

## ATTRACTIVE STRANGER.

This question involves the (potential) start of a relationship. You don't know the person. You see them across the room. There are four scenarios and we were curious how respondents would act in terms of assertive and yielding in each: 1. The person is looking over at you frequently; 2 the person *has not noticed* you; 3) the person sees your gaze and turns away; and 4) the person meets your gaze and smiles warmly. In this section we give specific examples of different respondents; code for the four modes; and give suggestions for future research (e.g., which should include different ages and different types of "single status": e.g., dating, never married; married and divorced; widowed.

### EXAMPLES.

**Example One.** Male 39 School psychologist (cf plants above). This person describes himself as a 3 on yielding, and wants to stay the same (3); and a 3 on assertive, and would like to be a bit more assertive (4). He defined yielding as "give and take in a relationship. Yielding is ok in an area where it doesn't require giving up principles. And assertive as "knowing your opinion and stating your feelings with the motivation of power."

Vignettes: He said in response to the vignette" looks away hurriedly) he would "continue to observe until I felt ready to go over and introduce myself. 75%; likely;

If the other person continues to hold your gaze and smiles warmly his response would rise to (100%).

Example Two: Female 31, Ph.D. clinician

(does not notice you): 60% approach other and chat (saw as + assertive); 40% ignore other (saw as negative yielding)

looking at you frequently: 50% approach and chat (+assertive); 50% let him make first move (she saw this as negative yielding).

meets your gaze warmly and smiles: 90% approach (+assertive); 10% wait (-yielding).

### SHIFT DEPENDING ON VIGNETTE:

Both individuals (male and female) above were influenced by the response gradient, increasing their assertive response the more interested the other person seemed.

## RESPONSES IN MODES

POSITIVE ASSERTIVE. (if other person smiled back, held gaze):

Direct approach and contact: be forward; Smile back and go over and introduce myself and say hi; I'd be across the room very quickly; Tell individual you find him/her attractive; flirt and flatter – . Smile back and go meet the person; Continue to observe her until she returns the look, then smile

More subtle assertive: Attempted contact (in passing): walk past and say hi, smile, eye contact; (nod, wave, wink, draw attention to self; Say "hi" silently; Smile back and move in his direction; meet them half way; Smile and encourage the other's approach (e.g. nod at him); Dance close by; Find someone close by to talk to; Smile and wait the other's approach (Feeling very self-conscious; Arrange an introduction through a friend; Move closer, approach slowly; try to catch their attention; Put myself in a closer position where she does notice me; Gradually move closer to his side of the room; Try to get closer to I could be noticed without being too obvious. Try to find a way to attract his attention: cough or clear throat daintily (gentle positive assertive?)

In the scenario where the person a) does not notice you; or b) looks away quickly, one respondent said: Ask individual why looked away (appropriately assertive?)

## OVERLY ASSERTIVE

"Move in"; I would persist until rejected; (JS comment: the word "persist" seems borderline harassing; a lot depends on this person's ability to read others' cues; also "move in" sounds kind of aggressive and dehumanizing.

if she appears totally disinterested then I would approach her.

Go over and hold her hand and communicate through touch (JS: I'd probably rank "hold her hand and communicate through touch" as most q3 – it seems really inappropriate: If the person is on the other side of the room, they would have to cross the room, grab the hand, and then manipulate it in some way to "communicate." Sounds very inappropriate.>

Engage in sexual experience if other person were interested. (JS comment: This seems like a pretty strong response to a casual smile, and reveals something about the responder's mindset which in itself might be q3 in not acknowledging the other's humanity, seeing them as an object. However, if there was mutual consent, these things happen and are not q3. Maybe if it had been worded "Be open to engaging in sexual experience..."?>

OVERLY YIELDING Look away; Do nothing and regret it ("sees your gaze and looks away hurriedly); Not pursue it and feel bad about it, regret it.; freeze; "I think I would feel apprehensive that the reality of me was not as attractive as the impression seemed to be." Remain isolated; Avoid that person if I felt physically attracted. I usually do nothing, and remain a "southern lady" as I was taught. feel frustrated, do nothing.

APPROPRIATELY YIELDING; Wait continue to observe situation; Wait for him to make the first move. Continue to enjoy myself in the moment. In the scenario where the person does not notice you; or looks away quickly, “Assume the other person does not want contact and would not pursue it” Let it go.

COMBINATION APPROACHES: Q1Q2: Make a few more glances, then if avoided, give up approach (appropriately assertive) but if there was any intonation of disinterest on his part, I’d forget him. (appropriately yielding); find someone compatible do be with at least socially if not mentally; Find someone more responsive. if not, just enjoy drifting. If they continued to ignore me as I moved forward, and it was obvious they were becoming uncomfortable, I would not want to intrude on their right to privacy. Smile (positive assertive) and make his know I want him to notice me. then avert eyes. And wait. “and hope he’d approach me.”

In the scenario where the person a) does not notice you; or b) looks away quickly, some respondents said: Forget it, find another interesting person (q2q1)

Observe some more, try to see if person was shy, or was just not interested in meeting me

#### QUESTIONS:

\*he sees your gaze and looks away hurriedly: Response: continue to make occasional eye contact until he seems more relaxed, then approach; if he never appears more relaxed, give up (person saw this as appropriately yielding: (75%); Perhaps the “make occasional eye contact) could be seen as a mild positive assertive; but there is a lot of yielding (up to him to relax); and then give up could be either q2 or q4 depending on person’s affect; give up sounds a bit q4);

The second response of this person was “ approach other and start a conversation (25%; + assertive);

\*Attempt to gain his attention by being the center of attraction at the party (q1q3) and hope he notices. q4?) Being center of attraction is clearly assertive, but is it the most direct way? And then “hope” seems to imply a yielding (sort of resignation?).

\*Let it be until an introduction is arranged. (yielding—let it be; passive voice: until an introduction is arranged). (positive or negative yielding?)

FURTHER RESEARCH. It would be interesting to analyze responses by gender, and also, as Johanna Shapiro commented, would these results from 1979 be different in terms of mode and gender response forty years later given some of the shifts in sex role norms.