

JUDGED ATTRACTIVENESS OF THE INGRATIATOR¹

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This study investigated, in a 3×3 design, the effects of degree and frequency of ingratiating other-enhancements on the ingratiator's judged attractiveness under a high dependency relationship. Videotaped interactions were constructed, in which a role player ingratiated her peer in a systematic way by means of verbal and nonverbal other-enhancements. Subjects, shown a control videotape and one of nine experimental videotapes, were asked to judge the attractiveness of the ingratiator as Bystanders (Bs) and as Bystanders-Predictors (BPs). For both kinds of judged attractiveness scores an interaction between degree and frequency of other-enhancements was hypothesized. However, this interaction was only confirmed for Bs. In addition, a main effect of judgmental set was hypothesized and confirmed. Unexpected results were discussed within the framework of social exchange and social skill.

Thibaut & Kelley (1959) and Homans (1961) present a theoretical basis for the importance of degree and frequency variables in evaluating the source of favorable payoffs. Thibaut & Kelley assume that the higher the degree of favorability of the received payoff, i.e. the higher the received payoff falls above one's own comparison level (CL), the more positively the source of that payoff will be evaluated. Homans assumes that the more frequently a favorable payoff is emitted, the more positively the source of these payoffs will be evaluated, until a satiation effect occurs from too frequent use.

Empirical evidence for the importance of both degree and frequency variables can be found in studies on self-disclosure and interpersonal attraction. Self-disclosure studies (Jourard, 1964; Jourard & Landsman, 1960; Savicki, 1972) have repeatedly found that a higher degree of self-disclosure tends to be reciprocated with more intimate information. The latter can be considered a behavioral expression of the recipient's favorable attitude toward the source of the initial self-disclosure. Studies on interpersonal attraction have shown that a higher frequency of opinion agreements (Posavac & Pasko, 1971) and praise (Tognoli & Keisner, 1972) induces in the target person a more favorable attitude toward the source.

¹ This investigation was supported by the Belgian National Foundation of Scientific Research, and conducted at the Laboratory of Experimental Social Psychology under supervision of Professor J.M. Nuttin. The authors are grateful to Rob Stroobants for his statistical advice and to Jos Feys for his help in recording the videotapes. Requests for reprints should be sent to the first author, Psychological Institute, Tiensestraat 100-110, 3000 Louvain-Belgium.

The basic assumption of the present study is that research on interpersonal attraction should take into account the evaluator's inference of the motives underlying the attractiveness overtures of the person being evaluated. It seems reasonable to assume that the frequently obtained positive relationship between frequency (or degree) of attractiveness overtures and judged attractiveness of their source only holds when the evaluator does not question their genuineness. However, as soon as the evaluator conceives the attractiveness overtures as ingratiating, i.e., based on ulterior motives, a change in the form of the relationship might occur.

According to Jones (1964) ingratiation appears in the eyes of the evaluator the moment he regards the attractiveness overtures as self-promoting and incredible. Self-promotion would be more likely to be inferred under high than low dependency of the source (the ingratiation) on the recipient of the attractiveness overtures (the target person). Incredibility would be more likely to be inferred under high than low frequency, inconsistency and/or degree of attractiveness overtures (tactical usage²).

On the basis of these assumptions, Jones (1964) proposed a schematic model of the relation between frequency, inconsistency and/or degree of tactical usage and the judged attractiveness of the ingratiation under varying degrees of ingratiation's dependency on the target person. This model is assumed to hold for the ingratiation's attractiveness as judged by 1. the target person, 2. a bystander and 3. a bystander-predictor. Figure 1 presents Jones' theoretical relation between frequency, inconsistency and/or degree of tactical usage and the judged attractiveness of the ingratiation under a high degree of ingratiation's dependency on his target person³, as well as the assumptions underlying it. This relationship is curvilinear. Under a high degree of ingratiation's dependency on his target person, the judged attractiveness of the former first increases as a function of frequency, inconsistency and/or degree of tactical usage. At some critical point, however, the ingratiation's judged attractiveness begins to decrease as a function of a further increase in frequency, inconsistency and/or degree of tactical usage. The critical point would occur as soon as an inference of self-promotion, based on the high dependency relationship between the ingratiation and his target person, gets coupled with an inference of incredibility.

Tests of Jones' model (1964) have provided partial confirmation of his hypotheses regarding the ingratiation's attractiveness as judged by 1. the target person (Dickoff, 1961; Jones, Stires, Shaver & Harris, 1968), 2. a bystander (Jones, Jones & Gergen, 1963; Jones, Stires, Shaver & Harris, 1968) and 3. a bystander-predictor (Jones, Jones & Gergen, 1963; Jones, Stires, Shaver & Harris, 1968).

² The three terms in parenthesis are used by Jones (1964).

³ The remainder of Jones' model is omitted because only the high dependency relationship between the ingratiation and his target person is relevant for the present study.

All these studies investigated the tactical usage and dependency parameters of Jones' model. The tactical usage parameter however was always manipulated by the degree variable, although it could also be varied on the frequency and inconsistency variables. Moreover, the degree variable was always manipulated without holding constant either the inconsistency variable or the frequency variable, or both.

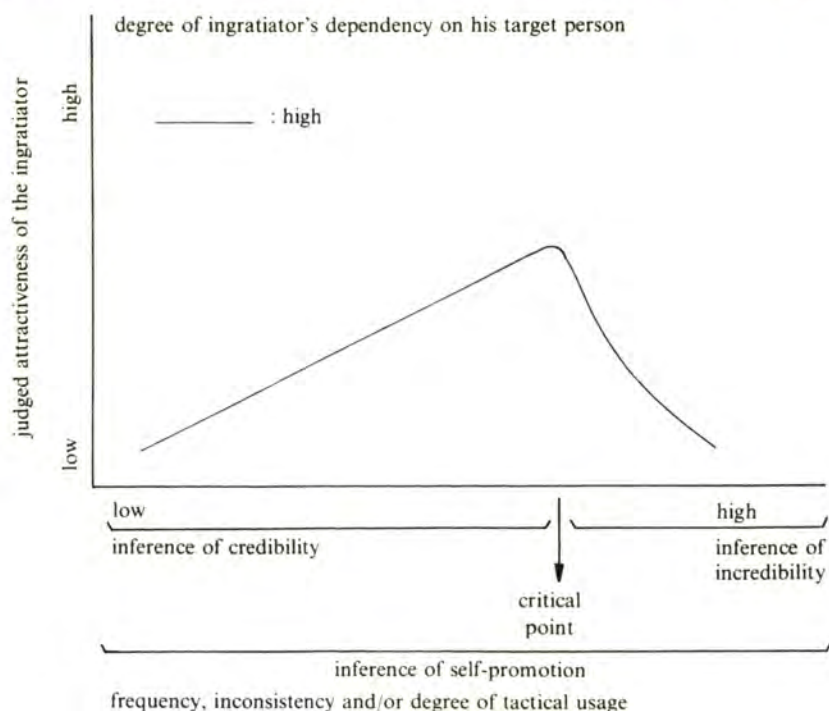


FIG. 1. JONES' MODEL AND THE ASSUMPTIONS UNDERLYING THIS MODEL

The present study attempts to cope with these shortcomings by combining three variants of the degree and frequency variables in an orthogonal way, holding the inconsistency variable constant. Because previous studies have demonstrated sufficiently the effectiveness of the high-low dependency manipulation, this parameter will not be investigated but held constant at a rather high level. Moreover, the present study will not directly investigate the attractiveness of the ingratiator as judged by the target person. Instead, the more economic and standardized procedure of using only bystanders in the role of both bystanders-predictors (BPs) and bystanders (Bs) will be adopted. This procedure seems to be warranted by the following finding of Jones et al. (1968). When asked to predict the ingratiator's attractiveness as judged by his target person, bystanders were found to perform fairly well. In addition, Storms (1973) recently found support for the

assumption that bystanders taking the role of actors may make the same attributions as actors.

Before introducing the hypotheses to be tested in the present study, attention should be drawn to a flaw in Jones' (1964) argument concerning his model and the underlying assumptions. Nowhere does this argument mention whether or not frequency, inconsistency and degree of tactical usage have an identical impact on the credibility-incredibility inference. Although credibility is assumed to vary in relation to different levels of frequency, inconsistency and/or degree of tactical usage, these relationships remain unspecified. In our opinion such specification is of crucial importance if one is to formulate hypotheses concerning the effects of three orthogonally combined variants of respectively degree and frequency of tactical usage on the ingratiator's judged attractiveness under a high dependency relationship. Consequently, we thought it necessary to relate each of the nine experimental videotapes to be used in the present study to the credibility-incredibility variable before the hypotheses were formulated and the actual research was conducted. In a pilot study 10 female and 10 male subjects recruited from the same population as the experimental subjects were asked to judge the credibility of the ingratiator's behavior toward his target person during each of the nine experimental videotapes on an 11-point scale. The results can be summarized as follows. In the "low degree-frequency 1, 2, 3" and the "moderate degree-frequency 1" conditions, the subjects made an inference of credibility, while an inference of incredibility was made in the "moderate degree-frequency 2, 3" and the "high degree-frequency 1, 2, 3" conditions. Based on these results, four specific and one general hypotheses were formulated in accordance with Jones' model:

First specific hypothesis: When the frequency variable is held constant at frequency 1, a curvilinear relationship will be found between degree of tactical usage and judged attractiveness of the ingratiator.

Second specific hypothesis: The curvilinear relationship predicted by the first specific hypothesis will remain slightly curvilinear when the frequency variable is held constant at frequency 2. However, this relationship will become a negative one when the frequency variable is held constant at frequency 3.

Third specific hypothesis: When the degree variable is held constant at a low level, a positive relationship will be found between frequency of tactical usage and judged attractiveness of the ingratiator.

Fourth specific hypothesis: The positive relationship predicted by the third specific hypothesis will become a negative one when the degree variable is held constant at a moderate level and especially when the degree variable is held constant at a high level.

These specific hypotheses were assumed to hold both for BS and BPS and gave rise to the first general hypothesis:

First general hypothesis : A significant interaction between degree and frequency of tactical usage will be found both for BS and BPS.

Second general hypothesis : Based on Jones, Jones & Gergen's finding (1963) that tactical usage usually affects a bystander less positively than a bystander taking the role of the target person, a second general hypothesis was formulated : A significant main effect of judgmental set will be found, i.e., the judged attractiveness of the ingratiator will be lower for BS than for BPS.

METHOD

SUBJECTS AND ROLE PLAYERS

Subjects were 54 female and 54 male undergraduates (ages eighteen to twenty), who participated in partial fulfilment of their requirements in an introductory psychology course at the University of Louvain. They were randomly assigned to one of nine experimental conditions. In addition, all subjects were assigned to the control condition.

Two attractive female undergraduates (Ria & Chris), unknown to the subjects, were trained to act as role players. Since a complete rotation of the role players across the role positions and experimental conditions would have necessitated using twice as many subjects and videotapes, the role players always adopted the same role. This procedure seems partially justified by the fact that the more important role player (Ria = ingratiator) had been found to act consistently and in a homogeneous way with other actors in other experiments (Lefebvre & McNeel, 1971).

PROCEDURE

Three female and three male subjects were invited at the same time and accompanied by the female experimenter to separate cubicles. These adjacent cubicles looked out on the main laboratory room, in which a monitor displayed the videotapes.

Collective instructions, given before showing the videotapes to the subjects, read as follows : "The study you are participating in deals with the formation of an impression of a person on the basis of limited information. You will see two different interaction episodes between two persons named Ria and Chris. Assume that both persons are secretaries in the same department. You are asked to focus particularly on Ria's behavior toward Chris, since after each of the two videotapes you will evaluate Ria".

Subjects were then shown the control videotape, after which they gave their own evaluations of Ria (subjects as BS) and their predictions of Chris' evaluation of Ria (subjects as BPS). An experimental videotape followed, after which subjects evaluated Ria again from the two perspectives. For half of the subjects the evaluations preceded the

predictions; this order was reversed for the remaining subjects. However, the order was held constant across the two videotapes. After both evaluation tasks, subjects completed an additional questionnaire dealing with the perceived friendliness⁴ of Ria's behavior in the experimental videotape.

At the end of the experimental session, subjects were thanked and given proof of their participation in the experiment. They were also asked to pledge secrecy not to discuss the experiment during a two-week period. Each experimental session lasted approximately 30 minutes, and the whole experiment was spread over one week.

CONSTRUCTION OF SCRIPTS AND DESCRIPTION OF INDEPENDENT VARIABLES

The scripts were constructed according to the bipolar structure of the ingratiation situation, in which tactical usage precedes a request. This was achieved by interspersing ingratiating comments in varying frequencies and degrees into an otherwise neutral interaction episode between Ria and Chris, two secretaries (these comments were of course absent in the control script). A request made by the ingratiator near the end of the conversation served to create the high dependency relationship. As shown in Table 1, three levels of frequency and degree were used. All tactical usage dealt with other-enhancements and nonverbal cues (duration and intensity of smiling) as the attached summary script reveals (see appendix).

REMAINING PILOT STUDIES

In order to check the manipulation of the degree and frequency variables, two pilot studies were conducted with two groups of subjects recruited from the same population as the experimental subjects.

First, seven female and seven male subjects were asked to judge the perceived friendliness⁴ of Ria's behavior in each of the 30 critical action sequences on an 11-point scale. As shown in Table 1, these critical action sequences could be subdivided into four groups (X; A; AA). t-Tests comparing the members of each possible pair of groups, showed differences at the $p < .01$ level. As expected subjects gave more positive evaluations for higher degrees of tactical usage. In addition, the critical action sequences were perceived similarly within each group.

Second, 10 female and 10 male subjects were asked to judge the perceived friendliness⁴ of Ria's behavior during each whole videotape on an 11-point scale, since particular combinations of critical action sequences might yield unexpected findings. Significant main effects of degree and frequency variables were found at the $p < .01$ level. As expected subjects gave more positive evaluations for higher degrees and frequencies of tactical usage.

⁴ i.e. friendliness as judged without taking into account the underlying reasons for the displayed behavior.

In order to check the inducement of a high dependency relationship between the secretaries near the end of the interaction episode, an additional pilot study was conducted. Seven female and seven male

videotapes	tactical usage		time dimension		
	degree	frequency	critical action sequences		
			1	2	3
control	absent	0	x	x	x
experimental	low	1	a	x	x
		2	a	a	x
		3	a	a	a
	moderate	1	A	x	x
		2	A	A	x
		3	A	A	A
	high	1	AA	x	x
		2	AA	AA	x
		3	AA	AA	AA

TAB. 1. THE NINE EXPERIMENTAL AND ONE CONTROL VIDEOTAPES AS CONSTRUCTED BY VARYING THE DEGREE AND FREQUENCY OF TACTICAL USAGE ALONG THE TIME DIMENSION. x : critical action sequence without tactical usage; a : critical action sequence with low degree of tactical usage; A : critical action sequence with moderate degree of tactical usage; AA : critical action sequence with high degree of tactical usage.

subjects, recruited from the same population as the experimental subjects, rated Ria's dependency on Chris on an 11-point scale. Their mean score (8.37, i.e. rather highly dependent) was in line with our expectations.

RESULTS

MANIPULATION CHECK

To check the degree and frequency manipulations, the question "How friendly did you perceive Ria's behavior during the second (experimental) videotape?" was inserted at the end of the experimental session. The experimenter emphasized that this question dealt with perceived friendliness only regardless of the underlying reasons for the displayed behavior. Subjects' scores on an 11-point scale were subjected to a 3×3 factorial analysis of variance. Main effects of degree ($F = 4.87$; $df = 2/99$; $p < .01$) and frequency ($F = 5.24$; $df = 2/99$; $p < .01$) of tactical usage were obtained. As expected increases in perceived friendliness scores were contingent on increases in degree and frequency variables. The interaction between these variables reached no significance.

The main dependent measure, judged attractiveness score, consisted of the summed score on six 11-point scales, each marked by a different bipolar adjective highly loaded on Osgood's evaluative factor. It was deemed appropriate to sum the scores because of the high similarity expressed within the subject's pattern of responses across the six scales. In order to extract the variability of subjects' response level, each subject's score on the control videotape was used as a covariate for his score on the experimental videotape. Analyses of covariance were conducted both for BS and BPS separately, as well as a between-within analysis of variance on the pooled data.

The first general hypothesis predicted a significant interaction between degree and frequency of tactical usage both for BS and BPS. The second general hypothesis predicted a significant main effect of judgmental set, i.e., lower judged attractiveness scores for BS than BPS.

The functional relationship between mean adjusted judged attractiveness scores and degree and frequency of tactical usage both for BS and BPS, are presented in Figures 2 and 3. The analyses of covariance

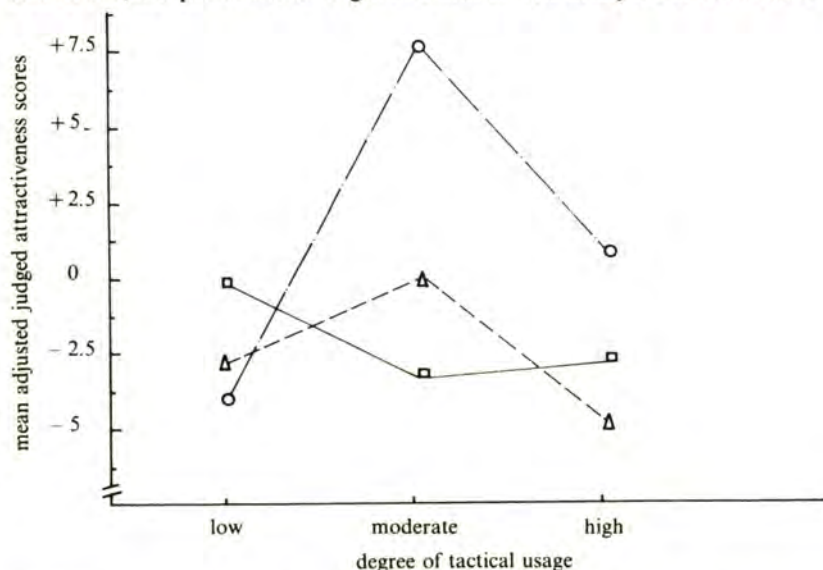


FIG. 2. FUNCTIONAL RELATIONSHIP BETWEEN MEAN ADJUSTED JUDGED ATTRACTIVENESS SCORES AND DEGREE AND FREQUENCY OF TACTICAL USAGE FOR BS. Frequency: ○ — · — ○ = 1; △ — — △ = 2; □ — — □ = 3.

revealed only the expected significant interaction for BS ($F = 2.47$; $df = 4/98$; $p < .05$). No significant main effects of degree and frequency of tactical usage were found for BS and for BPS. The between-within analysis of variance on the pooled data revealed a significant main

effect of judgmental set ($F = 47.17$; $df = 1/99$; $p < .001$). As expected, the judged attractiveness scores were lower for BS than for BPS.

Regarding the four specific hypotheses, analyses of covariance and

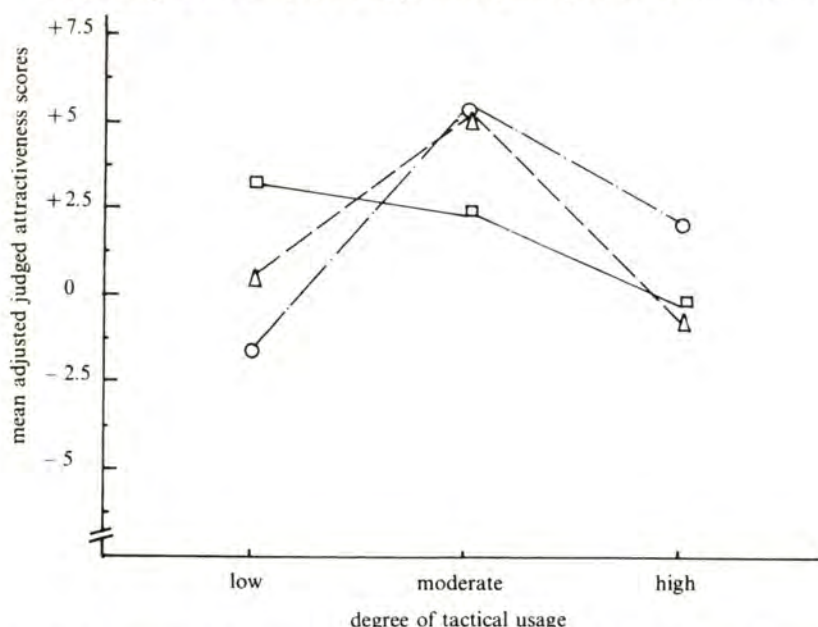


FIG. 3. FUNCTIONAL RELATIONSHIP BETWEEN MEAN ADJUSTED JUDGED ATTRACTIVENESS SCORES AND DEGREE AND FREQUENCY OF TACTICAL USAGE FOR BPS. Frequency: o —, — o 1; Δ - - Δ = 2; □ — □ = 3.

additional Scheffé *t*-tests (Kirk, 1968) were applied to the data for BS only, since the data for BPS did not reveal any significant effect.

The first specific hypothesis, which predicted a curvilinear relationship between degree of tactical usage and judged attractiveness of the ingratiation under frequency 1, was supported. The analysis of covariance revealed a significant main effect of degree of tactical usage ($F = 4.26$; $df = 2/32$; $p < .05$). Additional Scheffé *t*-tests showed a significant difference between the low and moderate levels of degree ($t = 2.96$; $t' = 2.56$; $p < .05$), and a nearly significant difference between the moderate and high levels of degree ($t = 1.71$; $t' = 2.56$; $p < .10$). The highest score was always found for the moderate level of degree.

The second and third specific hypotheses were not confirmed ($F < 1$; NS). The fourth specific hypothesis, which predicted a negative relationship between frequency of tactical usage and judged attractiveness of the ingratiation under moderate degree and especially under high degree, was partially supported. The analyses of covariance revealed a significant main effect of frequency of tactical usage for moderate degree ($F = 6.12$; $df = 2/32$; $p < .01$). Additional Scheffé *t*-tests showed a significant difference between the 1 and 2 levels of frequency ($t = 2.59$; $t' = 2.56$;

$p < .05$) and between the 1 and 3 levels of frequency ($t = 3.53$; $t' = 2.56$; $p < .05$). The highest score was always found for the 1 level of frequency.

DISCUSSION

The first general hypothesis, which predicted a significant interaction between degree and frequency of tactical usage both for BS and BPS, was only confirmed for BS. A detailed analysis of the data for BS showed that under particular circumstances, the positive relationship between degree or frequency of attractiveness overtures (tactical usage) and judged attractiveness of their source (ingratiator), frequently found in other studies, is replaced by a curvilinear (first specific hypothesis) and even a negative one (fourth specific hypothesis). The second general hypothesis, which predicted a significant main effect of judgmental set, was strongly supported. Bystanders (BS) appeared more critical in their evaluation of the ingratiator than bystanders taking the role of the target person (BPS). The satisfaction experienced by bystanders taking the role of the target of praise (other-enhancements), probably interfered with their inferential processes and induced a more positive attitude toward the ingratiator.

In the remainder of this section, the four specific hypotheses will only be discussed in relation to the data for BS, since the data for BPS yielded no significant effect at all. We will examine if these data can be sufficiently explained by means of Jones' model and its underlying assumptions (see Figure 1).

The first specific hypothesis, dealing with the curvilinear relationship between degree of tactical usage and judged attractiveness of the ingratiator under frequency 1, was confirmed. However, a confrontation of the judged attractiveness scores (see Figure 2) with Jones' model and its underlying assumptions, revealed a surprisingly strong effect. Since our pilot subjects made an inference of credibility in the "low degree-frequency 1" and the "moderate degree-frequency 1" conditions, an increase in judged attractiveness scores contingent on an increase in degree of tactical usage was predicted in accordance with Jones' model. As shown in Figure 2, this increase in judged attractiveness scores was found. However, in our opinion, the established increase in judged attractiveness scores was too large to be sufficiently explained by means of Figure 1. An additional explanation would argue that the extremely high judged attractiveness score of the "moderate degree-frequency 1" condition is probably due to the appropriateness of Ria's behavior in this particular condition. Appropriate behavior refers to a creative fulfilment of existing rules (Harré & Secord, 1972), the salience of which is determined by the situation (Meeker, 1971). Ria's behavior in the "moderate degree-frequency 1" condition might thus be regarded as a creative fulfilment of the "friendliness" rule, which could be expected to hold between secretaries of equal status. Since our pilot subjects made an inference

of credibility in the "moderate degree-frequency 1" condition and an inference of incredibility in the "high degree-frequency 1" condition, a decrease in judged attractiveness scores contingent on an increase in degree of tactical usage was predicted in accordance with Jones' model. As shown in Figure 2, this decrease in judged attractiveness scores was also found. In our opinion, the established decrease in judged attractiveness scores might be explained by means of Figure 1. Nevertheless, we still wonder why this decrease in judged attractiveness scores was not more pronounced, given the extremely high judged attractiveness score of the "moderate degree-frequency 1" condition.

The second specific hypothesis, dealing with the slightly curvilinear and negative relationship between degree of tactical usage and judged attractiveness of the ingratiator under frequency 2 respectively 3, was not confirmed. For the major part however, the data were in line with this hypothesis. A confrontation of the judged attractiveness scores (see Figure 2) with Jones' model and its underlying assumptions, again revealed an unexpected effect. Under frequency 2, the judged attractiveness scores of the "low, moderate and high degree" conditions might be explained by means of figure 1, but this is not the case under frequency 3. Since our pilot subjects made an inference of credibility in the "frequency 3-low degree" condition and an inference of incredibility in the "frequency 3-moderate and high degree" conditions, a decrease in judged attractiveness scores contingent on an increase in degree of tactical usage was predicted in accordance with Jones' model. As shown in Figure 2, the judged attractiveness scores decreased from low to moderate degree. On the other hand, these scores increased slightly from moderate to high degree. In our opinion, the absence of a decrease in judged attractiveness scores from moderate to high degree cannot be sufficiently explained by means of Figure 1. The judged attractiveness score of the "high degree-frequency 3" condition might equally not be interpreted by means of the "appropriateness" explanation, since this can only hold true for credible behavior. An alternative explanation would argue that this score is probably due to the social skill displayed by Ria's behavior in this particular condition. In other words, the persistent and charming manner in which Ria enacted her role might have been interpreted by the subjects more as a display of social skill than of ingratiation (Argyle, 1969).

The third specific hypothesis, dealing with the positive relationship between frequency of tactical usage and judged attractiveness of the ingratiator under a low degree of tactical usage, was not confirmed. However, the data were in line with this hypothesis. A confrontation of the judged attractiveness scores (see Figure 2) with Jones' model and its underlying assumptions, revealed that the former might be explained by the latter.

The fourth and last specific hypothesis, dealing with the negative relationship between frequency of tactical usage and judged attractiveness of the ingratiator under a moderate respectively high degree of tactical usage, was only confirmed under a moderate degree of

tactical usage. A confrontation of the judged attractiveness scores (see Figure 2) with Jones' model and its underlying assumptions again revealed an unexpected effect. Under a moderate degree of tactical usage, the judged attractiveness scores of the "frequency 1, 2, 3" conditions might be explained by means of Figure 1. However, under a high degree of tactical usage, this is not the case. Since our pilot subjects made an inference of incredibility in the "high degree-frequency 1, 2, 3" conditions, a decrease in judged attractiveness scores contingent on an increase in frequency of tactical usage was predicted in accordance with Jones' model. As shown in Figure 2, the judged attractiveness scores decreased from frequency 1 to frequency 2. On the other hand, these scores increased from frequency 2 to frequency 3. In our opinion, the absence of a decrease in judged attractiveness scores from frequency 2 to frequency 3 is probably due to the striking result obtained in the "high degree-frequency 3" condition for which a possible interpretation has been suggested.

In conclusion, the present research gave some support to the initial assumption that the evaluation of the source of attractiveness overtures is mediated by the evaluator's inference of the motives underlying the behavior of the person being evaluated. It was found that the assumptions underlying Jones' model are a fairly good predictor of the functional relationship between the attractiveness of the ingratiation as judged by BS and the degree and frequency variables of tactical usage in a high dependency relationship. However, BS' data of 2 of 9 experimental conditions – the "moderate degree-frequency 1" and the "high degree-frequency 3" conditions – could not be sufficiently explained by this attributional framework. Finally, the salient effect of judgmental set, found in the present study, indicated the importance of taking into account motivational factors when studying the ingratiation's judged attractiveness.

APPENDIX

SUMMARY SCRIPT

C: (*Is classifying files; someone knocks at the door.*)

Come in.

R: Good morning, Chris. How are you?

C: Fine, Ria. Please sit down.

R: I just met the professor's assistant. He asked me to deliver this report to you. (*Hands report to her.*)

— (At the same time I told him about your capabilities as a secretary.)

— ((At the same time I told him about your efficient capabilities as a secretary.

I told him you accomplished a great deal of work.))

— (((At the same time I told him about your excellent capabilities as a secretary. I said that he would not find a better secretary anywhere.)))

C: In fact I am a little scared to meet my professor.

R: Oh yes, why?

C: Well because I could have typed some reports more carefully.

R: I wouldn't say that. May I have a look at a copy?

C: Of course, here is one. (*Hands copy to her.*)

R: (*Has a quick look.*)

— (*unsure nod*) That does not look so bad.

— (*positive head nod*) (Not bad at all.)

2 — (*positive head nod*) ((Not bad at all. On the contrary it is well done. There is no reason to be worried about it.))

— (*positive head nod*) (((Not bad at all. On the contrary it is brilliant (*supporting pat on the arm*) there is really no reason to be worried about it.)))

C: I am glad you think so.

R: By the way, have you already typed up that course?

C: About one fourth is finished.

R: — (*unsure head nod*)

3 — (*positive head nod*) (Performed well!)

— (*positive head nod*) ((You can perform very well.))

— (*positive head nod*) (((You have accomplished an enormous amount!)))

R: You know, Chris, that a visiting English professor has recently given a lecture here.

C: Yes, I know that.

R: Well ... I ought to translate the English text of that lecture into Dutch.

C: That's probably a long and time-consuming work ... are you already finished?

R: No, ... I have not ... started yet, ... but ... would you like to translate that text for me?

C: This is a hard job for me too ...

Legend: C: Chris; R: Ria; — ... = specific text for critical action sequence without tactical usage (x); — (...) = specific text for critical action sequence with tactical usage of a low degree (a); — ((...)) = specific text for critical action sequence with tactical usage of a moderate degree (A); — (((...))) = specific text for critical action sequence with tactical usage of high degree (AA); ' = smile of moderate duration and intensity; '' = smile of long duration and high intensity; 1| 2| 3| = critical action sequences numbered along the time dimension.

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Received August 1975