

SITAR Program 2006
Philadelphia

Friday May 19

8:30 Registration and continental breakfast

8:50 Welcome: D. S. Moskowitz (McGill University) &
T. J. G. Tracey (Arizona State University)

9:00 Keynote Address

Sensation Seeking and Love, Sex, and Marriage
Marvin Zuckerman (University of Delaware)

10:00 Circular Reasoning about Interpersonal Behavior: II. Interpersonal Dispositions,
Interpersonal Problems, and Psychological Distress
Aaron L. Pincus (Pennsylvania State University), Michael B. Gurtman
(University of WisconsinParkside), & Martin Grosse Holtforth (University of Bern)

10:25 Break

10:45 Personalized and Generalized Social Comparisons
Kenneth Locke (University of Idaho)

11:10 Panel: Why Do Raters Disagree in Judging Interpersonal Behavior?

Does the fish see the water it swims in? Studying peoples ability to judge their
own interpersonal behavior correctly.
Daniel Leising (Stanford University), Diana Rehbein, & Doreen Sporberg,
(University of Wuerzburg)

Interpersonal Traits and Interpersonal Prototypes.
Leonard M. Horowitz, Bulent Turan, & Michael Reding (Stanford University)

12:00 Lunch

1:30 Preliminary Evidence for a Prototype Structure of Social Allergen Constructs
Lynne Henderson (Stanford University)

1:55 Adherence to the circumplex structure as moderator
Terence J. G. Tracey (Arizona State University)

2:20 Examining the interpersonal content of the MMPI-2
Lindsay E. Ayearst & Krista K. Trobst (York University)

2:45 Agentic and Communal Facets of Self-Esteem in Naturalistic Social Settings
Marc A. Fournier (University of Toronto), Alana L. Greco (Wilfred Laurier
University), & Sonya Basarke (University of Toronto)

3:10 Break

3:25 In memory of G. Scott Acton
Marc A. Fournier (University of Toronto) & Debbie Moskowitz
(McGill University)

3:40 Business meeting

4:30 Poster Session

6:30 Meet for dinner

Saturday May 20

8:30 Continental breakfast

9:00 Keynote Address

No employee is an island: The Social Aspects of Affect in Organizations
Sigal Barsade (The Wharton School)

10:00 Exploring Gender Differences in Interpersonal Problems
Michael B. Gurtman, Sara A. Siefert, & Katie P. Daly
(University of Wisconsin-Parkside)

10:25 Break

10:45 Individual Differences in the COP Model
Christy D. Hofstess, & Debbiesiu Lee (Arizona State University)

11:10 Moving the interpersonal circumplex (IPC) into the third dimension:
A closer look at the overlap of the Five-Factor and IPC models of personality.
Gary W. Giumetti, John E. Kurtz, & Patrick M. Markey (Villanova University)

11:35 The Interpersonal Sphere
Patrick M. Markey (Villanova University)

12:00 Lunch

1:30 Incorporating Intraindividual Variability into the Analysis of Interpersonal Behavior
Debbie S. Moskowitz, David C. Zuroff (McGill University), & Marc A. Fournier
(University of Toronto, Scarborough)

1:55 The interplay of traits and mutual influence in interpersonal behavior:
Statistical models and research questions
Pamela Sadler (Wilfrid Laurier University) & Erik Woody,
(University of Waterloo)

2:20 What the Sense of Smell Can Tell Us about Personality and the Brain
Anthony C. Ruocco (Drexel University) & Paul J. Moberg (University
of Pennsylvania)

2:45 Cognitive-Interpersonal Internalization as a Mediator of Relations between
Perceived Criticism and Fear of Failure Trajectories in Youth
David E. Conroy & J. Douglas Coatsworth, (Pennsylvania State University)

3:10 Farewell Coffee

Poster Presentations

1. Dominance and friendliness as implicit constructs: An SEM analysis of IAT measures. Nicole Ethier (University of Waterloo), Pamela Sadler (Wilfrid Laurier University), & Erik Woody (University of Waterloo)
2. Interpersonal Problems and Conflicts Related to Eating Disorder Constructs, Christopher J. Hopwood, Analesa Clarke, & Marisol Perez (Texas A&M University)
3. Interpersonal Traits and Conflicts Related to Personality Disorder, Christopher J. Hopwood, & Leslie C. Morey (Texas A&M University)
4. Relationship perfectionism, trait anger, and anger expression, Ada Law, & Scott B. McCabe (University of Waterloo)
5. A Model of Parenting Styles Based on the Interpersonal Circumplex; Debbiesiu Lee, Monica ArteaMichael Cruz, Zachary Muehlenweg, Heather Olmsted, & Terence Tracey (Arizona State University)
6. Contributions of verbal and facial information in interpersonal judgment, Daniel Leising (Stanford University), Stefanie Stich, Birgit Froehlich, & Heiner Ellgring (University of Wuerzburg)
7. Assessing Complementarity in Real Time, Sara Lowmaster & Patrick Markey (Villanova University)
8. Mindfulness, Attachment, & Interpersonal Adjustment, Mark R. Lukowitsky, Aaron L. Pincus, & Richard Carlson (Pennsylvania State University)
9. The Interpersonal Meaning of Sexual Experience, Patrick Markey & Charlotte Markey (Villanova University)
10. How Mature is Your Circle?: Mapping Ego Development onto the Interpersonal Circumplex, Kara Phaedra Massie, Gary Giumetti, & John Kurtz (Villanova University)
11. Retrospective complementarity in interpersonal interactions. Aidan G. C. Wright, Rachel L. Bachrach, & Patrick M. Markey (Villanova University)

Abstracts

Examining the interpersonal content of the MMPI-2 Lindsay E. Ayearst & Krista K. Trobst (York University)

The Minnesota Multiphasic Personality Inventory (MMPI) has been touted as the most commonly used and most heavily researched clinical inventory (Hicklin & Widiger, 2000, p. 502) in use today. Included in the interpretation of any MMPI profile is an assessment of the individual's interpersonal style. It is common practice for a MMPI interpretation to include characterizations of the respondent's most maladaptive interpersonal behavior. The manner in which these interpretations are derived, however, is problematic because few of the MMPI scales are direct measures of interpersonal behavior. The purpose of the present study was to determine the kind of interpersonal content that was being assessed in a number of scales that had been developed for the MMPI-2 that, at face value and given their scale names and descriptions, seemed interpersonal in nature. Results indicated that these scales are not always measuring what one assumes, or do so more poorly than expected. In particular, the MMPI-2 interpersonal scales were unable to effectively assess Nurturance, one of the two primary dimensions of interpersonal behaviour. The spread of variables (scales) along the dominance-submission axis was more even, with some scales being associated with Dominance and others with Submission, indicating that the selected scales from the MMPI-2 were able to assess this dimension. Overall, only five of the 13 scales examined achieved at least moderate associations with the interpersonal dimensions of Dominance and Nurturance as measured by the IASR-B5.

No employee is an island": The Social Aspects of Affect in Organizations Sigal Barsade (The Wharton School)

In this talk I will discuss the interpersonal aspects of affect in organizational settings. This will include the topics of emotional contagion in groups; the influence of homogeneous and heterogeneous group affect in several organizational settings, including senior management teams; the social sharing of affect; affective organizational culture; and a general model of group emotions within organizations.

Cognitive-Interpersonal Internalization as a Mediator of Relations between Perceived Criticism and Fear of Failure Trajectories in Youth David E. Conroy & J. Douglas Coatsworth, (Pennsylvania State University)

Interpersonal behaviors and cognitive-affective representations thereof have been implicated in the socialization of individual differences in competence motivation. Fear of failure (FF) is an avoidance-valenced motive that refers to a tendency to anticipate shame and humiliation as consequences of failing (Atkinson, 1957). With respect to FF, criticism and love withdrawal characterize representational models of key developmental figures' responses to failure (Conroy, 2003; Elliot & Thrash, 2004). This study tested a

cognitive-interpersonal model of FF socialization by investigating the extent to which changes in self-criticism accounted for links between perceptions of criticism and FF trajectories in a 6-week period. Youth (N = 165) registered for a summer swim league rated their FF at the beginning, middle, and end of the season. At the beginning and end of the season, they completed four single-items representing salient aspects of their introject (i.e., self-affirmation, self-protection, self-control, self-blame). At the end of the season, youth rated their perceptions of their coaches behavior on a series of single items drawn from the Coaching Behavior Assessment System and the 12-item Perceived Coach Behavior Questionnaire (PCBQ), a measure developed for this investigation. Extensive model comparisons indicated that PCBQ responses could be reduced to three factors (affiliation, control, blame); $\chi^2(50) = 90.46$, NNFI = .94, CFI = .96. Youth FF responses exhibited strong longitudinal factorial invariance across assessments. A second-order latent growth curve analysis revealed significant variability in youth FF levels and that FF scores decreased slightly over the course of the season. Perceived blame predicted youth FF slopes; however, this coefficient decreased substantially ($b = 0.43, p < .05$) when changes in self-talk were added to the model. Both perceived control ($b = 0.27, p < .01$) and blame ($b = 0.23, p < .05$) predicted residualized change in corresponding aspects of youths self-talk; however, only changes in self-blame positively predicted changes in FF levels during the season ($b = 0.74, p < .01$). These findings indicated that youth perceptions of coaches were directly and indirectly involved in FF socialization. Further research is needed to test for other socialization pathways and developmental differences in these mechanisms, to determine whether findings generalize to more heterogeneous and at-risk populations, and to investigate other potential social-ecological influences on socialization.

Dominance and friendliness as implicit constructs: An SEM analysis of IAT measures
Nicole Ethier (University of Waterloo), Pamela Sadler (Wilfrid Laurier University), and
Erik Woody (University of Waterloo)

Recent work has indicated that traits, such as attitudes and self-perceptions, exist at two mainly uncorrelated levels explicit and implicit. Explicit traits have been found to predict more voluntary behaviors, whereas implicit traits predict relatively automatic or unconscious behaviors (Asendorpf et al., 2002). Because much of interpersonal behavior takes place outside of conscious awareness, implicit dominance and implicit affiliation are promising explanatory constructs. In the current study, we examined the measurement of implicit dominance and implicit affiliation using the Implicit Association Test (IAT; Greenwald et al., 1998). To illustrate, people with a high degree of implicit affiliation should associate concepts related to self and friendly consistently faster than concepts related to self and unfriendly. IAT scores are typically computed by subtracting average response times of these two types of trials, reflecting the crucial assumption that there is one underlying substantive dimension tapped by adjectives located at bipolar ends of the dimension. We show that this assumption may be false. We developed an SEM-based measurement model to test the number of dimensions underlying the IAT measures, as well as the role of general reaction time. Results indicate that each of our IATs tap two unrelated underlying constructs. We argue that constructs measured by the IAT may not

be unidimensional, depending on the particular content being measured. These findings are consistent with recent work by Blanton, Jaccard, Gonzales & Christie (2006), who also evaluated models of the IAT using Structural Equation Modeling (SEM). One important implication of the current study is that it suggests that the current method of scoring the IAT may not be appropriate for some constructs. Implications for interpersonal theory will be discussed.

Agentic and Communal Facets of Self-Esteem in Naturalistic Social Settings
Marc A. Fournier (University of Toronto), Alana L. Greco
(Wilfred Laurier University), & Sonya Basarke (University of Toronto)

Since the writings of Baldwin (1897), Cooley (1902), and Mead (1934), it has been suggested that how we see ourselves is in part predicated on how we are seen through the eyes of others. From a communal perspective, it has been suggested that self-esteem serves as an index of ones inclusion or exclusion from the group (the sociometer hypothesis). From an agentic perspective, it has been suggested that self-esteem serves as an index of ones standing in the social hierarchy (the social competition hypothesis). These hypotheses were tested in samples of undergraduates obtained from naturally occurring, on-campus social settings (i.e., fraternities and dormitories). Participants first completed a battery of questionnaires, including indices of self-esteem, and then completed a series of sociometric peer-rating tasks during which each group member rated each other group member in terms of their social status and popularity. Findings suggest that both dominance and acceptance are significant predictors of self-esteem both for women and for men.

Moving the interpersonal circumplex (IPC) into the third dimension: A closer look at the overlap of the Five-Factor and IPC models of personality.
Gary W. Giumetti, John E. Kurtz, & Patrick M. Markey (Villanova University)

Research investigating the convergence of the Interpersonal Circumplex (IPC) and Five-Factor (FFM) models of personality has consistently located extraversion and agreeableness within the IPC. The current study examined these two models of personality to determine if any other traits of the FFM can be mapped onto the IPC. A sample of 327 undergraduate participants completed self-ratings on a FFM personality inventory (NEO-PI-R; Costa & McCrae, 1992) and the Revised Interpersonal Adjective Scales (IAS-R; Wiggins, 1995). A separate sample of 281 undergraduate participants filled out informant ratings of these two measures for a relative or a friend that they had been acquainted with for at least 5 years. The results from both samples supported previous studies in finding that the two dimensions of extraversion and agreeableness were located in the NO and JK octants of the IPC. Both samples also showed that neuroticism was consistently related to the IPC and was located in the FG octant. In order to understand how the three orthogonal dimensions of extraversion, agreeableness and neuroticism can be related to the two orthogonal dimensions of the IPC all relations were presented in a three-dimensional graph. These results partially support previous

assertions (e.g., Ansell & Pincus, 2004) that all of the FFM traits contain agentic and communal qualities of the IPC.

Exploring Gender Differences in Interpersonal Problems
Michael B. Gurtman, Sara A. Siefert, & Katie P. Daly (University of Wisconsin-
Parkside)

Gender differences in the interpersonal domain have a long history of interest, as evidenced in both research and theory. The purpose of this paper is to explore the literature and present empirical findings on gender differences in interpersonal problems. We begin by examining one-and two-dimensional models that align gender with fundamental interpersonal dimensions or motives. The models vary in whether they are simply descriptive or potentially explanatory for interpersonal problem differences. Next we present the results of a targeted literature review examining gender differences on six interpersonal problem variables (aggressiveness, assertiveness, attachment style, dependency, loneliness, unmitigated communion). We found that differences were often moderated, predictably, by variables including gender role, situational demand, and type of measure employed. Finally, using both archival and original data, we examined gender differences in self-reported interpersonal problems, based on the comprehensive item set of the Inventory of Interpersonal Problems (IIP). One and two-dimensional models were compared, and a major gender diagnostic dimension was identified. The generalizability of the findings is considered in relation to potential moderators.

Preliminary Evidence for a Prototype Structure of Social Allergen Constructs
Lynne Henderson (Stanford University)

According to our theory of interpersonal motives, negative affect (anger) results when an interpersonal motive or goal is frustrated. In previous research we identified two of the most common irritating behaviors that grate on peoples nerves (called social allergens), and we examined the reasons that people report feeling irritated by these behaviors. In each case, two semantically different reasons could be identified. Furthermore, as predicted, people who were the most frustrated were higher in the corresponding motives on Lockes Circumplex Scale of Interpersonal Values (CSIV). In the current studies we also obtained preliminary evidence of a prototype structure for each of these allergens. The prototypes contain characteristics of the offensive person that relate to the partners frustrated motives, thereby explaining the reason for the social allergen. In this way, we link the allergens directly to the allergic persons frustrated interpersonal motives and to the imputed motives of the irritating person.

Individual Differences in the COP Model
Christy D. Hofsess, & Debbiesiu Lee (Arizona State University)

Last year, we proposed a three stage model for examining the overt and covert processes

involved in interpersonal interactions, the COP Model, called the Covert and Overt Processes Model. In this study, we examine how interpersonal problems, as assessed by the Inventory of Interpersonal Problems- SC (IIP-SC (Soldz, Budman, Demby, & Merry, 1995), explain variance in the three stages, congruence, complementarity, and goal-behavior complementarity. Using a sample of 125, we will examine general interpersonal problems, as assessed by the total score on the IIP, with variance in the three COP scores across varying degrees of relationships, and correlate the length of the vector to the variance of the three COP scores (may need other wording). Finally, we will aggregate the data such that all context variables (situations and relationships) are coded for the degree to which they match the participants interpersonal problems to examine the relationship between the level of matching and variance across the three COP scores. A 3 way Repeated Measures will be conducted to assess the relationship by match by congruence (3 stages). A 2 way repeated Measures will be conducted with the degree of match and congruence. The results will shed light on how the three stages/steps/complementarity variables vary among individuals with a range of interpersonal problems.

Interpersonal Problems and Conflicts Related to Eating Disorder Constructs
Christopher J. Hopwood, Analesa Clarke, & Marisol Perez (Texas A&M University)

Interpersonal problems, as measured by the Inventory of Interpersonal Problems-Circumplex (IIP-C; Alden, Wiggins, & Pincus, 1990) were related to constructs associated with eating disorders, as measured by the Eating Disorders Inventory, 2nd edition (EDI-2; Garner, 1994) in an undergraduate sample. Each EDI-2 scale was assessed in terms of its relation to interpersonal problems generally (i.e., IIP-C total score), particular interpersonal problems (i.e., IIP configuration). Next, each scale was assessed in terms of its relation to ambivalence and inconsistency. Ambivalence was operationalized the absolute difference between polar opposite circumplex scales (e.g., DE and LM), where high scores indicate low ambivalence and low scores indicate high ambivalence, given that at least one of those scales represented an individuals highest score. Inconsistency was operationalized as inter-item variability on polar opposite scales. Each persons average scores for each scale were divided by the number of items on that scale (i.e., 8). Next, the sum of absolute differences of each item score from the average scores was computed for each scale, resulting in an inconsistency estimate for each scale. Overall inconsistency (the sum of inconsistency estimates for all 8 scales) and polar inconsistencies (the sum of inconsistency estimates for polar opposite scales) were then computed, and related to EDI-2 constructs.

Interpersonal Traits and Conflicts Related to Personality Disorder
Christopher J. Hopwood, & Leslie C. Morey (Texas A&M University)

Interpersonal traits Dominance and Warmth were related to Borderline and Antisocial personality features as assessed by the Personality Assessment Inventory (PAI, Morey, 1991). Inconsistency scores (ipsative trait variability) and trait scores were related to

each other and to the Borderline Features and Antisocial Features scales of the PAI in both the community and clinical standardization samples. Results reveal the importance of both interpersonal traits and variability, or conflict, in depicting these disorders.

Interpersonal Traits and Interpersonal Prototypes.

Leonard M. Horowitz, Bulent Turan, & Michael Reding (Stanford University)

This paper concerns the disagreement among raters when they rate interpersonal traits. We use the concept of a prototype to help expose one reason that raters disagree in rating traits such as dominance and agreeableness. The paper will show that a prototype is easy to derive and that its elements possess a characteristic internal structure. Furthermore, individuals differ in their personal conceptions of a trait. For some people, this conception matches the prototype well; for others, it does not. To illustrate the procedure and the properties of a prototype, I shall first present data for the syndrome depression. The data will show the elements of this prototype ordered according to their prototypicality and provide evidence for their internal organization. Then I shall turn to the prototypes for dominance and agreeableness to show how much people differ in their conception of these traits. These individual differences may explain which pairs of individuals disagree the most when they rate people for dominance and agreeableness.

Relationship perfectionism, trait anger, and anger expression

Ada Law, & Scott B. McCabe (University of Waterloo)

Wiebe & McCabe (2002) proposed a construct, relational perfectionism (RP), to help explain the aversive interpersonal behaviour observed in depressed individuals. RP is conceptualized as a set of rigid and unrealistic social expectations directed at either oneself or others with specific reference to interactions. Preliminary evidence (Wiebe & McCabe, 2002) shows that self-directed RP is associated with submissiveness and anxiety among depressed individuals and that other-directed RP accounts for the hostile interpersonal behaviour observed in depressed individuals. Although hostile behaviour is associated mainly with excessive and rigid expectations of others, both individuals characterized by self-directed and other-directed RP are assumed to experience elevated frustration in social contexts (Wiebe & McCabe, 2002). The current study aims to enrich the conceptualization of RP by exploring its associations with trait anger and anger expression. Self-report measures including the Relationship Perfectionism Scale (Wiebe & McCabe, 2002), State-trait Anger Expression Inventory-2 (Spielberger, 1999), and the Beck Depression Inventory-II (Beck, Rush, Shaw, & Emery, 1979) were administered to a sample of 88 undergraduate students. After controlling for shared associations with depression, correlational analyses revealed that self-directed RP is positively associated with both trait anger and inward anger expression, while other-directed RP is positively associated with both inward and outward anger expression. These findings suggest that holding perfectionistic standards about one's own or others' behaviour in an interaction or a relationship may foster increased angry emotions. Also, the direction of such criticism (i.e., self-directed or other-directed) may determine how the anger is expressed. The

difference between self-directed and other-directed social expectations and their associated direction of anger expression may provide further insights about the underlying causes of various aversive interpersonal styles even beyond those observed in depression.

A Model of Parenting Styles Based on the Interpersonal Circumplex
Debbiesiu Lee, Monica ArteaMichael Cruz, Zachary Muehlenweg, Heather Olmsted, &
Terence Tracey (Arizona State University)

There have been numerous attempts to understand how people parent. The most popular categorization of parenting styles is a tripartite model that is based upon the type of authority parents exert over their children (Baumrind, 1971). The styles are identified as authoritative, authoritarian and permissive. In addition to authority, there is a recognition in the parenting literature that nurturance is an essential construct in parenting. Other variables considered important in parenting include support, direction, and structure. The similarity in characteristics examined by researchers of parenting styles and the personality traits identified in the interpersonal circumplex are strikingly obvious. The purpose of this study, therefore, is to reexamine parenting styles through the lens of the interpersonal circumplex in the hopes of providing a more comprehensive and succinct conceptualization of parenting styles. A model of parenting based upon the interpersonal circumplex will incorporate qualities already identified by parenting styles researchers as important (authority/ dominance, nurturance/ affiliation), while also providing a better structure for understanding the functionality of different types of parenting behaviors. The focus of this poster is a pilot study (work in progress) wherein the authors are examining the Parenting Styles Inventory, a measure of parenting styles based on the interpersonal circumplex designed specifically for this study. This poster will therefore include a review of the literature, a discussion of the implementation and results of this study, and implications for future investigations.

Does the fish see the water it swims in? Studying peoples ability to judge their own interpersonal behavior correctly.

Daniel Leising (Stanford University), Diana Rehbein, & Doreen Sporberg, (University of Wuerzburg)

This study investigates the association between the interpersonal behavior people frequently exhibit and their ways of interpreting that behavior. Specifying the so-called *fish-and-water* hypothesis (Kolar, Funder & Colvin, 1996), we expected that people would usually underestimate the intensity of their own behavior, compared to judgments by others. This hypothesis was tested with regard to dominance and submissiveness. 89 female participants were interviewed about their typical ways of interacting with others and then judged for their level of dominance. Then, each participant interacted with a confederate in three short role-play situations designed to evoke assertive responses. After the role-plays, both the participant and the confederate judged how dominant the participant had been. Our hypothesis was confirmed: Dominant participants

underestimated their own dominance in these role-plays, compared with the judgment of the confederate. Likewise, submissive participants underestimated their own submissiveness. Results are discussed with regard to their implications for the diagnosis and treatment of recurrent interpersonal problems, and for interpersonal research.

Contributions of verbal and facial information in interpersonal judgment

Daniel Leising (Stanford University)

Stefanie Stich, Birgit Froehlich, & Heiner Ellgring (University of Wuerzburg)

In this study, we compared how much verbal and facial information contribute to interpersonal judgment. Up to now, the two sources of information have mostly been studied independent from each other. A set of very short verbal messages was sampled and sorted according to the Interpersonal Circumplex Model. The messages were enacted by an actress who spoke them into the camera. 44 female participants were asked to watch the film-clips and judge the actress's behavior, using adjectives from the Interpersonal Circumplex. The subjects were randomly assigned to one of two groups: Group 1 only saw the actress's facial activity but did not hear the spoken message. In group 2, the situation was reversed. After the first presentation, subjects from both groups watched the clips again, this time with both kinds of information (facial and verbal) available. The within-subjects correlation between the impressions based on half the information and the impressions based on the complete information was .45 in the verbal group and .37 in the facial group ($z = .28$; n.s.). While both verbal and mimic information contribute substantially to interpersonal judgment, the contribution of the verbal component seems to be slightly stronger. The Interpersonal Circumplex Model appears to be a useful common theoretical framework for both kinds of information.

Personalized and Generalized Social Comparisons

Kenneth Locke (University of Idaho)

When you notice how you are similar to or different from another person, you can focus on how you compare particularly with that one person (a *personalized comparison*) or on how you compare generally with some set of others, e.g., other people at this conference of which that person is just one exemplar (a *generalized comparison*). Four studies (two event-contingent diary studies, a study of comparisons during a triathlon, and an imagined scenario study) explored the predictors, prevalence, and effects of personalizing versus generalizing a social comparison. One consistent finding was that when you compare with someone who is superior, generalizing the comparison makes you feel worse about yourself, perhaps because generalizing frames the comparison as broadly relevant rather than as relevant to just one relationship. Consistent with this interpretation, generalizing did not moderate the impact of comparisons on interpersonal feelings (specific to your relationship with that other person). A second consistent finding was that conditions likely to increase awareness of and interest in the other person as a distinct individual such as having a close or emotional relationship with the other person or interacting with the person increased the likelihood of personalizing the comparison.

Perhaps because these conditions were so common during everyday social comparisons, personalizing was over twice as common as generalizing in studies of everyday social comparisons. Conversely, generalizing was over twice as common as personalizing in the study of comparisons during a triathlon, probably because the other athletes were typically strangers with whom one had no personal contact. Such results lead me to wonder if experimental studies of social comparison in which the participants typically compare with anonymous strangers in the absence of any interaction are mainly studying generalized rather than personalized social comparisons, which may limit the applicability of these studies to the types of interpersonal situations in which most social comparisons occur.

Assessing Complementarity in Real Time
Sara Lowmaster & Patrick Markey (Villanova University)

Robert Carsons principle of complementarity asserts that the behavioral styles of interaction partners tend to complement each other by encouraging individuals to act opposite in terms of dominance and similar in terms of warmth. When examining complementarity at the behavioral level researchers frequently code multiple behavioral units (e.g., the Interpersonal Communication Rating Scales assessment of speaking turns) of participants. Data yielded from this method are typically analyzed by correlating each antecedent behavioral unit with each consequent behavioral unit (e.g., dominant behavioral units might predict submissive behavioral units) and has proven a very fruitful means of assessing complementarity. However, this method is also extremely time consuming and can produce behavioral units of varying time lengths. In order to overcome these limitations, the current study applied P. Sadlers method of using a computer joystick tracking device (originally designed to assess personality perception) to examine complementarity. Such a methodology allows for the continuous (i.e., real-time) assessment of participants warmth and dominance during an interpersonal interaction. Sixty-six female participants (33 dyads) were videotaped during a 12 minute unstructured interaction. Afterward four judges coded each participants behavior by using Sadlers joystick tracking device as they watched each video (i.e., it only took 12 minutes for each judge to code each participants behavior). This allowed each participants warmth and dominance to be assessed every 0.20 seconds, for a total of 3,600 behavioral units per person. For each participant her behavioral units were then chronologically organized in order to create a warmth behavioral profile and a dominance behavioral profile. These profiles reveal changes in a participants warmth and dominance that occurred during the course of the interaction. By correlating the behavioral patterns of dyad members to each other it was possible to determine if *changes* in one members behavioral pattern were correlated with *changes* in the other members behavioral pattern. Results indicated that complementarity occurred on both the warmth dimension (mean profile $r = .35$) and the dominance dimension (mean profile $r = -.32$). Such findings suggest that Sadlers joystick tracking device presents a relatively quick means of coding behavioral data that also produces many more uniformed behavioral units than traditional assessment methods.

Mindfulness, Attachment, & Interpersonal Adjustment
Mark R. Lukowitsky, Aaron L. Pincus, & Richard Carlson
(Pennsylvania State University)

Mindfulness has been defined as enhanced attention to and awareness of present moment events and experience and has been associated with physical and mental health and overall well being (Brown and Ryan, 2003). Because of these implications, interest in the adaptive role of focused attention on present moment experience has increased (Borkovec, 2002; Baer, 2003). In order to enhance an understanding of the role of mindfulness in psychological well being 110 students completed 2 measures in addition to the Mindfulness Attention and Awareness Scale (MAAS; Brown & Ryan, 2004): the Inventory of Interpersonal Problems Circumplex Scales (IIP-C; Alden, Wiggins, & Pincus, 1990), and the Experiences in Close Relationships (ECR; Brennan, Clark, Shaver, 1998). Mindfulness was negatively and significantly correlated with the (PA), (BC), (HI), and (NO) octants of the IIP-C as well as IIP-C profile elevation. However, after controlling for elevation all correlations between the MAAS and the specific IIP-C octants were rendered non-significant. Mindfulness was also significantly and negatively related to the attachment related anxiety dimension of the ECR but was not significantly related to the attachment related avoidant dimension. Attachment related anxiety also positively and significantly predicted the (PA), (BC), (FG), (HI), (JK), and (NO) octants of the IIP-C as well as IIP-C profile elevation. Attachment related avoidance predicted significant positive relationships with the (DE) and (FG) octants of the IIP-C and IIP-C profile elevation. An analysis regressing mindfulness and the anxiety and avoidance dimensions of the attachment measure onto elevation revealed that all variables uniquely contributed to the variance in elevation. No significant interactions were found. Results suggest that mindfulness is associated with interpersonal adjustment, while anxious and avoidant attachment styles are associated with maladjusted interpersonal styles. Results will be discussed with reference to the possible role of mindfulness in interpersonal adjustment.

The Interpersonal Sphere
Patrick M. Markey (Villanova University)

The Interpersonal Sphere (IPS) is introduced as a means to increase the interpersonal information provided by the Interpersonal Circumplex (IPC) by combining the two-dimensional IPC with the Five-Factor Model dimension of conscientiousness. Using an initial sample of 250 participants, items were selected that conformed to the geometric locations of 26 different interpersonal characteristics on the IPS. A separate sample of 251 participants confirmed the geometric structure of these interpersonal characteristic measures using randomization tests. The combined sample of 501 participants were then used to cartographically locate 164 different personality scales (e.g., NEO-PI_R, 16PF, CPI, etc.) onto **the IPS**. **Next, the IPS was used to assess the** behavioral styles of 102 college roommate in order to examine interpersonal complementarity using its three

primary dimensions. Results indicated that after living together for two weeks the behavioral styles of roommates did not complement each other; however, after living together for 15 weeks, the behavioral styles of roommates strongly complemented each other in the predicted manner on all three dimensions of the IPS. Specifically, after 15 weeks, roommates acted similar in terms of warmth and opposite in terms of dominance *and* conscientiousness.

The Interpersonal Meaning of Sexual Experience
Patrick Markey & Charlotte Markey (Villanova University)

Sex is an interpersonal interaction shared (typically) between two people. Some might engage in this interpersonal interaction as a means to share pleasure and express mutual love. For others, it can be a behavior done simply to obtain pleasure for the self without regard for the other. Thus, sex may have different interpersonal meanings for different people; for some it is a warm interpersonal behavior, but for others it is a cold and selfish behavior. This interpersonal nature of sex implies that, just like most interpersonal behaviors, sexual experience should map onto the Interpersonal Circumplex (IPC) dimensions of dominance and warmth. Although no research has explicitly linked sexual experience to the IPC, past research examining the Five Factor Model (FFM) has found that extraverted and disagreeable individuals tend to have more sexual experience than other individuals. Given the notion that the primary IPC dimensions of dominance and warmth represent rotations of extraversion (high dominance and high warmth) and disagreeableness (high dominance and low warmth) these past findings suggest that dominance is positively related to sexual experience. However, these findings do not clearly indicate if and how interpersonal warmth is related to sexual experience. In order to map sexual experience onto the IPC dimensions of dominance and warmth 210 participants (105 women and 105 men; M age = 24.88 years) completed a measure of the IPC and indicated the number of people they had engaged in various sexual activities with (i.e., one minute continuous kissing, manual manipulation of genitals, oral manipulation of genitals, and sexual intercourse). As predicted, a positive linear relationship was found, for men and women, between dominance and the number of partners a person had for each type of sexual activity. Additionally, for both men and women, a curvilinear relationship was found between warmth and the number of partners a person had for each type of sexual activity. Specifically, participants who were either extremely warm or extremely cold tended to have more sexual partners than individuals who were moderately warm. These findings provide a better understanding of why the FFM traits of extraversion and disagreeableness are related to sexual experience, and also help to illustrate the dual interpersonal meaning of sexual experience.

How Mature is Your Circle?:
Mapping Ego Development onto the Interpersonal Circumplex
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Two major theoretical conceptualizations of personality differences are the trait approach and the developmental stage approach. The former suggests personality exhibits stable dispositions throughout the lifespan. The latter contends individuals proceed through a series of common, discrete stages of personality development. Proponents of each theory have concluded that the two approaches are irreconcilable. Kurtz and Tiegreen (2005), however, demonstrated that trait concepts measured by the NEO-PI-R (Costa & McCrae, 1992) significantly correlated with scores on the Washington University Sentence Completion Test of ego development (WUSCT: Hy & Loevinger, 1996). The present study sought to further this integrative research by examining the concurrent validity of ego development and another widely recognized trait model, the Interpersonal Circumplex (Wiggins, Trapnell, & Phillips, 1988). 118 students at Villanova University completed the WUSCT and the IAS (Wiggins, 1995). It was found that ego development correlated positively with the warmth scores on Wiggins measure and negatively with the cold-hearted scores. A sinusoidal relationship was observed between ego development and the octants of the Interpersonal Circumplex. Individual items of the WUSCT were then evaluated for agentic and communal properties and these, in turn, were also mapped onto the Circumplex.

Incorporating Intraindividual Variability into the Analysis of Interpersonal Behavior
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It is common in the study of personality characteristics to focus on mean levels, such as traits. However, it is possible to deconstruct trait measures to examine within person variability as a meaningful reflection of personality. The study of traits can be integrated with the study of within person variability by using traits to define domains from which to sample event-specific characteristics, and then constructing event-specific measures of these characteristics and intensively measuring these characteristics over time. Interpersonal trait based behaviors measured with intensively sampled events will be used to illustrate three ways to examine intra individual variability: (1) by identifying normative influences on within person fluctuations; (2) by estimating the association between variables that fluctuate within the individual, and (3) by identifying groups of behavioral signatures, that is, patterns representing the persons behavior in sets of situations.

Circular Reasoning about Interpersonal Behavior: II. Interpersonal Dispositions,
Interpersonal Problems, and Psychological Distress
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Wiggins, Phillips, and Trapnell (1989) examined some untested assumptions regarding interpersonal diagnosis and circumplex assessment. Specifically, they were the first to examine relations between interpersonal trait profile variance (vector length) and measures of psychopathology and interpersonal problems. In general, they found that trait

profile vector length was differentially associated with psychopathology and interpersonal problems only when it was constrained within an interpersonal diagnostic category (i.e., circumplex octant). In the present study, we extend the investigation into these topics using different circumplex analytic methodologies. We examined relationships between interpersonal dispositions, interpersonal problems, and psychological distress in two student samples and one clinical sample using three different measures of interpersonal dispositions (traits, values, impact messages), the Inventory of Interpersonal Problems Circumplex Scales (IIP-C), and measures of trait neuroticism, anxiety, depression, and clinician-rated level of patient functioning. In sample one, 345 students completed the Interpersonal Adjective Scales (IAS) and the IIP-C. Level of correspondence of participants angular locations on the trait circumplex and their angular locations on the problem circumplex differed as a function of both trait differentiation (IAS vector length) and problem differentiation (IIP-C vector length). The circular distribution of participants on the trait circumplex varied in terms of participants level of interpersonal distress (IIP-C elevation) and participants level of neuroticism. In sample two, 224 students completed the Circumplex Scales of Interpersonal Values (CSIV) and the IIP-C. Level of correspondence of participants angular locations on the value circumplex and their angular locations on the problem circumplex differed as a function of both value differentiation (CSIV vector length) and problem differentiation (IIP-C vector length). The circular distribution of participants on the value circumplex varied in terms of participants level of interpersonal distress (IIP-C elevation) and participants levels of anxiety and depression. In sample three, 388 psychotherapy patients completed the IIP-C and their significant others rated them on the Impact Message Inventory (IMI). Level of correspondence of patients angular locations on the impact message circumplex and their angular locations on the problem circumplex differed as a function of both impact differentiation (IMI vector length) and problem differentiation (IIP-C vector length). The circular distribution of participants on the impact message circumplex varied in terms of participants level of interpersonal distress (IIP-C elevation) and clinician-rated global functioning (GAF) at the time of diagnosis. In most cases, agreement of angular location on interpersonal disposition profiles and interpersonal problem profiles was highest when vector length was highest. Participants with the lowest distress tended to exhibit Agentic (A+) and Communal (C+) dispositions, whereas participants with the highest distress tended to exhibit Passive (A-) and Detached (C-) dispositions. Results suggest that interpersonal problems are not necessarily congruent with interpersonal dispositions, as certain moderators cause asymmetries in how interpersonal dispositions and interpersonal problem themes are related.

What the Sense of Smell Can Tell Us about Personality and the Brain

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Olfaction is a sense intimately tied to neural circuits involved in the modulation of personality and emotion. While some research has examined olfactory performance as it relates to specific personality traits and functioning of certain neuroanatomic regions, there exists no systematic investigation of the relations between olfaction and multiple personality and psychopathological domains. The present investigation examined odor

identification, odor detection threshold sensitivity, and personality and clinical rating scales, in patients with schizophrenia (n = 42) and healthy participants (n = 36). All participants were administered the University of Pennsylvania Smell Identification Test (UPSIT) and phenyl ethyl alcohol (PEA) threshold measure unilaterally. Each subject also completed the Minnesota Multiphasic Personality Inventory (MMPI). Within the healthy group, elevations on the Psychopathic Deviate scale were associated with poorer right nostril odor identification on the UPSIT. In the patient group, elevations on the Psychasthenia and Social Introversion scales were associated with poorer right nostril PEA thresholds. The results suggest that specific personality traits are associated with deficits in performance on olfactory measures. Given that olfaction is represented in an ipsilateral fashion in the brain, traits reflecting antisocial behavior and attitudes, anxiety, and introversion, may be associated with deficits lateralized to the right side of the brain, particularly involving the orbitofrontal cortex.

The interplay of traits and mutual influence in interpersonal behavior:
Statistical models and research questions

Pamela Sadler (Wilfrid Laurier University) & Erik Woody, (University of Waterloo)

Interpersonal theory portrays interactions as a combination of two fundamental effects. First, a person's interpersonal behavior is hypothesized to have a trait-like quality, such that he or she carries a consistent style from situation to situation. Second, a person's interpersonal behavior is hypothesized to be affected by the interaction behavior of others, being modified to suit the particular interaction partner. Social behavior is a delicate balance between these two types of effects: At one extreme lies a perfectly consistent person who fails to adapt to different partners, and at the other extreme is a social chameleon who lacks a social personality. The interplay of these two somewhat competing effects can be captured well by what are termed mutual-influence models. In such a model, each person's interaction behavior has two causes: a trait-like consistency in preferred style, called an actor effect, and a feedback loop in which the partners' behaviors reciprocally modify each other, called mutual-influence effect. By applying such a model to various types of interacting dyads, we can characterize the relative strength of each effect: trait-like behavioral consistency on the one hand, and reciprocal, ongoing interpersonal adjustments on the other. We will discuss how these models can be analyzed using structural equation modeling, both for distinguishable dyads (e.g., male-female) and interchangeable ones (e.g., male-male). Of particular interest are applications of such models for characterizing the developmental progression of social behavior, i.e., how trait-like consistency, on one hand, and mutual adaptation, on the other, change with developmental level. Another application to be addressed is the study of situational factors that may affect the relative magnitudes of the two component processes.

Adherence to the circumplex structure as moderator
Terence J. G. Tracey (Arizona State University)

Moderators of the self-rated trait-behavior relation (e.g., traitedness) have had a checkered history and are currently out of favor (cf. Chapman, 1991). I am proposing that adherence to the interpersonal circumplex can serve as a new representation of the moderated trait-behavior relation. Specifically, the extent to which individuals use the circumplex structure in their thinking of interpersonal behaviors will moderate the validity of predictions generated from interpersonal theory. Circumplex adherence and two traitedness indicators (item consistency and structural similarity) were examined as they moderated the IAS vector-outcome relation. Specifically, the three outcomes of Satisfaction with Life, Interpersonal distress and complementarity were examined in a sample of college students. Circumplex adherence was found to modify the IAS vector-outcome relation, especially for complementarity. Results are discussed with respect to implications for interpersonal theory.

Retrospective complementarity in interpersonal interactions.
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Interpersonal Complementarity refers to the way in which behavior is likely to occur between two people in an interaction. Carson (1969) defined complementarity as behaviors that are characterized by reciprocity on the dominance dimension and equality on the warmth dimension. Although many studies have observed complementarity during actual interpersonal interactions, no studies have examined if people hope or wish for complementarity during their interpersonal interactions. The current study sought to examine if people wish their behaviors had occurred in a complementary manner following unpleasant interpersonal interactions. It was hypothesized that the way people say they wish they had behaved in prior unpleasant interactions will show higher complementarity than the way they had actually behaved. Undergraduate participants (N = 169) completed abridged versions of the Interpersonal Adjectives Scales-Revised (Wiggins, 1995) in order to describe the way they had behaved, the way their interaction partner had behaved, and the way they wished they had behaved during an unpleasant interaction. Results supported the hypothesis for the warmth dimension but not the dominance dimension. Specifically, participants tended to wish they had behaved in a more complementary manner on the warmth dimension than they reported to have behaved during the unpleasant interaction.

Sensation Seeking and Love, Sex, and Marriage
Marvin Zuckerman (University of Delaware)

Love means different things to high and low sensation seekers. To highs it is a game but to low sensation seekers it is a prelude for a long term relationship and/or marriage. Sensation seeking is negatively related to satisfaction in romantic relationships. The most satisfactory relationships are between two low sensation seekers, the least satisfactory are between two high sensation seekers or couples where there is a high discrepancy between partners in sensation seeking levels. High sensation seekers have permissive attitudes

toward sex. Low sensation seeking women set higher social and emotional criteria for having sexual relations. High sensation seekers of both genders have more varied sexual experience with more partners than lows. Sensation seeking is an important determinant of assortative mating, or marriage. Discrepancies in sensation seeking, particularly boredom susceptibility, is found in couples coming for marital therapy and is associated with sexual dissatisfaction and lack of commitment in long-term relationships. Divorced persons are higher in sensation seeking than still married or widowed persons. Brain scans show specific areas of the brain responding to images of a passionate love object. These areas overlap with but are not identical to those produced by sexual arousal.