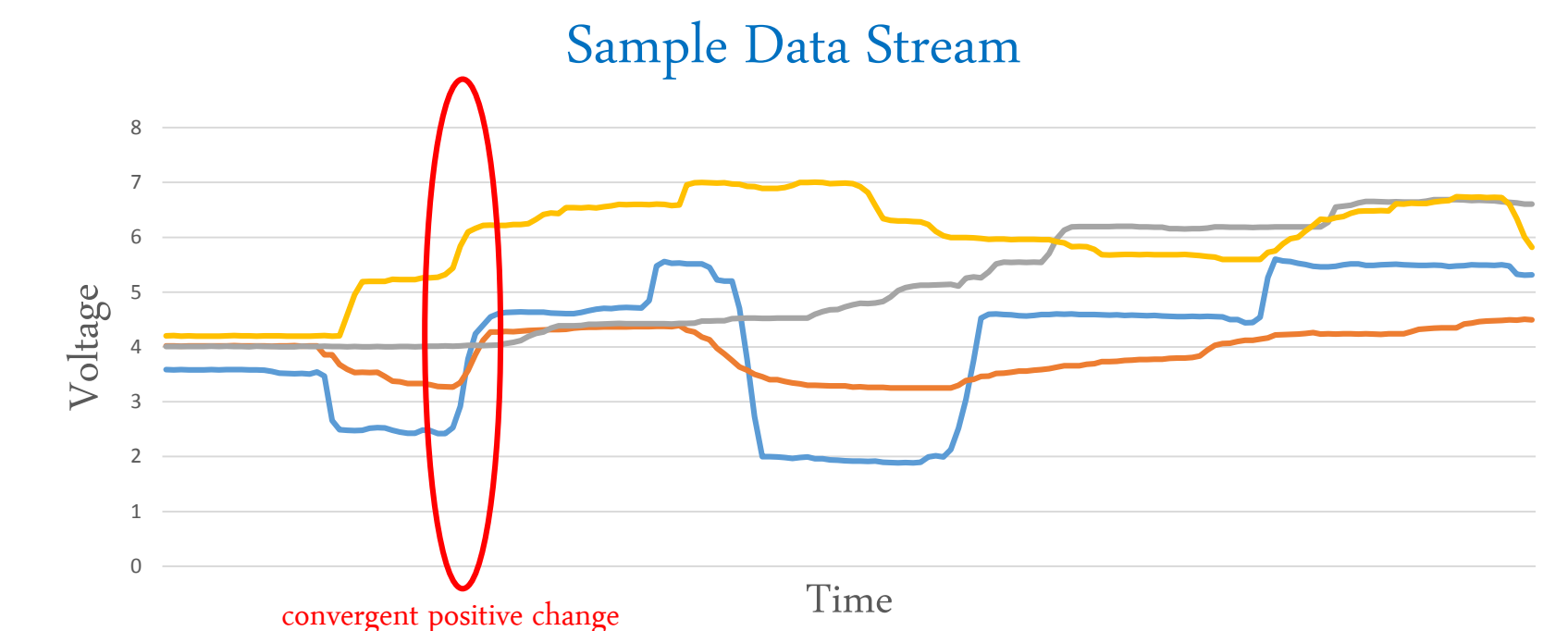
- Excluded cases wherein the dial was not moved prior to the halfway point of the video
- Then aggregated across judges (within target) and examined a few factors:
 - Minimum voltage
 - Maximum voltage
 - Mean voltage
 - Median voltage
 - Finishing voltage
 - Direction of initial dial turn

General Accuracy

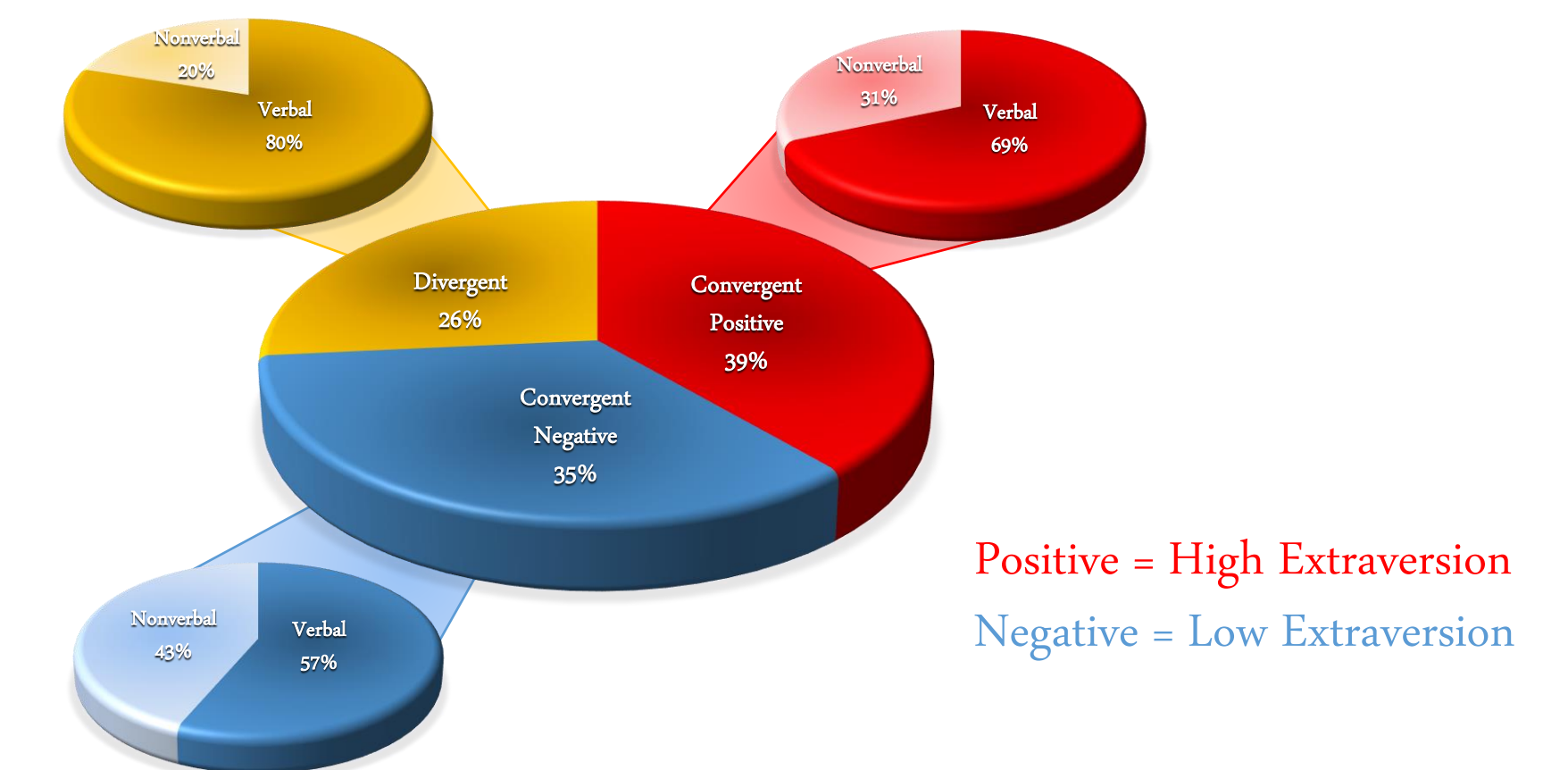
Relations with Self-Reported Extraversion



Cues that Precede Change



- To further investigate the cue-judgment relationship, I noted contemporary change in dial usage
- Change could be convergent (multiple raters change judgment in same direction at same time) or divergent (raters move simultaneously, but in opposite directions)
- Across 111 targets, I noted 132 contemporary changes:



- I also examined the actions of the target at the moment of contemporary change, noting whether the change seemed associated with a verbal or nonverbal cue
- Nonverbal cues of Extraversion centered on smiling and laughing; nonverbal cues of Introversion centered on speaking quietly and fidgeting

Conclusions

- Aspects of the continuous data predicted target Extraversion, typically better than did judge's rating of Extraversion
- Despite the improved ability to establish timing of judgment change, it remains difficult to disentangle verbal and nonverbal influence on trait judgment in this paradigm