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ATTITUDE ALIGNMENT AMONG COUPLES IN THE FACE OF BELONGING THREAT

A thesis submitted in partial fulfillment of the requirements for the degree of Master of Science  
at Virginia Commonwealth University.

by

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## **Abstract**

### ATTITUDE ALIGNMENT AMONG COUPLES IN THE FACE OF BELONGING THREAT

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A thesis submitted in partial fulfillment of the requirements for the degree of Master of Science at Virginia Commonwealth University.

Virginia Commonwealth University, 2011

Co-Director: Dr. Jeffrey D. Green, Associate Professor of Psychology

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The present research sought to expand upon previous research demonstrating that individuals shift their attitudes to match the attitudes of their romantic partner. This research examined whether attitude alignment is influenced, in part, by belonging threats. Participants reported their attitudes about social issues and were randomly assigned to receive a belonging threat (or acceptance) in the form of feedback about their future relationships prior to discussing issues about which they disagreed with their partner. Partners discussed issues that were central to self - peripheral to partner and peripheral to self - central to partner. Attitude alignment was measured following discussion and at a one-week follow-up. Attitude alignment was expected to vary as a function of belonging threat, centrality of issue, and strength of unit relationship. Results did not support hypotheses, but did reveal noteworthy points to be considered for future work in this area.



## ATTITUDE ALIGNMENT AMONG COUPLES IN THE FACE OF BELONGING THREAT

After spending several months with a significant other, a woman has become an avid fan of a sports team she once knew nothing about. Her partner has decided that the movie he previously disliked isn't so bad after all. Such episodes are frequent occurrences in close relationships, in which our opinions are frequently influenced by our partners. When confronted by a divergence in opinion with close others, individuals may engage in attitude alignment by shifting their attitudes to reach congruence with their partners (Davis & Rusbult, 2001). What might contribute to attitude alignment? Encountering dissimilarity in a valued relationship may serve as a subtle threat to individuals' feelings of belonging and acceptance. Individuals have a fundamental need to belong, and they are motivated to form and maintain close, long-term relationships (Baumeister & Leary, 1995). When threatened, they often attempt to reaffirm their belonging. Shifting their attitudes to more closely match the attitudes of their partners may serve as one route by which individuals reaffirm their belonging.

Previous literature on attitude change has demonstrated that individuals tend to shift their attitudes to more closely match the attitudes of group members (Festinger & Thibaut, 1951; Kawakami, Dovidio, & Dijksterhuis, 2003; Ledgerwood & Chaiken, 2007), and the shifts are proposed to serve the function of maintaining interpersonal relationships by providing group members with a shared reality (Jost, Ledgerwood, & Hardin, 2008). Group members often attempt to exert influence on attitudinal deviants as a result of dependence on the group for establishing a social reality (Schachter, 1951). When a greater pressure toward uniformity exists among group members and individuals perceive members to be highly similar, greater attitude alignment occurs (Festinger & Thibaut, 1951). Additionally, individuals assimilate their attitudes with a group more when they feel close to that group and contrast their attitudes to the extent that

they feel distant from a group (Ledgerwood & Chaiken, 2007). Individuals who highly value a group's membership are less influenced by messages that counter group attitudes (Kelley & Volkart, 1952), providing further evidence that uniformity is more evident among groups that are cohesive in nature. Thus, past research has explored and demonstrated several factors that may drive uniformity of attitudes among groups. Very little research, however, has focused on the factors that contribute to attitude alignment in dyadic relationships.

### **Similarity, Attraction, and Maintenance**

Strangers are liked more when they possess similar qualities (Tenney, Turkeimer, & Oltmanns, 2009), and friends and romantic partners tend to be similar on a number of characteristics, including demographics, behaviors, and physical attractiveness (Folks, 1982; Kandel, 1978; Till & Freedman, 1978). Not only are similar others preferred for friendship (Kandel, 1978), but they also are more liked and preferred as co-workers and are more likely to be considered as potential romantic partners (Stroebe, Insko, Thompson, & Layton, 1971). Many aspects of similarity have been linked to selection of romantic partners (Etcheverry & Agnew, 2009) and the persistence of romantic relationships (Hill, Rubin, & Peplau, 1976). For instance, pairs of individuals who met for the first time during a speed dating session were more likely to develop mutual romantic interest and have relationship stability when the pair matched in language style (Ireland et al., 2010). Additionally, couples were more likely to stay together if they were fairly similar in education plans, physical attractiveness, age, and intelligence (Hill et al., 1976). Increased dissimilarity in age, educational attainment, task sharing, and desired family size among married couples was associated with higher risk of marital dissolution (Clarkwest, 2007). A positive relation between attraction and the proportion of similarly held attitudes has also been well-documented (Byrne, 1961a; Byrne 1961b; Byrne, Bond, & Diamond, 1969; Byrne

& Nelson, 1965; Kandel 1978). Strangers who held similar attitudes were more liked, considered to be more intelligent and moral, considered to have greater knowledge of current events, and were thought to be better adjusted than strangers who held dissimilar attitudes (Byrne, 1961a). Conversely, strangers who had dissimilar opinions were rated as unintelligent, poorly adjusted, and less moral, and they were considered to have less knowledge about current events (Byrne, 1961b).

Similarity among romantic partners also has been linked to higher life satisfaction (Arrindell & Luteijn, 2000) and relationship satisfaction (Gaunt, 2006; Gonzaga, Campos, & Bradbury, 2007). Interestingly, Montoya, Horton, and Kirchner (2008) found that actual similarity was most important when no interaction or a short interaction had taken place, but not in existing relationships. However, the authors suggested that the lack of link between attraction and actual similarity in existing relationships resulted from a lack of salience about partner attributes and noted that *perceived* similarity was related to attraction for no-interaction, brief-interaction, and existing relationships.

Though individuals may seek out similar others when selecting a romantic partner, balance theory suggests that individuals sustain similarity even after relationships are formed. Davis and Rusbult (2001) claimed that balance theory is important in understanding similarity in couples because attitudes, an important component in the similarity-attraction link, do not necessarily remain constant throughout one's life. Additionally, individuals frequently come into contact with new targets about which attitudes may be formed, and these newly formed attitudes may differ from the attitudes of their partner.

According to Heider (1958), a balanced state occurs when the relations among an individual (*p*), another person (*o*), and an object or issue (*x*) exist together harmoniously and

without stress. Balance occurs when all three of the relations among  $p$ ,  $o$ , and  $x$  are positive, or when one relation is positive and two are negative. When one relation is negative and two are positive, imbalance is said to occur. For instance, the relations are considered balanced when  $p$  has positive attitudes toward  $o$ , and  $p$  and  $o$  hold similar attitudes toward  $x$ . A situation may be considered imbalanced if  $p$  has positive attitudes toward  $o$ , but  $p$  and  $o$  have different attitudes toward  $x$ . One route by which partners may avoid imbalance in their relationship is to misperceive or avoid confronting one another about a disagreement. In fact, previous research has suggested that it may be easier to misperceive a partner's attitude rather than change one's own attitude (Byrne & Blaylock, 1963). However, disagreements often are highly salient and unavoidable in ongoing close relationships, and it is important to understand the changes that occur under such circumstances.

Knowledge of imbalanced triads results in negative affect, because tension occurs when partners evaluate each other positively, but disagree about an issue. Newcomb (1959) added that tension would be greater when  $x$  is considered important and when  $x$  is jointly relevant to  $p$  and  $o$ . Tension in imbalanced states then causes the relations to shift toward balance (Heider, 1958). Therefore, changes in the relationships among  $p$ - $o$ - $x$  are likely to occur. Specifically, the focal person's attitude about the issue ( $x$ ), the focal person's perception of their partner's attitude, or the focal person's liking for their partner could change toward balance (Taylor, 1967). For instance, when  $p$  liked  $o$ ,  $p$  changed to agree more with the opinion of  $o$ . When  $p$  disliked  $o$ ,  $p$  changed to disagree more with  $o$  (Burdick & Burnes, 1958).

### **Attitude Alignment in Couples**

In exploring how partners resolve imbalance in their relationship, Davis and Rusbult (2001) proposed that discrepancies are settled by the *principle of least effort*. Changing an

attitude toward an issue (changing the *p-x* or *o-x* link) is less effortful and less costly than changing an attitude toward one's partner (changing the *p-o* link) in established relationships. Thus, the authors proposed a model of attitude change in which, when disagreements were made salient, individuals tended to modify their attitudes to achieve attitudinal congruence with their partners. Attitude alignment occurred when disagreements were made salient; attitude alignment was greatest when an issue was considered to be peripheral to an individual's self-concept and central to the partner's self-concept. This concept of issue centrality has also been supported by past research finding that highly important attitudes were more resistant to persuasion (Johnson & Eagly, 1989; Zuwerink & Devine, 1996) and that greater tension was felt when disagreement occurred over an issue that was considered relatively more important (Rodrigues, 1965). Thus, issues that are peripheral to self - central to partner provide the best forum for attitude alignment to be identified.

Though attitude alignment was found to take place among strangers and couples, greater shifts were demonstrated among couples, particularly couples with high dyadic adjustment (Davis & Rusbult, 2001). The difference in the degree of alignment between strangers and couples may result from increased attempts to achieve agreement among couples. Previous research has found that when interacting pairs were highly cohesive rather than less cohesive, partners exerted greater effort to achieve agreement and individuals shifted their attitudes to match their partner's to a greater degree. If the pair's cohesion was based upon attraction, then partners attempted to make the discussion a longer, pleasant conversation. Conversely, if the pair's cohesion was based upon task performance, partners completed the task quickly and efficiently, using the time only for performance on the task (Back, 1951). As a result, greater

attitude alignment may be demonstrated among couples than strangers due to the high level of attraction and cohesion that generally define these relationships.

Why do individuals attempt to maintain similar attitudes in their relationships?

Individuals have a fundamental need to belong – a desire for social attachments – and are motivated to form and maintain long-term, stable relationships. They require frequent interactions that are affectively pleasant with the same few close others. Furthermore, individuals are resistant to losing or breaking interpersonal relationships, even if a relationship is difficult to maintain or serves no pragmatic purpose (Baumeister & Leary, 1995). Attitude alignment may allow individuals to reconnect in their relationship by offering them an opportunity to increase their partner's liking and acceptance of them. Previous research has found that individuals expected that agreement would produce liking whereas disagreement would produce disliking (Insko, Sedlak, & Lipsitz, 1982). Thus, individuals may have modified their attitudes in order to achieve their desired outcome.

Although past research has demonstrated that individuals may change their attitudes in order to be right or in order to be liked (Deutsch & Gerard, 1955; Insko, Smith, Alicke, Wade, & Taylor, 1985), in most interpersonal situations, being right is not as relevant, important, or salient to an individual as being liked (Insko et al., 1982). Not only are persuasion attempts more effective when liking for a communicator is salient (Cooper & Croyle, 1984; Rosko-Ewoldsen & Fazio, 1992), individuals also shift their attitudes to a greater degree when likability of the information source is greater (Sinclair, Lowery, Hardin, & Colangelo, 2005). The degree to which the communicator expresses liking for his or her audience is also important for effective persuasion. Communicators who expressed liking for their audience and acknowledged a hope to influence them were agreed with more than communicators who did not care about influencing

their audience. Additionally, communicators who expressed dislike for their audience and acknowledged a hope to influence the audience were less effective in securing agreement than communicators who expressed apathy toward influencing their audience (Mills, 1966). Thus, mutual liking is a critical aspect in securing agreement.

The importance of considering belonging to a relationship is further evidenced by the influence techniques most frequently used when individuals attempt to influence their romantic partner. In examining the differences in influence tactics used by strangers and couples during audio-recorded discussions, Davis and Rusbult (2001) found that strangers were more likely to spend a greater amount of time discussing issues and to present strong supportive arguments for their perspective. Individuals in couples, however, were more likely to express greater interest in hearing their partner's opinion and to pressure partners to change their opinion. When partners tried to resolve a problem, influence attempts were more effective when the relationship was referenced more frequently (e.g., emphasizing how an attitude would benefit the relationship's well-being; Oriña, Wood, & Simpson, 2002), and couples with higher degrees of closeness were more likely to use relationship referencing tactics (Oriña, Simpson, Ickes, Asada, & Fitzpatrick, 2008). This finding may demonstrate that individuals may be aware that disagreement with their partner may serve as a subtle threat to their relationship and it may account for the greater alignment demonstrated among couples with high adjustment over couples with low adjustment by Davis and Rusbult (2001).

Thus, when individuals desire to feel accepted and liked, they should be more likely to align with close others. Previous research has found that individuals tend to match with close others in a variety of ways when they have a desire to affiliate. Individuals were found to engage in greater mood matching when they were primed with a motivation to affiliate by generating

sentences that involved concepts regarding interacting smoothly and getting along (Huntsinger, Lun, Sinclair, & Clore 2009). Additionally, when provided the opportunity to interact with others, individuals with a secure attachment style tended to modify themselves by seeking out negative information about the self, preferring to read depressing articles, and associating the self with a devalued group in order to match the reported low self-esteem of their partners, even though these modifications negatively affected the self (Gabriel, Kawakami, Bartak, Kang, & Mann, 2010). Individuals also attempted to improve on certain attributes (e.g., understanding, moody, supportive) if they perceived that the attribute was not considered favorable by their romantic partner (Hui & Bond, 2009). Finally, both behavioral synchronization (behaviors matched in time, e.g., pairs walking in stride; Hove & Risen, 2009) and behavioral imitation serve affiliative roles in interpersonal interactions (Kouzakova, van Baaren, & van Knippenberg, 2010; Lakin & Chartrand, 2003). For instance, when an interaction partner fails to imitate behavior, it serves as a subtle signal of rejection and, thus, a threat to belonging (Kouzakova et al., 2010). When witnessing rejection, individuals then increased their amount of mimicry (Over & Carpenter, 2009). Thus, mimicry has been proposed to serve the social function of developing relationships (Lakin, Jeffries, Cheng, & Chartrand, 2003).

Individuals seek acceptance in a variety of ways and similar mechanisms may be apparent in attitude alignment, which also provides an opportunity for liking and belonging. Though previous attitude alignment research has not directly examined the function of attitude alignment, research has suggested that discrepancies in partner attitudes may lead to conflict that causes discomfort, negative emotions, and relationship problems and, thus, creates incentive for partners to change their attitudes (Davis & Rusbult, 2001; Kalmijn, 2005; Orive, 1988). Furthermore, past research has shown that disagreement with similar others results in negative



emotions, reduces confidence in opinion and opinion importance, and reduces the likelihood that the individual will act on the opinion (Orive, 1988), creating an optimal opportunity for shifts in attitudes to occur.

### **Social Exclusion and Belonging**

One method by which a desire for belonging and acceptance may be activated is through social exclusion. Social exclusion has powerful effects on individuals and can even slow individuals' heart rates when they experience unexpected social rejection (Moor, Crone, & van der Molen, 2010). Though a great deal of research on social exclusion has pointed to increased antisocial and self-defeating behaviors following rejection (Buckley, Winkel, & Leary, 2004; DeWall, Twenge, Gitter, & Baumeister, 2009; Twenge, Baumeister, Tice, & Stucke, 2001; Twenge, Catanese, & Baumeister, 2002), a substantial body of research has pointed to a seeking of acceptance and prosocial behavior following rejection (see Maner, DeWall, Baumeister, & Schaller, 2007; Williams, Cheung, & Choi, 2000). In fact, individuals were less aggressive when they were rejected but then experienced a positive social interaction relative to rejected individuals who did not benefit from a similar positive social interaction (Twenge et al., 2007). Because individuals fear exclusion and rejection, they may make attempts to manage how they appear to others in order to achieve belonging (Baumeister & Leary, 1995). When individuals are rejected, they often become more attentive to social cues that may lead to regaining acceptance. When individuals were threatened with exclusion, they attended to and identified smiling faces in a crowd more than non-threatened individuals (DeWall, Maner, & Rouby, 2009), and rejected individuals had greater selective memory for social rather than individual events from a diary (Gardner, Pickett, & Brewer, 2000). Similarly, individuals who were lonely, who had few friends (Gardner, Pickett, Jeffries, & Knowles, 2005), and who were high in the need to belong (Pickett,

Gardner, & Knowles, 2004) were highly attentive to social information, suggesting a seeking of restored belongingness.

Individuals also engage in behaviors to actively seek out acceptance when they experience social rejection. For instance, excluded women (but not men) were more likely to make greater contributions to a group task (Williams & Sommer, 1997), and excluded individuals were more likely to wish to rejoin a group (Snoek, 1962). When individuals were excluded from a text message conversation, they also reported lower sense of belonging and attempted to provoke more responses from their interacting partners (Smith & Williams, 2004). Additionally, excluded individuals were more likely to conform to incorrect group judgments (Williams et al., 2000). Baumesister, Brewer, Tice, and Twenge (2007) noted that the conformity of individuals in Williams and colleagues' (2000) research may be interpreted as being driven by passivity rather than acceptance seeking. However, more definitive results have been provided showing that social rejection increased individuals' motivation to be with other people and renew social bonds. Specifically, rejected individuals expressed greater desire to meet other people, expressed greater desire to work with others rather than alone, and held more optimistic impressions of others as friendly, nice, and desirable (Maner et al., 2007).

### **Prosocial Versus Antisocial Behavior Following Exclusion**

As mentioned previously, past research has found that individuals may respond to social rejection either prosocially (e.g. seeking belonging) or antisocially (e.g., hostility). The work of Maner and colleagues (2007) highlighted important characteristics of situations in which the seeking of belonging following rejection is likely to occur. Two studies demonstrated that rejected individuals acted in a more hostile fashion toward their rejecters but engaged in prosocial, acceptance-seeking behaviors with individuals who were not involved in their

rejection, particularly when they anticipated future interaction with the innocent individuals. In other research, rejected individuals were less likely to react with hostility toward innocent parties than toward those who rejected them (Twenge et al., 2001). In a meta-analysis of rejection research, prosocial responding tended to occur toward innocent parties following rejection (Gerber & Wheeler, 2009). The notion that rejected individuals will seek out acceptance from other promising sources, but will be less likely to respond prosocially toward rejecting parties has been echoed by researchers as one means of reconciling the findings of both antisocial and prosocial behaviors following rejection (DeWall et al., 2009).

Richman and Leary (2009) also proposed a useful framework for rejection research in an attempt to explain inconsistencies. According to Richman and Leary's model, relationship-seeking behaviors are more likely to occur when the relationship is highly valued, which has been echoed by other researchers claiming that individuals are more motivated to maintain their relationship when they have a high degree of closeness to the other individual (Abrams, Hogg, & Marques, 2005). The framework is consistent with the suggestion of the "valuable relationships hypothesis", which indicates that individuals who are in conflict with a partner are more likely to return to positive pre-conflict interactions if they perceive the relationship as having long-term value (McCullough, Luna, Berry, & Tabak, 2010). Additionally, relationship seeking behaviors occur more frequently when the costs of rejection are perceived as high, and the rejected individual senses an opportunity for relational repair (Richman & Leary, 2009). In a set of four studies, individuals engaged in greater attempts to ingratiate themselves following rejection when the rejection threatened individuals' self-definition and when they were given an explicit opportunity to create a good impression with the rejecter (Romero-Canyas et al., 2010). Research also suggests that when rejected individuals perceive a relationship as having been damaged by

rejection, they may also quickly seek out other sources for acceptance or seek the support of others with whom they have existing bonds (Richman & Leary, 2009). In a similar vein, belonging needs were satisfied and willingness to forgive was increased when individuals were reminded of a relationship with a close other and were asked to focus their thoughts on that relationship (Barnes, Carvallo, Brown, & Osterman, 2010). Thus, romantic relationships should provide a favorable opportunity for seeking acceptance, as long as the romantic partner is not part of the rejecting party.

### **The Present Research**

Past research has established that members of a couple shift their attitudes to more closely align with the attitudes of their partner (Davis & Rusbult, 2001). Though past research has suggested that attitudinal discrepancy may cause conflict (Kalmijn, 2005), discomfort (Davis & Rusbult), and negative emotions (Orive, 1988), it has not directly explored potential causes of attitude alignment in interpersonal relationships. The present research seeks to further our understanding of attitude alignment in interpersonal relationships and to determine if attitude alignment is influenced by threats to individuals' belonging. Additionally, the present research may provide important insight into the role that close relationships play in helping individuals recover from rejection. Past research has explored the emotional effects of rejection by actual and potential romantic partners (Baumeister, Wotman, & Stillwell, 1993; Murray, Rose, Bellavia, Holmes, & Kusche, 2002) and has examined individual and couple characteristics that may bolster relationships against threats (Tran & Simpson, 2009). The present research, however, focuses on rejection from a source outside of the relationships and the romantic relationship may offer an opportunity to ameliorate such rejection. Because individuals who did not take part in the rejection are most likely to be the benefactors of prosocial behavior following

rejection (Maner et al., 2007), outside sources should serve as an ideal channel for reaffirming acceptance. According to Richman and Leary (2009), turning to a romantic partner in the face of rejection may remind threatened individuals that they have supportive, important relationships in their life and, therefore, provides potential to restore their sense of belonging. The present research provides a test of this contention.

The present research also examines how attitude alignment following a threat to individuals' belonging may vary depending upon the strength of their relationship. Davis and Rusbult (2001) examined dyadic adjustment as a strength of unit relationship measure and found that individuals who were members of a couple with high dyadic adjustment were more likely to align their attitudes. The present research seeks to replicate the work of Davis and Rusbult by reexamining the role of dyadic adjustment as a strength of unit relationship variable.

Additionally, the present research will expand upon the role of strength of unit relationship in attitude alignment by exploring other variables that may be considered strength of unit relationship measures (i.e., satisfaction, respect, commitment, attachment, and closeness).

Is attitude alignment driven by individuals' need to belong? When individuals' sense of inclusion is threatened, do individuals tend to align their attitudes in the direction of their partners' attitudes to a greater extent? Previous research has found that individuals have a fundamental desire for social attachments and are motivated to form and maintain long-term, stable relationships (Baumeister & Leary, 1995). Aligning attitudes with a partner may be one method by which individuals maintain their relationships. Thus, individuals who are rejected and experience a threat to their general belongingness should exhibit greater attitude alignment than individuals who do not receive a threat to their belonging. This effect should be particularly pronounced under conditions in which the issue is peripheral to self - central to

partner, because peripheral to self - central to partner issues have been found to yield the greatest attitude alignment via the *principle of least effort* (Davis & Rusbult, 2001). Finally, the effect should be particularly pronounced for strong relationships, because Davis and Rusbult found that attitude alignment was greater in strong relationships. I proposed to test five hypotheses:

Hypothesis 1: To replicate the work of Davis and Rusbult (2001), I expected a main effect of issue centrality (central to partner - peripheral to self issue vs. peripheral to self - central to partner issue), with greater attitude alignment occurring when issues were peripheral to self - central to partner than when issues were central to self - peripheral to partner, consistent with the principle of least effort.

Hypothesis 2: To replicate the work of Davis and Rusbult (2001), I expected a main effect of dyadic adjustment (a measure of strength of unit relationship), with greater attitude alignment occurring for individuals with higher levels of dyadic adjustment. Similar results were expected for other strength of unit relationship measures (i.e., satisfaction, respect, commitment, attachment, and closeness). For instance, greater attitude alignment should occur among couples with higher levels of closeness.

Hypothesis 3: I expected a main effect of belonging threat (future-alone feedback vs. future-belonging feedback), with greater attitude alignment occurring for individuals who were told that they would be alone in the future than those who were told that they would have long-lasting stable relationships in the future.

Hypothesis 4: I expected an interaction between issue centrality and belonging threat, with the greatest attitude alignment occurring when individuals received a belonging threat and discussed issues that were peripheral to self - central to partner.

Hypothesis 5: I expected an interaction between dyadic adjustment and belonging threat, with the greatest attitude alignment occurring when the relationship was strong and individuals received a belonging threat. I expected similar results for other strength of unit relationship measures (i.e., satisfaction, respect, commitment, attachment, and closeness).

## **Method**

### **Design**

Each couple was randomly assigned to receive false feedback from a personality test that either threatened or did not threaten their future belonging. Specifically, both members of the couple received either feedback indicating that they would be alone later in life (future-alone condition) or that they would have long-lasting, stable relationships later in life (future-belonging condition). Couples reported their strength of unit relationship (e.g., dyadic adjustment) and discussed issues that were central to self - peripheral to partner and issues that were peripheral to self - central to partner. Thus, the design included two categorical variables (issue centrality and belonging threat) and one continuous variable (strength of unit relationship). Belonging threat (future alone vs. future belonging) and strength of unit relationship were between-participants variables and issue centrality (central to self - peripheral to partner vs. peripheral to self - central to partner) was a within-participant variable. Attitude alignment was the extent to which individuals shifted their attitudes in the direction of their partner's attitudes.

### **Participants**

One-hundred and ten participants (52 men, 58 women) were recruited from introductory psychology courses at Virginia Commonwealth University via an online sign-up system; there were 58 couples (55 heterosexual, 3 homosexual).<sup>1</sup> Eligibility for participation was limited to couples who were over 18 years old, who had been in a dating relationship for at least one

month, and who could bring their dating partner with them to the session. Participants were 20.48 years of age on average ( $SD = 4.39$ ), and 50.00% were Caucasian, 19.09% African American, 20.91% Asian American, 3.64% Latino, and 6.36% other. Participants had been involved in their current relationships for an average of 17.69 months ( $SD = 28.18$ ). Participants were mostly involved in dating relationships: 74.55% dating steadily, 4.55% engaged or married, 10.91% dating regularly, 7.27% dating casually, 0.91% friendship, and 1.82% other).

Participants recruited from introductory psychology courses received partial course credit for their participation, and their partners' names were entered into a drawing for three \$15-20 gift cards in order to compensate them for their participation.

## Measures

**Attitudes questionnaire.** Consistent with previous attitude alignment research (Davis & Rusbult, 2001), participants completed an attitudes questionnaire containing 51 morality relevant issues (e.g., “The restaurant which serves my favorite ethnic dishes is fined for exploiting immigrant labor. I would continue to eat there;” “In order to marry someone I love, I must change my religion. I would change my religion;” “I am a high school principal. I would hire a competent teacher who is a homosexual.”). Participants indicated their attitudes about each issue by placing a check marks along 20 dashed lines ranging from *very unlikely* to *very likely*. Additionally, participants provided information regarding the centrality of each issue (i.e., “Ask yourself how important the issue is, indicating the degree to which the issue is central to who you are and how you think about yourself;” 0 = *very unimportant*, 8 = *very important*; see Appendix A). An issue was considered as central to a participant's self-concept for ratings of 5 and higher, and an issue was considered peripheral to a participant's self-concept for ratings of 4 and lower.



**Personality questionnaire.** Participants rated seventy-five items from the Eysenck Personality Questionnaire (Eysenck & Eysenck, 1975; see Appendix B), a measure of personality (i.e. extraversion), in order to provide a basis for the belonging manipulation (false feedback about whether they were likely to be alone later in life).

**Strength of unit relationship.** Strength of unit relationship is the relative strength or weakness of the relationship. Participants completed multiple measures of strength of unit relationship: dyadic adjustment, closeness, satisfaction, commitment, respect, and attachment.

**Dyadic adjustment.** The Dyadic Adjustment Scale (DAS; Spanier, 1976; see Appendix C), is a validated 32-item measure assessing the quality of a relationship (e.g., “How often do you and your partner quarrel?” 0 = *all the time*, 5 = *never*;  $\alpha = .87$ ).

**Closeness.** The Inclusion of Other in the Self scale (IOS; Aron, Aron, & Smollan, 1992; see Appendix D) is a single-item measure of closeness. The item is presented in pictorial form and individuals select the picture that most closely resembles their relationship from a series of Venn-diagrams with differing degrees of overlap. In each picture, one circle represents the self and the other circle represents the other. The size of each circle is held constant in each picture of the series and the degree of overlap progresses linearly in order to create a 7-point scale. The first picture in the series represents the least amount of inclusion of other in the self, and the last picture represents the highest degree of other in the self. The IOS has good validity as well as high alternate-form reliability ( $\alpha = .93$ ) and high test-retest reliability ( $r = .83$ ).

**Satisfaction.** The Couples Satisfaction Index (CSI; Funk & Rogge, 2007; see Appendix E) is a 10-item measure that was developed through item response theory and is a well-validated and more precise measure of relationship satisfaction than alternate measures (e.g., “I have a

warm and comfortable relationship with my partner;" 0 = *not at all true*, 5 = *completely true*;  $\alpha = .93$ ).

**Respect.** The Interpersonal Respect Scale (Davis, Etcheverry, & Horton, 2010; see Appendix F) is an 18-item scale of interpersonal respect (e.g., "My partner's attributes or abilities are worthy of respect;" 1 = *totally disagree*, 9 = *totally agree*;  $\alpha = .87$ ).

**Attachment.** The Experiences in Close Relationships-Revised (ECR-R) Questionnaire (Fraley, Waller, & Brennan, 2000; see Appendix G) is a 32-item measure of attachment anxiety and avoidance. The ECR-R is a widely used measure of attachment that has good reliability and validity (Sibley & Liu, 2004). The ECR-R consists of 18 items that measure attachment anxiety (e.g., "I often wish that this person's feelings for me were as strong as my feelings for him/her;" 1 = *strongly disagree*, 7 = *strongly agree*;  $\alpha = .88$ ) and 18 items that measure attachment avoidance (e.g., "I get uncomfortable when this person wants to be very close;" 1 = *strongly disagree*, 7 = *strongly agree*;  $\alpha = .86$ ).

**Commitment.** The commitment facet of the Investment Model Scale (Rusbult, Martz, & Agnew, 1998; see Appendix H) is a 7-item scale of relationships commitment (e.g., "I want our relationship to last for a very long time;" 0 = *do not agree at all*, 8 = *agree completely*;  $\alpha = .92$ ).

**Need to belong.** The Need to Belong Scale (Leary, Kelly, Cottrell, & Schreindorfer, 2007; see Appendix I), included as a potential control variable, contains 10 items that assess individuals' desire for social affiliation and acceptance and reaction to exclusion, rejection, and ostracism (e.g., "I need to feel that there are people I can turn to in times of need;" 1 = *strongly disagree*, 5 = *strongly agree*;  $\alpha = .74$ ).

**Self-esteem.** The state self-esteem scale (Leary, Tambor, Terdal, & Downs, 1995; see Appendix J), included as a potential control variable, includes fifteen adjectives (i.e., good,

adequate, attractive, inferior, ashamed, bad, socially desirable, popular, likable, proud, worthless, superior, confident, valuable, and competent) and was originally adapted from the research of McFarland and Ross (1982). The adjectives were rated according to how participants felt at that moment (1 = *not at all*, 11 = *extremely*;  $\alpha = .89$ ).

**Positive and negative affect.** The Positive and Negative Affect Schedule (PANAS; Watson, Clark, & Tellegen, 1988; see Appendix K), included as a potential control variable, is a 20-item measure of positive and negative affect. The scale contains 10 mood items for the positive affect scale (e.g., “enthusiastic;” 1 = *very slightly or not at all*, 5 = *extremely*;  $\alpha = .89$ ) and 10 mood items for the negative affect scale (e.g., “irritable;” 1 = *very slightly or not at all*, 5 = *extremely*;  $\alpha = .71$ ).

## **Procedure**

Participants arrived for a study described as examining personality and interpersonal processes. Upon arrival to the experimental session, couples were seated separately in order to ensure that questionnaires could not be shared or seen by partners. First, participants were given an attitudes questionnaire, in which they indicated their position on a variety of issues, and they provided information regarding the centrality of each issue to their self-concept. Additionally, participants completed the Eysenck Personality Questionnaire. After participants completed the attitudes and personality questionnaires, the experimenter announced to participants that they would complete additional questionnaires (relationships and individual difference measures and demographic information; see Appendix L) while the experimenter scored their personality questionnaires. In an effort to reduce suspicion about the scoring of personality tests, the experimenter announced that “I’m going to take a minute to look over your questionnaire – participants are usually interested in seeing how they score.”

While participants completed questionnaires, the experimenter selected issues for discussion by examining partners' responses on the attitudes questionnaire and selecting four issues about which they disagreed. Partners were considered to be in disagreement on an issue if their scores differed by more than six dashes along a 20-point scale, consistent with past research (Davis & Rusbult, 2001). Individuals discussed two target issues with the partner – one issue that was central to self - peripheral to partner and one issue that was peripheral to self - central to partner. Couples also discussed two additional issues that were not included in data analysis.<sup>2</sup> An issue was considered as central to participants' self-concepts for ratings of 5 and higher, and an issue was considered peripheral to participants' self-concepts for ratings of 4 and lower (on a 0-8 scale; Davis & Rusbult [2001]). In the current study, only issues that were central to self - peripheral to partner and peripheral to self - central to partner were selected, because Davis and Rusbult found that peripheral to self - central to partner issues produced relatively greater attitude alignment, whereas central to self - peripheral to partner issues yielded an interesting comparison group of lesser attitude alignment. (Issues that were central to both partners or peripheral to both partners were not selected.)

The experimenter created false feedback for participants' personality questionnaires, following the manipulation developed by Twenge and colleagues (2001). This manipulation has been used broadly (Baumeister, DeWall, Ciarocco, & Twenge, 2005; Baumeister, Twenge, & Nuss, 2002; DeWall, Baumeister, & Vohs, 2008; Twenge et al., 2002; Twenge, Catanese, & Baumesiter, 2003) and has been effective in manipulating affiliative desires in previous research (see DeWall et al., 2008; Maner et al., 2007). In addition, the experimenter calculated and reported to participants accurate assessments of their extraversion in order to enhance the credibility of the feedback. Assessments of extraversion were then followed by one of two

belonging threat conditions – the *future-alone* condition or the *future-belonging* condition.

Participants in the future-alone condition received the following information:

You're the type who will end up alone later in life. You may have friends and relationships now, but by your mid 20s most of these will have drifted away. You may even marry or have several marriages, but these are likely to be short-lived and not continue into your 30s. Relationships don't last, and when you're past the age where people are constantly forming relationships, the odds are you'll end up being alone more and more (Twenge et al., 2001, p.1060).

Alternatively, individuals who were assigned to the future-belonging condition received the following information:

You're the type who has rewarding relationships throughout life. You're likely to have a long and stable marriage and have friendships that will last into your later years. The odds are that you'll always have friends and people who care about you (Twenge et al., 2001, p. 1060).

After participants received their feedback, they were brought together for the discussion portion of the experimental session. One at a time, couples viewed note cards that listed one of the four issues to be discussed. The issues were presented in the same numerical order in which they appeared on participants' attitudes questionnaire; thus, the order in which couples discussed central to self - peripheral to partner and peripheral to self - central to partner issues was random. Participants spent two minutes discussing each issue. The experimenter instructed participants to refrain from including any information regarding their responses on other items or questionnaires. Additionally, the experimenter notified participants that the discussions would be audio recorded, but that the recordings would be kept anonymous and used only for research

purposes. Before exiting the room, the experimenter instructed that participants should “tell each other how you feel about each issue and why you feel the way that you do.” The experimenter notified participants that there was no right or wrong answer for each issue and that there was no right or wrong way to discuss each issue. After two minutes had passed, the experimenter returned to the room and provided the next note card for discussion. The experimenter repeated this process for all four issues.

After the discussion, the experimenter separated partners and asked them to complete a questionnaire that included a state self-esteem measure and the PANAS. Participants then completed the attitudes questionnaire a second time; instructions assured them that their responses on the post-discussion attitudes questionnaire would not be made available to their partners. Identical to the paradigm developed by Twenge et al. (2001), participants next recalled their extraversion score and the prediction for their future. Additionally, they indicated “how certain are you that you will always have a strong network of personal relationships?” (1 = *very uncertain* 7 = *very certain*) and “how much do you think the prediction you received might describe your future?” (1 = *not at all* 7 = *very much*). Participants then indicated whether they discussed their personality with their partner (see Appendix M).

Before leaving the experimental session, participants discussed the online one-week follow-up with the experimenter. The experimenter informed participants that the follow-up would take approximately 15 minutes to complete. At the time of the follow-up, participants completed a shortened version of the attitudes questionnaire containing the four issues that they discussed as well as two distracter issues. Participants then provided information about whether they discussed the items with their partners and how many hours they had spent with their partners since the time of the experimental session. Participants then completed manipulation

check questions similar to the questions asked during the experimental session, and they completed a shortened measure of the CSI. Finally, the experimenter thoroughly debriefed the participants and took care to ensure that participants assigned to the future-alone feedback condition understood that their feedback was assigned randomly and was not based on a valid personality report of them. Participants responded to two open-ended questions at the end of the debriefing to indicate that they understood that the personality feedback was false and that they were not experiencing any undue stress.

## **Results**

### **Dependent Measures**

Attitude alignment is change in individuals' ratings that reflects increased similarity to the attitudes of their partners. Thus, attitude alignment is the difference between pre- and post-discussion attitudes for an individual on an issue. If an attitude shifted toward the partner's pre-discussion attitude, I assigned a positive value, whereas if an attitude shifted away from the partner's pre-discussion attitude, I assigned a negative value. I calculated attitude alignment scores for the two target issues selected for discussion: one issue was central to self - peripheral to partner and one issue was peripheral to self - central to partner. Attitude alignment for central to self - peripheral to partner issues was significantly skewed and kurtotic (Tabachnick & Fidell, 2006). Therefore, six participants, who were outliers on this variable, were excluded from analyses.

### **Correlations of Attitude Alignment with Centrality Shift**

Correlational analyses examined the relationship between attitude alignment and centrality shifts. Davis and Rusbult (2001) found a positive relationship between attitude alignment and centrality shifts for peripheral to self - central to partner items and a negative

relationship between attitude alignment and centrality shifts for central to self - peripheral to partner items. That is, when individuals shifted their attitudes in the direction of their partner's attitudes for items that were peripheral to self - central to partner, they exhibited increases in their ratings of centrality. In contrast, when individuals shifted their attitudes in the direction of their partner's attitudes for items that were central to self - peripheral to partner, they exhibited decreases in their ratings of centrality.

Correlational analyses were performed separately for men and women due to the nonindependence of the data. For attitudes that were central to self - peripheral to partner, the relationship between attitude alignment and centrality shift for men was not significant,  $r(49) = -.07, p = .61$ . The relationship was negative and significant for women,  $r(56) = -.36, p = .006$ . For attitudes that were peripheral to self - central to partner, the relationship between attitude alignment and centrality shift was not significant for men,  $r(49) = .16, p = .26$ . A significant positive relationship was found for women,  $r(54) = .34, p = .01$ . When examining attitudes that were central to self - peripheral to partner, the relationship between attitude alignment and centrality shift for men and women combined was negative and significant,  $r(107) = -.22, p = .02$ . The relationship was significant, but positive for attitudes that were peripheral to self - central to partner for men and women combined,  $r(105) = .26, p = .007$ . The pattern of these correlations is consistent with the pattern in Davis and Rusbult (2001). Correlations of attitude alignment and centrality shift are presented in Table 1. Mean levels of attitude alignment as a function of centrality of attitude to self and centrality of attitude to partner for both men and women are presented in Table 2.



Table 1

*Correlations of Attitude Alignment with Centrality Shift*

	<i>Men</i>	<i>Women</i>	<i>Both</i>
CP	-.07	-.36**	-.22*
PC	.16	.34*	.26**

*Note.* \*\* $p < .01$ ; \*  $p < .05$ ; n's ranged from 41-110. Central to self – peripheral to partner (CP); peripheral to self – central to partner (PC).

Table 2

*Mean Attitude Alignment for Centrality of Attitude to Self and Centrality of Attitude to Partner*

	Central to Self – Peripheral to Partner	Peripheral to Self – Central to Partner
Men	2.08 (4.28)	2.13 (5.07)
Women	2.83 (5.71)	3.19 (5.87)
Both	2.48 (5.08)	2.69 (5.51)

*Note.* Higher numbers indicate greater attitude alignment. Standard deviations are provided in parentheses.

## **SAS Proc Mixed Repeated Data Analysis Plan**

I used SAS proc mixed repeated to examine the effects of belonging threat, issue centrality, and strength of unit relationship on attitude alignment while accounting for nonindependence of couple data (Campbell & Kashy, 2002). I created dummy codes for belonging threat and issue centrality and then centered each strength of unit relationship variable (e.g., dyadic adjustment). Next, I altered the data structure from a wide format to a long format in order to allow for analysis of issue centrality as a within-participant variable. In the long format, each observation corresponded to a condition of centrality. Therefore, there were two rows of data per participant – one for central to self – peripheral to partner and one for peripheral to self – central to partner. In SAS proc mixed repeated, the class and model statements identify the discrete variables and specify the model, respectively. A repeated statement identified the within-participant variable, and a subject statement specified the couple identification number in order to account for nonindependence of the couple data. I performed parallel sets of analyses separately for each strength of unit relationship variable (i.e., dyadic adjustment, closeness, commitment, satisfaction, respect, commitment, attachment). See Table 5 and Table 6 for descriptive information for all strength of unit relationship variables and for correlations among relationship variables, respectively. Each model included issue centrality (central to self - peripheral to partner vs. peripheral to self - central to partner), strength of unit relationship, and belonging threat as well as all of the interactions among those variables.

## **Manipulation Checks and Potential Control Variables**

Using the described data analysis plan, initial analyses assessed the effect of the belonging threat manipulation on manipulation check and potential control variables. For each model, the manipulation check or control variable was entered as the dependent variable and

belonging threat was entered as the independent variable. A summary of the effects of belonging threat on these variables is presented in Table 3. Belonging threat did not significantly affect self-esteem,  $F(1, 55.4) = 1.10, p = .30$ , positive affect,  $F(1, 58.2) = 0.01, p = .90$ , or negative affect,  $F(1, 55) = 1.06, p = .31$ . Unsurprisingly, belonging threat significantly affected prediction accuracy,  $F(1, 57.2) = 336.98, p < .0001$ . Participants who were told that they would have long rewarding relationships ( $M = 6.18, SD = 0.77$ ) reported that the feedback they received about the state of their future relationships was more accurate than participants who were told that they would be alone in the future ( $M = 2.05, SD = 1.48$ ). Belonging threat also significantly affected network certainty,  $F(1, 57.5) = 5.05, p = .03$ . Participants who were told they would be alone in the future ( $M = 5.71, SD = 1.47$ ) were significantly less certain that they would always have a strong network of personal relationships than participants who were told they would have long rewarding relationships ( $M = 6.31, SD = 0.84$ ). This result indicates that the manipulation significantly affected participants' sense of belonging in the intended direction.

The relations between the need to belong, positive affect, negative affect, and state self-esteem and attitude alignment were also examined in SAS proc mixed. State self-esteem significantly predicted attitude alignment on peripheral to self - central to partner issues,  $t(216) = -2.89, p = .004$ , such that individuals with lower levels of self-esteem exhibited greater attitude alignment for issues that were peripheral to self - central to partner than individuals with higher levels self-esteem. No other effects were significant. A summary of the effects is presented in Table 4.

Table 3

*Effect of Belonging Threat on Manipulation Check and Potential Control Variables.*

	<i>F</i>	df	<i>p</i>
Self-Esteem	1.10	1, 55.4	.30
Positive Affect	0.01	1, 58.2	.90
Negative Affect	1.06	1, 55	.31
Prediction Accuracy	336.98	1, 57.2	.0001
Network Certainty	5.05	1, 57.5	.03

*Note.* Participants who were told they would be alone reported less prediction accuracy and less network certainty than participants who were told they would have long rewarding relationships.

Table 4

*Effects of Potential Control Variables on Attitude Alignment.*

	PC			CP		
	<i>F</i>	df	<i>p</i>	<i>F</i>	df	<i>p</i>
Need to Belong	0.00	1, 216	.96	0.34	1, 215	.56
Positive Affect	0.85	1, 209	.36	1.54	1, 205	.22
Negative Affect	0.09	1, 216	.77	1.19	1, 216	.28
Self-Esteem	8.38	1, 216	.004	3.27	1, 215	.07

*Note.* \*  $p < .05$ . Central to self – peripheral to partner (CP); peripheral to self – central to partner (PC).

### **Impact of Belonging Threat, Centrality, and Strength of Unit Relationship**

A series of models in SAS proc mixed repeated assessed the influence of belonging threat (future-alone vs. future-belonging), issue centrality (central to self – peripheral to partner vs. peripheral to self – central to partner), strength of unit relationship (i.e., dyadic adjustment, satisfaction, commitment, respect, inclusion of other in the self, attachment anxiety, and attachment avoidance), and all of the interactions among these variables on attitude alignment. Each model contained only one strength of unit relationship measure, and parallel sets of

analyses examined the full design separately for each of them. Descriptive information for the strength of unit relationship variables is presented in Table 5 and correlations among the relationship variables are presented in Table 6.

Table 5

*Descriptive Information for Strength of Unit Relationship Variables.*

	n	Mean	SD	$\alpha$
Dyadic Adjustment	110	113.49	13.61	.87
Satisfaction	102	4.17	0.73	.93
Commitment	110	6.83	1.42	.92
Respect	110	7.05	1.01	.87
Inclusion of Other in the Self	101	5.25	1.38	--
Attachment Anxiety	110	2.67	0.99	.88
Attachment Avoidance	110	2.54	0.82	.86

*Note.* Inclusion of other in the self is a single-item measure.

Table 6

*Correlations among Strength of Unit Relationship Variables.*

	DAS	SAT	COM	RES	IOS	ANX	AV
DAS	--	.72***	.37***	.52***	.30**	-.41***	-.51***
SAT		--	.60***	.52***	.44***	-.33***	-.65***
COM			--	.28**	.53***	-.27**	-.66***
RES				--	.16	-.22*	-.32***
IOS					--	-.22*	-.41***
ANX						--	.43***
AV							--

*Note.* \*\*\*  $p < .001$ , \*\*  $p < .01$ , \*  $p < .05$ ,  $n$ 's ranged from 101-110. Dyadic adjustment (DAS); satisfaction (SAT); commitment (COM); respect (RES); inclusion of other in the self (IOS); attachment anxiety (ANX); attachment avoidance (AV).

When examining models that included dyadic adjustment, satisfaction, inclusion of other in the self, respect, attachment anxiety, and attachment avoidance as measures of strength of unit relationship, results were largely consistent; therefore, the results presented below report findings across all of those models. Inconsistent with Hypothesis 1, the main effect of issue centrality was not significant ( $p$ -values ranged from .64 to .99). Participants were not more likely to align

attitudes that were peripheral to self - central to partner than attitudes that were central to self - peripheral to partner. Mean levels of attitude alignment as a function centrality of attitude to self and centrality of attitude to partner for both men and women are presented in Table 2.

Inconsistent with Hypothesis 2, the main effect of strength of unit relationship was not significant for dyadic adjustment, satisfaction, inclusion of other in the self, respect, or attachment anxiety ( $p$ -values ranged from .09 to .99). A significant main effect was found for attachment avoidance, such that greater attachment avoidance predicted greater attitude alignment,  $F(1, 116) = 5.37, p = .02$ . However, this result is also inconsistent with Hypothesis 2. Inconsistent with Hypothesis 3, the main effect of belonging threat was not significant ( $p$ -values ranged from .26 to .75). Participants were not more likely to align their attitudes when told they would be alone in the future than when told they would have long lasting relationships.

Inconsistent with Hypothesis 4, the interaction between belonging threat and issue centrality was not significant ( $p$ -values ranged from .64 to .83). Participants did not exhibit the greatest amount of alignment when the issue was peripheral to self - central to partner and they had received a belonging threat. Finally, inconsistent with Hypothesis 5, the interaction between belonging threat and strength of unit relationship was not significant ( $p$ -values ranged from .25 to .99). Participants did not exhibit the greatest amount of alignment when they received a belonging threat and were in a strong unit relationship.

However, when the model included commitment as the measure of strength of unit relationship, a slightly different pattern of results emerged. A summary of the results from the analysis is presented in Table 7. Similar to the results from the other relationship variables, significant main effects did not emerge for belonging threat,  $F(1, 56) = 1.49, p = .23$ , for issue centrality,  $F(1, 162) = 0.10, p = .75$ , or for commitment,  $F(1, 90.5) = 0.56, p = .46$ . Participants



were not significantly more likely to align when their belonging had been threatened, when their relationships were stronger, or when the issue was peripheral to self - central to partner. Also consistent with the results for the other strength of unit relationship variables, the hypothesized interaction between centrality and belonging threat was not significant,  $F(1, 162) = 0.16, p = .69$ . However, the interaction between belonging threat and commitment was significant,  $F(1, 90.5) = 4.93, p = .03$ . Follow-up tests of simple slopes using two-way  $t$ -tests revealed that commitment did not significantly predict attitude alignment when participants were told that they would have long lasting relationships,  $t(207) = -1.20, p = .23$ , or when they were told that they would be alone,  $t(211) = 1.38, p = .17$ . Pairwise comparisons of one standard deviation above and below the mean of commitment revealed that belonging threat did not significantly predict attitude alignment for individuals with a high level of commitment,  $t(200) = 0.60, p = .55$ , but belonging threat did significantly predict attitude alignment for individuals with a low level of commitment,  $t(201) = -2.03, p = .04$ .<sup>3</sup> However, the pattern of attitude alignment was not consistent with predictions. Participants did not exhibit the greatest attitude alignment when they were highly committed and were told that they would be alone in the future. Instead, a low level of commitment was associated with greater attitude alignment for participants who were told that they would have rewarding, long-lasting relationships than for participants who were told they would be alone in the future (see Figure 1).

Table 7

*Effects of Belonging Threat, Centrality, and Commitment on Attitude Alignment.*

	<i>F</i>	df	<i>p</i>
Threat	1.49	1, 56	.23
Centrality	0.10	1, 162	.75
COM	0.56	1, 90.5	.45
Centrality x Threat	0.16	1, 162	.67
COM x Threat	4.93	1, 90.5	.03
COM x Centrality	0.82	1, 162	.37
COM x Centrality x Threat	0.16	1, 162	.69

*Note.* The COM x Threat interaction is presented in Figure 1. Commitment (COM); Belonging Threat (Threat).

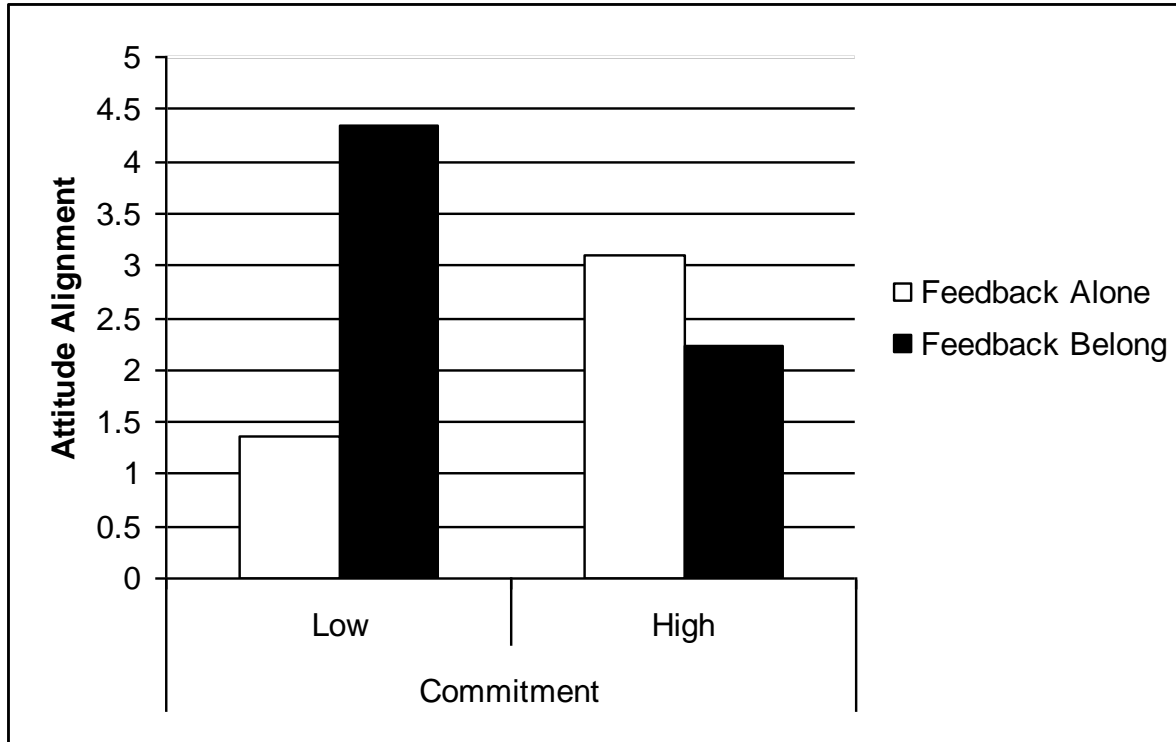


Figure 1. Attitude alignment as a function of commitment and belonging threat.

### Examining Attitude Alignment at the Follow-Up

Thus far, all analyses have focused on the shift of participant attitudes from an original attitudes questionnaire and a second attitudes questionnaire that both were administered during the experimental session. An additional attitude alignment score was calculated for each participant from their original attitudes questionnaire during the experimental session and an attitudes questionnaire administered during the online follow-up. This score was calculated in order to test whether attitude alignment revealed during the experimental session was a persisting change, as has been demonstrated in previous attitude alignment research (Davis & Rusbult, 2001). Ninety-four (85.45%; 43 men, 51 women) of the 110 participants returned a follow-up questionnaire.

First, I performed correlational analyses of attitude alignment from the experimental session with attitude alignment from the follow-up session (see Table 8). Correlational analyses were performed separately for men and women due to the nonindependence of the data. For attitudes that were central to self - peripheral to partner, the relationship between attitude alignment at the experimental session and at the follow-up session was significant for both men,  $r(38) = .73, p < .0001$ , and women,  $r(45) = .56, p < .0001$ . However, for attitudes that were peripheral to self - central to partner, the relationship between attitude alignment at the experimental session and at the follow-up session was not significant for men,  $r(39) = .03, p = .86$ , but was significant for women,  $r(44) = .66, p < .0001$  ). Mean attitude alignment as a function of sex and belonging threat condition for the experimental session and follow-up session are presented in Table 9.

Table 8

*Correlations Between Experimental Session and Follow-Up Session Attitude Alignment and Centrality Shift.*

	Attitude Alignment		Centrality Shift	
	Men	Women	Men	Women
CP	.73***	.59***	.17	.30**
PC	.03	.66***	.28*	.30**

*Note.* \*\*\*  $p < .001$ , \*\*  $p < .05$ , \*  $p = .06$ ; n's ranged from 41-58. Central to self – peripheral to partner (CP); peripheral to partner – central to self (PC).

Table 9

*Mean Attitude Alignment as a Function of Sex, Belonging Threat Condition, and Session.*

		Experimental Session		Follow-Up	
		CP	PC	CP	PC
<b>Men</b>					
	Alone	2.12 (4.59)	1.96 (5.94)	2.83 (5.17)	1.21 (5.31)
	Belong	2.04 (4.04)	2.31 (4.18)	3.22 (4.18)	4.48 (6.45)
<b>Women</b>					
	Alone	2.28 (5.25)	2.36 (5.06)	3.05 (2.97)	4.00 (5.29)
	Belong	3.38 (6.17)	4.00 (6.55)	4.08 (6.21)	3.33 (6.31)

*Note.* Central to self – peripheral to partner (CP); peripheral to self – central to partner (PC); Future-alone feedback (Alone); Future-belonging feedback (Belong); n's ranged from 18-29.

In order to examine whether the pattern of results demonstrated during the experimental session was consistent during the follow-up session, a SAS proc mixed repeated analysis was performed to examine the impact of belonging threat, issue centrality, commitment, and the interactions among these variables using attitude alignment scores calculated at the time of the

follow-up as the dependent variable. A summary of the results from the analysis is presented in Table 10. Similar to the results from the experimental session, significant main effects did not emerge for belonging threat,  $F(1, 46.6) = 1.07, p = .31$ , for issue centrality,  $F(1, 127) = 0.00, p = .96$ , or for commitment,  $F(1, 81) = 0.00, p = .97$ . Participants were not more likely to align at the time of the follow-up when their belonging had been threatened, when they were highly committed, or when the issue was peripheral to self - central to partner. Consistent with the pattern of results from the experimental session, the hypothesized interaction between centrality and belonging threat was not significant,  $F(1, 127) = 0.04, p = .84$ . Participants were not more likely to exhibit the greatest amount of alignment at the time of the follow-up when the issue was central to self - peripheral to partner and they received a belonging threat. The interaction between belonging threat and commitment was also not significant,  $F(1, 81) = 1.01, p = .32$ . This finding is inconsistent with the finding from the experimental session when commitment was used as a strength of unit relationship variable, but is consistent with the pattern of results revealed during the experimental session when other relationship variables were used to represent the strength of the unit relationship.

Table 10

*Effects of Belonging Threat, Centrality, Commitment, and Interactions on Attitude Alignment at the Follow-Up.*

	<i>F</i>	df	<i>p</i>
Threat	1.07	1, 46.6	.31
Centrality	0.00	1, 127	.96
COM	0.00	1, 81	.97
Centrality x Threat	0.04	1, 127	.84
COM x Threat	1.01	1, 81	.32
COM x Centrality	0.10	1, 127	.75
COM x Centrality x Threat	0.44	1, 127	.51

*Note.* Commitment (COM); Belonging Threat (Threat).

### Discussion

The purpose of the present research was to examine whether aligning attitudes with a close other serves as one forum in which individuals may reaffirm their acceptance following a threat to their sense of belonging. Previous research had established that individuals restore balance in their relationship by shifting their attitudes to more closely match the attitudes of their partners when they become aware of an attitudinal discrepancy. Such shifts are thought to resolve the tension and discomfort experienced as a result of imbalance (Davis & Rusbult, 2001). Because individuals have a fundamental desire to form and maintain close, long-term

relationships, they will seek to reaffirm their sense of belonging when they have been rejected (Baumeister & Leary, 1995). When individuals feel threatened, they may turn to a close other to remind themselves of their belonging (Richman & Leary, 2009). However, previous research had not directly examined whether attitude alignment restores a sense of belonging. The present study was the first to directly examine whether attitude alignment is influenced by threats to belonging.

The present research also sought to highlight the significant role that close relationships play when individuals are confronted with social exclusion. A great deal of research has focused on the negative effects of rejection and how rejected individuals respond to rejection. Little research has examined rejection within the context of romantic relationships. What little research exists in this area has largely focused on the emotional effects of rejection by actual and potential romantic partners (Baumeister et al., 1993; Murray et al., 2002) and individual and couple characteristics that may bolster relationships, rather than individuals, against threats (Tran & Simpson, 2009). The present research, however, not only examined a response to rejection (i.e., attitude alignment), but it also provided an opportunity for the response to attenuate the negative effects of rejection for individuals within ongoing romantic relationships, in which their partner could serve a source of acceptance.

The findings of the present research failed to support the hypotheses, and the results are inconsistent with the findings of previous research. First, previous research found that individuals aligned their attitudes to a greater extent when issues were peripheral to their self-concepts and central to their partners' self-concepts (Davis & Rusbult, 2001), because highly important issues are more resistant to persuasion (Zuwerink & Devine, 1996). The present research failed to replicate this finding. Attitude alignment was also previously found to be



greater for stronger couples than for weaker couples (Davis & Rusbult, 2001), because highly cohesive interacting pairs tend to exert greater effort to achieve agreement (Back, 1951).

However, the present research was unable to replicate this finding. In fact, the only significant finding involving a relationships measure indicated that more avoidant individuals were more likely to align with their partners. It is possible that avoidant individuals aligned their attitudes with their partners in order to avoid further discussion of the topic, but this explanation is purely speculative.

The present research sought to expand upon previous attitude alignment work by examining how a threat to belonging affects attitude alignment. However, results from the present research involving a threat to belonging were also inconsistent with previous research and failed to support the study's hypotheses. A threat to belonging was expected to increase attitude alignment, because individuals have a fundamental need to belong (Baumeister & Leary, 1995), and social rejection often leads to acceptance seeking and prosocial behavior (Maner et al., 2007). However, individuals in the present study did not align their attitudes significantly more when they received a belonging threat than when they feedback that they would have long-lasting relationships. Because attitude alignment was previously found to occur to a greater extent for issues that were peripheral to self and central to partner (Davis & Rusbult, 2001) and individuals were found to seek acceptance following rejection (Maner et al., 2007), individuals were expected to exhibit the greatest amount of attitude alignment for peripheral to self - central to partner issues following a threat to their belonging. The results of the present study failed to support this hypothesis.

Finally, individuals were expected to exhibit the greatest amount of attitude alignment when they were part of a strong relationship and when they received a threat to their belonging.

Though an interaction between relationship strength and belonging threat was not found for most strength of unit relationship variables, a significant interaction did emerge when commitment was considered as a relationship strength measure. Less committed individuals were less likely to align their attitudes with the attitudes of their partners when they were told they would be alone in the future than if they were told they would have long, rewarding relationships.

Though the results did not support the hypothesis of the present research, the results do seem to provide preliminary indication that individuals' sense of belonging could play a significant role in the extent to which they will align their attitudes with their partner. Previous research has proposed that threats to rejection will be followed by attempts to regain inclusion (i.e., satisfy belonging needs; Kipling & Nida, 2011). Thus, individuals pay more attention to social information (DeWall et al., 2009, Gardner et al., 2000) and make attempts to agree with a group (Williams et al., 2000). However, if likelihood of regaining inclusion appears low, the individuals will be more likely to engage in coping responses that satisfy their needs for meaningful existences or control. These coping responses may drive excluded or rejected individuals to engage in antisocial behavior (Kipling & Nida, 2011). In the present experiment, rejected individuals were provided with a hopeless outlook informing them that their relationships in the future were sure to be unsuccessful, which they may have interpreted as including their current romantic relationship. Given the bleak outlook for their romantic relationships, threatened individuals may have had a sense that the likelihood for regaining inclusion was low. As a result, they may engage in some alternative coping strategy rather than respond prosocially by aligning with their partner. This speculation is somewhat consistent with the meaning maintenance model, which suggests that individuals have a need for meaning and meaning threats can encompass threats to the self, mortality salience, uncertainty, and threats to

close relationships. When meaning is threatened in one area, individuals engage in fluid compensation by reaffirming meaning in alternative areas even if the alternative areas do not seem related to the source of the threat (Heine, Proulx, & Vohs, 2006; Proulx & Heine, 2010). In the present study, individuals who were not highly committed, and thus, already less likely to have their belonging needs met by their partners, may have felt particularly threatened. Thus, they may have bolstered some alternative area of meaning. In this study, alternative areas of meaning were not measured, but it is possible that threatened individuals stood by or strengthened their original attitudes (rather than align) to bolster meaning through reaffirming certainty.

A final noteworthy finding of the present research was that a threat to belonging did not significantly affect individuals' self-esteem. To maintain social ties, the sociometer theory proposes that a system is needed to alert individuals to indicators of rejection and to regulate their responses (Leary, Tambor, Terdal, & Downs, 1995). Self-esteem is proposed to be the system that indexes the extent to which an individual has experienced acceptance or rejection. The change in self-esteem then drives an individual's responses to seek acceptance or avoid rejection (Leary et al., 1998; Leary et al., 1995). In a previous study examining belonging and self-esteem, individuals who recalled times of acceptance reported higher levels of self-esteem than individuals who recalled times of rejection (Gailliot & Baumeister, 2007). Thus, individuals who experience a threat to their belonging show decreases in self-esteem. However, the present study found no difference in self-esteem for individuals who had been told they would be alone in the future and individuals who had been told they would have long relationships. Though many of the previous studies employing the future-alone paradigm did not measure self-esteem (e.g., Twenge et al., 2001), other studies included measures of state self-esteem and found no

difference between the future-alone and future-belonging conditions on state self esteem (Baumeister et al., 2005; Twenge et al., 2003). Because self-esteem is thought to be an index of acceptance and rejection, the lack of relation between the future-alone belonging threat and self-esteem is concerning. The future alone paradigm may be a manipulation of something other than rejection or may operate differently than other forms of rejection, as has been suggested previously (Richman & Leary, 1995).

### **Limitations and Future Research**

Though the hypotheses of the present study were not supported, the theoretical foundation for attitude alignment as a forum for restoring belonging remains strong. It is possible that the lack of support of the theory resulted from the limitations of the current research rather than shortcomings of the theory. First, responses from participants during their debriefing demonstrated that participants varied in the extent to which they believed that the personality questionnaire for which they received feedback was a valid predictor of the state of their relationships. For instance, one participant wrote of their feedback: “I figured that it was part of the study so it did not bother me at all. I didn’t believe that it was true.” However, other participants expressed relief upon learning that the feedback was false. For example, one participant wrote: “I am glad that it wasn’t true, because I didn’t want to end up alone.” Because suspicion of deceit was not directly assessed, the number of individuals who were suspicious of the feedback is unknown. Therefore, future research would benefit from employing a funnel debriefing that probes for deceit suspicion.

Previous research has noted that the future-alone paradigm may have somewhat different effects than other forms of rejection, because the rejection delivered by the feedback report is not immediate (Richman & Leary, 2009). Additionally, in the current research the feedback

paradigm may have resulted in unanticipated effects, because the feedback results indirectly related to participants' relationships with their current romantic partners. Past research demonstrated that rejected individuals were more likely to act prosocially toward innocent parties who were not involved in the rejection, whereas rejected individuals were more likely to respond antisocially to their rejecters (Gerber & Wheeler, 2009; Maner et al., 2007; Twenge et al., 2001). Molden, Lucas, Gardner, Dean, and Knowles (2009) found that individuals who were actively rejected were more likely to engage in prevention-focused actions (e.g., withdrawal from social contact), whereas individuals who were passively ignored were more likely to engage in promotion-focused actions (e.g., seeking social contact). The present research assumed that romantic partners would be considered innocent parties and, therefore, would be the benefactors of prosocial behavior (i.e., alignment). Though the romantic partners were not the deliverers of rejection, the romantic partners were indirectly related to the belonging threat. The belonging threat informed participants that all of their relationships in life would be unsuccessful. The relationships in which participants were currently involved may also have been assumed to be unsuccessful. As a result, the belonging threat delivered to participants may have been a more active threat than intended. Thus, individuals would be more likely to withdrawal from social contact and partners would be less likely to be the benefactors of prosocial behavior than if the rejection was in no way related to their relationship.

The feedback about the future state of participants' relationships may also have had the unintended effect of priming implicit theories of relationships. Implicit theories pertain to the lay beliefs that human attributes are stable or malleable and can be broken down into two categories: incremental theorists and entity theorists (Molden & Dweck, 2006). Entity theorists believe that human attributes are incapable of being changed, whereas incremental theorists believe that

attributes are capable of being developed (Dweck & Leggett, 1988). Individuals vary in the extent to which they hold destiny beliefs (i.e., entity beliefs) or growth beliefs (i.e., incremental beliefs) regarding their romantic relationships and this difference predicts different coping strategies when relational issues arise (Knee, 1998). Destiny theorists typically adopt avoidant coping strategies, whereas growth theorists are more likely to engage in relationship maintenance coping strategies when dealing with interpersonal distress (Finkel, Burnette, & Scissors, 2007; Knee, 1998). In the present research, the belonging threat may have primed a sense of fate for relationships in which some individuals were destined to be alone and others were destined to always have close personal relationships. For instance, one participant wrote of their belonging threat feedback:

The predication has provided me a sense of fatalism, however, since it was a scientific prediction, I tended to trust it. Now I am happy to be informed it was randomly assigned, which gives me a hope that my destiny is not settled, and there is some space for free will and changes.

Due to the limitations imposed on the present research by using the belonging threat manipulation, future studies in this area of research should use different experimental methods to manipulate individuals' sense of rejection and belonging. These methods should contain high face validity, and they should not directly relate to individuals' romantic relationships to ensure that status of the partners' innocence is not an issue and to ensure that no unintended effects are primed. As noted previously, a sizeable debate exists over whether rejection produces antisocial or prosocial responses from rejected individuals. As a result, research examining rejection typically develops multi-experiment studies in which they replicate their findings with varying rejection manipulations. Future research in this area should follow suit by selecting multiple

paradigms that overcome the limitations of the future-alone paradigm from the current study in order to provide substantial support for their findings.

The results of the present research also may have been influenced by the sheer length of the experimental session. Most couples completed the experimental session in approximately 1.5 hours. However, many participants expressed signs of fatigue during the experiment, particularly while filling out questionnaires following the discussion. The second administration of the attitudes questionnaire followed the discussion. At this time, participants may not have been paying close attention or exerting much effort while responding to the questions. Therefore, their reported attitude and centrality ratings may have been skewed and their resulting alignment scores may have been adversely affected. In the future, the length of the experimental session should be shortened in order to ensure that participants are not fatigued when they complete their attitude questionnaires.

In the future, our understanding of attitude alignment could be greatly benefited by examining whether attitude alignment actually helps maintain individuals' belonging. The present research only examined how attitude alignment was affected by a threat to belonging. It did not examine whether individuals' alignment or lack of alignment affected their partner's judgment of them. In order to be an effective method of maintaining belonging, individuals who align their attitudes with their interacting partners should be benefited by greater amounts of liking for them by the interacting partners than individuals who do not align. Individuals have been previously found to expect agreement to produce liking and for disagreement to produce disliking (Insko et al., 1982), but this contention has not been directly tested. Additionally, similarity in interactions has been found to result in individuals' perceptions of the interaction as being smoother (Chartrand & Bargh, 1999). Finally, if having one's attitudes aligned with by

another individual is a cue of belonging then, according to the sociometer hypothesis (Leary et al., 1998; Leary et al., 1995), being aligned with by an interacting partner may enhance individuals' state self-esteem. Thus, future research should examine whether attitude alignment produces changes in liking, interaction smoothness, and state self-esteem. If attitude alignment does result in increased liking, this information could be particularly beneficial for individuals who were not found to align following a threat to belonging. If individuals pull away from their partners after a belonging threat, they may exacerbate a bad situation and would miss an opportunity to regain a sense of belonging.

Finally, it is important to note that though the current study helps establish that threats to belonging do, in part, influence attitude alignment, the present research cannot explain whether belonging threats result in a conscious *motivation* to adjust attitudes. Motivation was not measured in the current study and, therefore, it is unknown as to whether or not participants sensed a state of threat or belonging and made motivated attempts to regain acceptance. Future research should examine whether indicators of belonging result in motivation to avoid rejection and seek out acceptance.

### **Concluding Remarks**

The need to form and maintain social attachments and the avoidance of rejection has frequently been explained as an evolved function (Ainsworth, 1989; Baumeister & Leary, 1995; Baumeister & Tice, 1990). Relationships were critical and social rejection was costly to survival, because ancestral humans were unlikely to survive in isolation. The effects of rejection are so powerfully felt, that experiencing rejection activates the same area of the brain that is activated by the experience of physical pain (Eisenberger, Lieberman, & Williams, 2003). Thus, it is



critical to examine and understand the circumstances in which rejection is felt and how the effects of rejection can be attenuated.

Attitude alignment is thought to reduce the discomfort and negative emotions that arise when individuals become aware of an attitudinal disagreement (Davis & Rusbult, 2001; Kalmijn, 2005; Orive, 1988). Because individuals have a fundamental need to belong, aligning attitudes with a partner may be considered a pro-relationship behavior that offers individuals an opportunity to regain a sense of belonging following a threat. These opportunities may be particularly important depending on the strength of individuals' relationships with their partner. The present research sought to further our understanding of attitude alignment in interpersonal relationships, and it sought to determine if attitude alignment is influenced by threats to an individual's belonging. Though the results cannot provide clear support for attitude alignment's role as a potential means of recovering from rejection, the research does present some preliminary support that attitude alignment is indeed influenced by rejection. Further research is needed to clarify the circumstances in which threats to belonging influence attitude alignment and whether this alignment is effective in helping individuals recover from rejection.

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## Footnotes

<sup>1</sup> Four couples (8 participants; 3 men, 5 women) were excluded from the final sample reported in the Participants section, because the experimenter could not identify an item to meet each of the requirements for central to self - peripheral to partner and peripheral to self-central to partner conditions. For instance, some participants rated all items in the attitudes questionnaire as central to self. Thus, peripheral to self - central to partner items could not be identified for that individual. Both members of a couple were excluded, because a poor peripheral to self - central to partner item for one of the partners would be a poor central to self - peripheral to partner item for the other partner.

<sup>2</sup> Attitude alignment was originally going to be calculated from an average of two issues for each issue type (e.g., the average of two central to self - peripheral to partner issues would represent central to self - peripheral to partner attitude alignment). However, it was only possible to identify two issues of each type in 48 of the 62 couples. Therefore, analyses include attitude alignment scores based on a single issue for each centrality of issue condition.

<sup>3</sup> The same analysis was performed with homosexual couples excluded and the analysis was performed examining only the hypothesized main effects and the two hypothesized interactions (i.e., excluding the 2-way and 3-way interactions that were not hypothesized). For both models, the pattern of results was similar to the results of analysis presented. Nonsignificant main effects emerged for belonging threat ( $p$ -values were .15 and .23), issue centrality ( $p$ -values were .79 and .78), and commitment ( $p$ -values were .75 and .45). The interaction between belonging threat and issue centrality was not significant ( $p$ -values were .72 and .73), but the significant interaction of commitment and belonging threat did emerge ( $p$ -values were .01 and

.03), which is consistent with the results of the original model. The SAS proc mixed repeated analysis examining all main effects and interactions was also performed including sex. No effects of sex were found and the pattern of results remained consistent. Significant main effects did not emerge for belonging threat,  $F(1, 57) = 1.49, p = .23$ , for issue centrality,  $F(1, 161) = 0.12, p = .73$ , or for commitment,  $F(1, 88.5) = 0.82, p = .37$ . Also consistent with the results for the other strength of unit relationship variables, the hypothesized interaction between centrality and belonging threat was not significant,  $F(1, 161) = 0.30, p = .58$ . However, the interaction between belonging threat and commitment was significant,  $F(1, 88.5) = 3.95, p = .05$ , which is consistent with the results from the original model. The main effect of sex was not significant,  $F(1, 183) = 0.90, p = .34$ , and no interactions between sex and other variables were significant ( $p$ -values ranges from .33 to .92).

Appendix A  
Attitudes Questionnaire

Please answer two questions for each of the following issues:

- a) First, place yourself in the situation described for each item, and use the scale that follows to record your evaluation of the behavior. There is no right or wrong answer – record your attitude about the behavior.
  
- b) Second, use this scale to indicate how important the issue is to your self-concept, recording your answer in the column to the right of each item. Ask yourself how important the issue is, indicating the degree to which the issue is central to who you are and how you think about yourself.

0	1	2	3	4	5	6	7	8
Very unimportant								Very important

Importance

1) I have a handgun in my nightstand drawer. Late one evening I hear a strange sound in one of the downstairs rooms. I take my gun with me when I go to investigate. (please place a check on one line) \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

2) After my guests leave, I discover a \$20 bill on the sofa where a guest was sitting. I make a point of returning it. (check one line) \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

3) In a heated tennis match, my opponent returns a ball that looks out, but I'm not sure. If I win the point, I win the match. I call the ball out. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

4) The food at the restaurant is a total rip-off but the harried waitress does her best to provide good service. I leave a good tip. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

5) The restaurant which serves my favorite ethnic dishes is fined for exploiting immigrant labor. I continue to eat there. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

6) When withdrawing money from an electronic banking machine, I mistakenly receive an extra \$100. My account, however, still displays my accurate balance. I keep the money. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

7) I dislike all of the political candidates and their parties. I still vote. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

8) I know I am attractive. I use my sex appeal to get ahead in my career. (please place a check on one line) \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

9) My teenage daughter is dating a young man of another race. I try to break them up. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

10) A grisly murder in my area causes an outcry and a referendum on capital punishment. I vote to strengthen the death penalty. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

11) In order to marry someone I love, I must change my religion. I change my religion. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

Use this scale to indicate how important the issue is to your self-concept, recording your answer in the column to the right of each item.

0	1	2	3	4	5	6	7	8
Very unimportant								Very important
<u>Importance</u>								
12) During lunch, a valued client makes some offensive racist remarks. I express my true feelings and risk offending the client. _____								
<i>Disapprove</i> _____ <i>Approve</i>								
13) I am smoking at a meeting. Someone is coughing and showing discomfort. I finish my cigarette rather than extinguish it. _____								
<i>Disapprove</i> _____ <i>Approve</i>								
14) Despite my words of caution, my unmarried 17 year old daughter is pregnant. I discuss the possibility of an abortion with her. _____								
<i>Disapprove</i> _____ <i>Approve</i>								
15) My teenage son purchases a stolen car stereo from a friend for \$25. I allow him to keep it. _____								
<i>Disapprove</i> _____ <i>Approve</i>								
16) I'm at a baseball game with my child. An over-excited fan behind me begins to use abusive language. I tell him to quiet down. _____								
<i>Disapprove</i> _____ <i>Approve</i>								
17) I am drafted to fight in a war I consider unjust. I refuse and risk prison. (please place a check on one line) _____								
<i>Disapprove</i> _____ <i>Approve</i>								
18) I learn of a once-in-a-lifetime investment opportunity and have no other available money than my child's trust fund. I invest that money. _____								
<i>Disapprove</i> _____ <i>Approve</i>								

19) I am a junior high school principal. I hire a competent teacher who is a homosexual. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

20) A neighbor in my apartment complex is beating up his wife. I call the police. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

21) I am driving at night and hit a dog. I stop and see that the dog gets medical attention. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

22) I have been attending classes all year. An acquaintance, who rarely shows up, asks to photocopy my notes. I lend my notes. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

23) I lose an exciting and lucrative job opportunity because of a policy of hiring minorities. I feel resentful. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

24) I am a homeowner. A social agency wants to establish a residence for seven mentally retarded adults next door. I sign a petition opposing this step. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

25) I am a politician. The people who elected me demand that I take a position on abortion which is against my personal convictions. I do. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

26) As a professor, regulations require me to fail a student guilty of plagiarism. One of my talented students buys an essay, turns it in for a grade, feels guilty about it and confesses to me. I flunk the student. (place a check on one line) \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

27) A man and woman are engaged in a fierce argument while walking on a residential street. The man's manner is menacing. I keep a watch in case the woman needs help. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*



Use this scale to indicate how important the issue is to your self-concept, recording your answer in the column to the right of each item.

0	1	2	3	4	5	6	7	8
Very unimportant								Very important

Importance

28) I am an unmarried university professor. I sense a mutual attraction between me and one of my students. I keep a professional distance until the course ends. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

29) My adopted teenager, who has lived with me since infancy, wants to meet his/her natural mother. I help my child find and meet her natural mother. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

30) As a reporter, I interview a prominent politician "off the record." The politician says something vital to the public welfare. I report it anyway, violating my promise not to report it. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

31) My 15 year old daughter needs my permission to get birth control pills. I let her get them. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

32) The service department at the garage forgets to charge me for the \$6 oil filter. I think the labor charge is too high, but I mention the oil filter. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

33) They're staffing for a challenging new project at work. If it is a success, bonus and title are possible rewards; if it fails, my job is in jeopardy. I join the team. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

34) I need work. An employer whose workers are on strike offers me a job.  
I cross the picket line and take the job. (please place a check on one line) \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

35) I'm playing a game. A player asks me a question. I've seen the answer  
card. I say that I saw the answer. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

36) I am a police officer. A young punk is running away after robbing a store.  
My warning shot is ignored. I shoot to wound, knowing I might kill him. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

37) I don't have enough money to finish college and don't want to quit. My  
uncle, a landlord who made his fortune overcharging low income tenants,  
offers to fund me. I take his money. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

38) A friend invites me to play bingo and pays for my card. I win \$300. I  
share the money with my friend. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

39) As a famous athlete, I am offered \$100,000 to endorse a product I wouldn't  
use. I endorse it. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

40) A friend asks me to join a demonstration for worldwide nuclear disarmament.  
I go. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

41) In a parking lot, I accidentally dent someone's car. I leave the parking lot without  
taking responsibility. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

42) A friend is attracted to a colleague of mine who is married. My friend asks  
me for an introduction. I introduce them. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

Use this scale to indicate how important the issue is to your self-concept, recording your answer in the column to the right of each item.

0	1	2	3	4	5	6	7	8
Very unimportant								Very important
								<u>Importance</u>
43) I have made a prepaid reservation at a luxury hotel. The accommodations are way below my expectations. I stay one night only. I demand my money back for the second night. (please place a check on one line)								_____
<i>Disapprove</i> _____ <i>Approve</i>								
44) I see a stranger being dropped off from a car with three heavy laundry bags. I know the nearby laundromat is closed for renovations. I inform the stranger that it's closed.								_____
<i>Disapprove</i> _____ <i>Approve</i>								
45) A vagrant asks me for \$1.00. I suspect he/she will spend it on alcohol. I give the money anyway.								_____
<i>Disapprove</i> _____ <i>Approve</i>								
46) A friend wants to copy and swap some expensive computer software with me. I know it's illegal. I swap software anyway.								_____
<i>Disapprove</i> _____ <i>Approve</i>								
47) I am a woman. A couple has offered me a large sum to be a surrogate mother. I need the money. I agree to do it.								_____
<i>Disapprove</i> _____ <i>Approve</i>								
48) I'm in a public building. I must use the rest room. It's closed for repairs. I use the restroom designated for the opposite sex.								_____
<i>Disapprove</i> _____ <i>Approve</i>								

49) My trusted housekeeper recommends her cousin, an illegal alien, to do my gardening. I hire him/her. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

50) I am a primary school teacher. A pupil is trying very hard but still failing. I flunk the pupil. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

51) My brother-in-law is unfaithful to my sister. I tell my sister about his infidelities. \_\_\_\_\_

*Disapprove* \_\_\_\_\_ *Approve*

## Appendix B

### Eysenck Personality Questionnaire

FOR EVERY QUESTION, CIRCLE JUST ONE RESPONSE

- YES NO 1. Do you have many different hobbies?
- YES NO 2. Do you stop to think things over before doing anything?
- YES NO 3. Does your mood often go up and down?
- YES NO 4. Have you ever taken the praise for something you knew someone else had really done?
- YES NO 5. Are you a talkative person? †
- YES NO 6. Would being in debt worry you?
- YES NO 7. Do you feel “just miserable” for no reason?
- YES NO 8. Were you ever greedy by helping yourself to more than your share of anything?
- YES NO 9. Do you lock up your house carefully at night?
- YES NO 10. Are you rather lively?
- YES NO 11. Would it upset you a lot to see a child or animal suffer?
- YES NO 12. Do you often worry about things you should not have done or said?
- YES NO 13. If you say you will do something, do you always keep your promise no matter how inconvenient it might be?
- YES NO 14. Can you usually let yourself go and enjoy yourself at a lively party? †
- YES NO 15. Are you an irritable person?
- YES NO 16. Have you ever blamed someone for doing something you knew was your fault?
- YES NO 17. Do you enjoy meeting new people? †
- YES NO 18. Do you believe insurance plans are a good idea?
- YES NO 19. Are your feelings easily hurt?
- YES NO 20. Are *all* your habits good and desirable ones?
- YES NO 21. Do you tend to keep in the background on social occasions? † \*
- YES NO 22. Would you take drugs which may have strange and dangerous effects?
- YES NO 23. Do you often feel “fed-up?”

- YES NO 24. Have you ever taken anything (even a pin or a button) that belonged to someone else?
- YES NO 25. Do you like going out a lot? †
- YES NO 26. Do you enjoy hurting people that you love?
- YES NO 27. Are you often troubled about feelings of guilt?
- YES NO 28. Do you sometimes talk about things you know nothing about?
- YES NO 29. Do you prefer reading to meeting people? † \*
- YES NO 30. Do you have enemies who want to harm you?
- YES NO 31. Would you call yourself a nervous person?
- YES NO 32. Do you have many friends? †
- YES NO 33. Do you enjoy practical jokes that can sometimes really hurt people?
- YES NO 34. Are you a worrier?
- YES NO 35. As a child did you do as you were told immediately and without grumbling?
- YES NO 36. Would you call yourself happy-go-lucky?
- YES NO 37. Do good manners and cleanliness matter much to you?
- YES NO 38. Do you worry about awful things that might happen?
- YES NO 39. Have you ever broken or lost something belonging to someone else?
- YES NO 40. Do you usually take the initiative in making new friends? †
- YES NO 41. Would you call yourself tense or “highly-strung”?
- YES NO 42. Are you mostly quiet when you are with other people? † \*
- YES NO 43. Do you think marriage is old-fashioned and should be done away with?
- YES NO 44. Do you sometimes boast a little?
- YES NO 45. Can you easily get some life into a rather dull party? †
- YES NO 46. Do people who drive carefully annoy you?
- YES NO 47. Do you worry about your health?
- YES NO 48. Have you ever said anything bad or nasty about anyone?
- YES NO 49. Do you like telling jokes and funny stories to your friends?
- YES NO 50. Do most things taste the same to you?
- YES NO 51. As a child did you ever talk back to your parents?
- YES NO 52. Do you like mixing with people? †
- YES NO 53. Does it worry you if you know there are mistakes in your work?
- YES NO 54. Do you suffer from sleeplessness?
- YES NO 55. Do you always wash before a meal?
- YES NO 56. Do you nearly always have a “ready answer” when people talk to you?
- YES NO 57. Do you like to arrive at appointments in plenty of time?
- YES NO 58. Have you often felt listless and tired for no reason?

- YES NO 59. Have you ever cheated at a game?
- YES NO 60. Do you like doing things in which you have to act quickly?
- YES NO 61. Is (or was) your mother a good woman?
- YES NO 62. Do you ever feel life is very dull?
- YES NO 63. Have you ever taken advantage of anyone?
- YES NO 64. Do you often take on more activities than you have time for?
- YES NO 65. Are there several people who keep trying to avoid you?
- YES NO 66. Do you worry a lot about your looks?
- YES NO 67. Do you think people spend too much time safeguarding their future with savings and insurances?
- YES NO 68. Have you ever wished that you were dead?
- YES NO 69. Would you dodge paying your taxes if you were sure you could never be found out?
- YES NO 70. Can you get a party going? †
- YES NO 71. Do you try not to be rude to people?
- YES NO 72. Do you worry too long after an embarrassing experience?
- YES NO 73. Have you ever insisted on having your own way?
- YES NO 74. When you catch a train do you often arrive at the last minute?
- YES NO 75. Do you suffer from “nerves”?

---

† Indicates extraversion items.

\*Indicates items to be reverse coded.

## Appendix C

### Dyadic Adjustment Scale

Most people have disagreements in their relationships. Please indicate below the approximate extent of agreement or disagreement between you and your partner for each item on the following list.

	Always Agree	Almost Always Agree	Occa- sionally Disagree	Fre- quently Disagree	Almost Always Disagree	Always Disagree
1. Handling finances	_5_	_4_	_3_	_2_	_1_	_0_
2. Matters of recreation	_5_	_4_	_3_	_2_	_1_	_0_
3. Religious matters	_5_	_4_	_3_	_2_	_1_	_0_
4. Demonstrations of affection	_5_	_4_	_3_	_2_	_1_	_0_
5. Friends	_5_	_4_	_3_	_2_	_1_	_0_
6. Sex relations	_5_	_4_	_3_	_2_	_1_	_0_
7. Conventuality (proper behavior)	_5_	_4_	_3_	_2_	_1_	_0_
8. Philosophy of life	_5_	_4_	_3_	_2_	_1_	_0_
	Always Agree	Almost Always Agree	Occa- sionally Disagree	Fre- quently Disagree	Almost Always Disagree	Always Disagree
9. Ways of dealing with parents or families	_5_	_4_	_3_	_2_	_1_	_0_
10. Aims, goals, things believed important	_5_	_4_	_3_	_2_	_1_	_0_
11. Amount of time spent together	_5_	_4_	_3_	_2_	_1_	_0_
12. Making major decisions	_5_	_4_	_3_	_2_	_1_	_0_
13. Household tasks	_5_	_4_	_3_	_2_	_1_	_0_
14. Leisure time interests and activities	_5_	_4_	_3_	_2_	_1_	_0_
15. Career decisions	_5_	_4_	_3_	_2_	_1_	_0_
	Most All the Time	More of the Time	Often Than Not	Occa- sionally	Rarely	Never
16. How often do you discuss or have you considered ending your relationship?	_0_	_1_	_2_	_3_	_4_	_5_
17. How often do you or your partner leave the room after a fight (walk away from the issue/partner)?	_0_	_1_	_2_	_3_	_4_	_5_



18. How often do you think things are going well between you and your partner?      5        4        3        2        1        0  

19. Do you confide in your partner?      5        4        3        2        1        0  

20. Do you ever regret that you became involved with your partner?      0        1        2        3        4        5  

21. How often do you quarrel?      0        1        2        3        4        5  

All the Time    Most of the Time    More Often Than Not    Occasionally    Rarely    Never

22. How often do you “get on each other’s nerves?”      0        1        2        3        4        5  

How often do you . . .

	Never	Less Than Once a Month	Once or Twice a Month	Once or Twice a Week	Once a Day	More Often
23. Have a stimulating exchange of ideas	<u>  0  </u>	<u>  1  </u>	<u>  2  </u>	<u>  3  </u>	<u>  4  </u>	<u>  5  </u>
24. Laugh together	<u>  0  </u>	<u>  1  </u>	<u>  2  </u>	<u>  3  </u>	<u>  4  </u>	<u>  5  </u>
25. Calmly discuss something	<u>  0  </u>	<u>  1  </u>	<u>  2  </u>	<u>  3  </u>	<u>  4  </u>	<u>  5  </u>
26. Work together on a project	<u>  0  </u>	<u>  1  </u>	<u>  2  </u>	<u>  3  </u>	<u>  4  </u>	<u>  5  </u>

	Every Day	Almost Every Day	Occasionally	Rarely	Never
27. Do you kiss your partner?	<u>  4  </u>	<u>  3  </u>	<u>  2  </u>	<u>  1  </u>	<u>  0  </u>

	All of Them	Most of Them	Some of Them	Few of Them	None of Them
28. Do you and your partner engage in outside interests together?	<u>  4  </u>	<u>  3  </u>	<u>  2  </u>	<u>  1  </u>	<u>  0  </u>

There are some things about which couples sometimes agree and sometimes disagree. Indicate if either item below caused differences of opinions or were problems in your relationship during the past few weeks. (circle yes or no)

29.            0=Yes            1=No            Being too tired for affection (physical or verbal)
30.            0=Yes            1=No            Not showing love

31. The dots on the following line represent different degrees of happiness in your relationship. The middle point “happy” represents the degree of happiness of most relationships. Please circle the dot that best describes the degree of happiness – all things considered – of your relationship.

0●	1●	2●	3●	4●	5●	6●
Extremely Unhappy	Fairly Unhappy	A Little Unhappy	Happy	Very Happy	Extremely Happy	Perfect

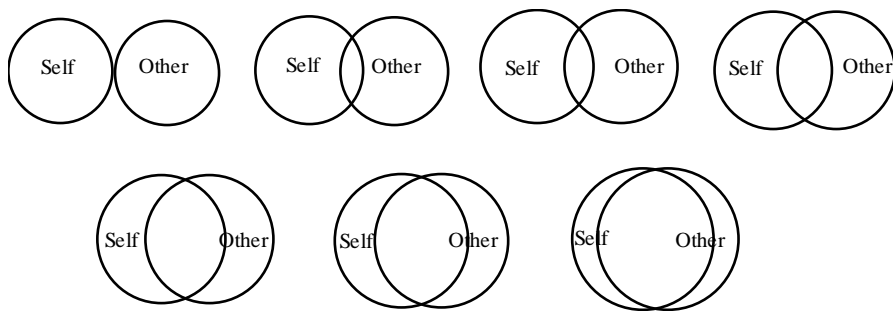
32. Which of the following statements best describes how you feel about the future of your relationship? (check one)

- 5 I want desperately for my relationship to succeed, and would go to almost any length to see that it does.
- 4 I want very much for my relationship to succeed, and will do all I can to see that it does.
- 3 I want very much for my relationship to succeed, and will do my fair share to see that it does.
- 2 It would be nice if my relationship succeeded, but I can't do much more than I am doing now to help it succeed.
- 1 My relationship can never succeed, and there is no more that I can do to keep the relationship going.

## Appendix D

### Inclusion of Other in the Self Scale

Please circle the picture below that best describes your relationship with your **dating partner** (self = you; other = your partner):



## Appendix E

### Couples Satisfaction Index

1. Please indicate the degree of happiness, all things considered, of your relationship.

Extremely Unhappy <b>0</b>	Fairly Unhappy <b>1</b>	A Little Unhappy <b>2</b>	Happy <b>3</b>	Very Happy <b>4</b>	Extremely Happy <b>5</b>	Perfect <b>6</b>
----------------------------------	-------------------------------	---------------------------------	-------------------	---------------------------	--------------------------------	---------------------

2. In general, how often do you think that things between you and your partner are going well?

All the time <b>5</b>	Most of the time <b>4</b>	More often than not <b>3</b>	Occa- sionally <b>2</b>	Rarely <b>1</b>	Never <b>0</b>
--------------------------------	------------------------------------	---------------------------------------	-------------------------------	--------------------	-------------------

3. Our relationship is strong

4. My relationship with my partner makes me happy

5. I have a warm and comfortable relationship with my partner

6. I really feel like **part of a team** with my partner

Not at all TRUE <b>0</b>	A little TRUE <b>1</b>	Some- what TRUE <b>2</b>	Mostly TRUE <b>3</b>	Almost Completely TRUE <b>4</b>	Completely TRUE <b>5</b>
-----------------------------------	---------------------------------	-----------------------------------	----------------------------	--	--------------------------------

Not at all <b>0</b>	A little <b>1</b>	Some- what <b>2</b>	Mostly <b>3</b>	Almost Completely <b>4</b>	Completely <b>5</b>
---------------------------	-------------------------	---------------------------	--------------------	----------------------------------	------------------------

7. How rewarding is your relationship with your partner?

8. How well does your partner meet your needs?

9. To what extent has your relationship met your original expectations?

10. In general, how satisfied are you with your relationship?

## Appendix F

### Interpersonal Respect Scale

To what extent does each statement describe your feelings about your partner? Please use the following scale to record your answers.

Response Scale:

1	2	3	4	5	6	7	8	9
Totally Disagree		Somewhat Disagree		Neither Agree or Disagree		Somewhat Agree		Totally Agree

- 1) My partner has talents he/she is not putting to good use. \*
- 2) My partner participates in worthwhile activities.
- 3) Other people respect my partner.
- 4) My partner should be achieving more than he/she is. \*
- 5) My partner's attributes or abilities are worthy of respect.
- 6) My partner could be working harder than he/she is. \*
- 7) The effort my partner expends to achieve his/her goals is worthwhile.
- 8) My partner's talents are respectable.
- 9) My partner is not really meeting his/her potential. \*
- 10) My partner possesses desirable personality traits or abilities.
- 11) My partner's skills aren't necessarily worthy of people's respect. \*
- 12) I generally have positive expectations for my partner.
- 13) My partner is accomplishing as much as he/she possibly can.
- 14) My partner has many worthwhile qualities.
- 15) What my partner accomplishes has value.
- 16) My partner is fulfilling his/her potential.
- 17) I respect my partner.
- 18) There is a good match between what my partner could accomplish and what my partner actually does accomplish.

---

\*Indicates items to be reverse coded.

## Appendix G

### Experiences in Close Relationships-Revised Scale

The statements below concern how you feel in emotionally intimate relationships. We are interested in how you generally experience relationships, not just in what is happening in a current relationship. Respond to each statement by circling a number to indicate how much you agree or disagree with the statement

---

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	
	Strongly Disagree						Strongly Agree	

---

#### *Anxiety Items*

1. I'm afraid that I will lose my partner's love.
2. I often worry that my partner will not want to stay with me.
3. I often worry that my partner doesn't really love me.
4. I worry that romantic partners won't care about me as much as I care about them.
5. I often wish that my partner's feelings for me were as strong as my feelings for him or her.
6. I worry a lot about my relationships.
7. When my partner is out of sight, I worry that he or she might become interested in someone else.
8. When I show my feelings for romantic partners, I'm afraid they will not feel the same about me.
9. rarely worry about my partner leaving me. \*
10. My romantic partner makes me doubt myself.
11. I do not often worry about being abandoned. \*
12. I find that my partner(s) don't want to get as close as I would like.
13. Sometimes romantic partners change their feelings about me for no apparent reason.
14. My desire to be very close sometimes scares people away.
15. I'm afraid that once a romantic partner gets to know me, he or she won't like who I really am.
16. It makes me mad that I don't get the affection and support I need from my partner.
17. I worry that I won't measure up to other people.
18. My partner only seems to notice me when I'm angry.

#### *Avoidance Items*

19. I prefer not to show a partner how I feel deep down.
20. I feel comfortable sharing my private thoughts and feelings with my partner. \*
21. I find it difficult to allow myself to depend on romantic partners.
22. I am very comfortable being close to romantic partners. \*
23. I don't feel comfortable opening up to romantic partners.
24. I prefer not to be too close to romantic partners.
25. I get uncomfortable when a romantic partner wants to be very close.
26. I find it relatively easy to get close to my partner. \*
27. It's not difficult for me to get close to my partner. \*
28. I usually discuss my problems and concerns with my partner. \*
29. It helps to turn to my romantic partner in times of need. \*
30. I tell my partner just about everything. \*
31. I talk things over with my partner. \*
32. I am nervous when partners get too close to me.
33. I feel comfortable depending on romantic partners. \*
34. I find it easy to depend on romantic partners. \*
35. It's easy for me to be affectionate with my partner.\*
36. My partner really understands me and my needs.\*

---

\*Indicates items to be reverse coded.

## Appendix H

### Investment Model Scale – Commitment Level

To what extent does each statement describe your attitudes about your romantic partner?

0	1	2	3	4	5	6	7	8
Do Not Agree				Agree				Agree
At All				Somewhat				Completely

- 1) I want our relationship to last a very long time.
- 2) I am committed to maintaining my relationship with my partner.
- 3) I would feel very upset if our relationship were to end in the near future.
- 4) It is likely that I will date someone other than my partner within the next year.\*
- 5) I feel very attached to our relationship – very strongly linked to my partner.
- 6) I want our relationship to last forever.
- 7) I am oriented toward the long-term future of my relationship (for example, I imagine being with my partner several years from now).

---

\*Indicates items to be reverse coded.



## Appendix I

### Need to Belong Scale

**Instructions:** For each of the statements below, indicate the degree to which you agree or disagree with the statement by writing a number in the space beside the question using the scale below:

- 1 = Strongly disagree
- 2 = Moderately disagree
- 3 = Neither agree nor disagree
- 4 = Moderately agree
- 5 = Strongly agree

1. If other people don't seem to accept me, I don't let it bother me.\*
2. I try hard not to do things that will make other people avoid or reject me.
3. I seldom worry about whether other people care about me.\*
4. I need to feel that there are people I can turn to in times of need.
5. I want other people to accept me.
6. I do not like being alone.
7. Being apart from my friends for long periods of time does not bother me.\*
8. I have a strong need to belong.
9. It bothers me a great deal when I am not included in other people's plans.
10. My feelings are easily hurt when I feel that others do not accept me.

---

\*Indicates items to be reverse coded.

## Appendix J

### State Self-Esteem Scale

Please respond to each word based on how you feel RIGHT NOW:

	1	2	3	4	5	6	7	8	9	10	11
	Not at all										Extremely
1. Good											
2. Adequate											
3. Attractive											
4. Inferior *											
5. Ashamed *											
6. Bad *											
7. Socially Desirable											
8. Popular											
9. Likable											
10. Proud											
11. Worthless *											
12. Superior											
13. Confident											
14. Valuable											
15. Competent											

---

\*Indicates items to be reverse coded.

## Appendix K

### Positive and Negative Affect Schedule

For the following scale please rate how you feel at this moment using the scale below.

Very Slightly                                  Extremely  
                                1                                  2                                  3                                  4                                  5

#### *Positive Affect*

1. \_\_\_\_ Interested
2. \_\_\_\_ Excited
3. \_\_\_\_ Strong
4. \_\_\_\_ Enthusiastic
5. \_\_\_\_ Proud
6. \_\_\_\_ Alert
7. \_\_\_\_ Inspired
8. \_\_\_\_ Determined
9. \_\_\_\_ Attentive
10. \_\_\_\_ Active

#### *Negative Affect*

1. \_\_\_\_ Disinterested
2. \_\_\_\_ Upset
3. \_\_\_\_ Guilty
4. \_\_\_\_ Scared
5. \_\_\_\_ Hostile
6. \_\_\_\_ Irritable
7. \_\_\_\_ Ashamed
8. \_\_\_\_ Nervous
9. \_\_\_\_ Jittery
10. \_\_\_\_ Afraid

Appendix L

General Information Sheet

1) Your sex (please check one):

Male

Female

2) Your age (please fill in):

\_\_\_\_\_

3) Your race (please check one):

African or African American

Latino

Asian or Asian American

Other (specify:)

Caucasian

\_\_\_\_\_

4) Your year in school (please check one):

Freshman

Junior

Sophomore

Senior

5) Status of your relationship (check one):

Friendship

Dating Steadily

Dating Casually

Engaged or Married

Dating Regularly

Other (specify:)

\_\_\_\_\_

6) For how long have you been involved with your partner? (please fill in)

Years and  Months

7) How exclusive is your relationship? (check one)

Neither I nor my partner date others

My partner dates others but I do not

I date others but my partner does not

Both my partner and I date others

8) Is English your native language? yes

no

If English is not your native language, how long have you been speaking? \_\_\_\_\_ Years

Appendix M

Manipulation Check Questions

1. What was your extraversion score?

(Extravert) High \_\_\_\_\_  
Medium \_\_\_\_\_  
(Introvert) Low \_\_\_\_\_

2. Based on your personality score, what was the prediction for your future?

3. How certain are you that you will always have a strong network of personal relationships?

VERY UNCERTAIN 1 2 3 4 5 6 7 VERY CERTAIN

4. How much do you think the prediction you received might describe your future?

NOT AT ALL 1 2 3 4 5 6 7 VERY MUCH

5. Did you discuss your personality results with your partner during your laboratory session?  
(circle one)

YES NO

6. Did you discuss your personality results between the time of your laboratory session and the  
online follow-up? (circle one)

YES NO

## Vita

Chelsea Reid was born on December 29, 1986, in Winter Park, Florida, and is an American citizen. She graduated from Lake Braddock Secondary School, Burke, Virginia in 2005. She received her Bachelor of Arts in Psychology from Christopher Newport University, Newport News, Virginia in 2009.