General Psychology
Article Analysis 1_Gaydar_75 Points

Your paper should be written in the following format: Times New Roman, 12pt font, 1” margins, double-spaced

For this article analysis you need to use information from the Powerpoint slides, your text, and the article to answer the following questions. Your answers should be thorough yet concise. Your answers will be assessed on their accuracy and depth of thought. I’m looking for cogent (well-organized) reasoning and arguments, and thoughtful connections between the material covered in class/your text, real life, and the article.

There is no specific page limit. Just make sure that you are answering the questions thoroughly and fully. But keep in mind, longer answers don’t necessarily mean better answers.

Write all answers using your own words. Evidence of plagiarism will result in a grade of “0” for the assignment

Questions
1a. From your reading from chapter 1 on “perspectives in psychology”, list and briefly explain the perspective this article would be classified as. (5 pt)
1b. Concisely (briefly) summarize the main purpose(s) of the research study by Ambady and colleagues. (5 pts)

2. Provide a concise summary of (a) Impression Formation and (b) the Information Integration Theory (from the PPT slides). (5 pts)

3. In light of the Information Integration Theory, explain why the researchers would choose to use nonvocal video clips and still photos. That is, explain how the use of nonvocal video clips and still photos relates to the ideas of the Information Integration Theory. (15 pts)

4. Provide a summary of the results of the data and conclusions from study 1. (10 pts)

5. Based on your analysis of the data do the results from this article support the hypothesis Woolery proposed in the article “Gaydar: A Social-Cognitive Analysis?” If so, why? If not, why not? (Hint: review your Powerpoint notes from class on the article to see the hypothesis). In your analysis be sure to cite specific aspects of the data from Ambady and colleagues study. (20 pts)

6. Do you think that schemas influence impressions or that impressions influence schemas? Provide a thorough explanation of the reasoning behind your response. Also in your response, include a concrete example of your ideas. That is, include an example of the impression formation process. You are welcome to use any social group in your example, and also welcome to draw from your own personal experiences. (15 pts)

Example Of My Expectations

<table>
<thead>
<tr>
<th>Question: Explain the concept of “schemas” as discussed in class</th>
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<tbody>
<tr>
<td><strong>Needs Improvement</strong></td>
</tr>
<tr>
<td>Schemas are frameworks that humans use to organize information. They are cognitive in nature and schemas often take the form of stereotypes. For example, people have stereotypes of college students as binge drinkers.</td>
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<tr>
<td>The Problems</td>
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<tr>
<td>● Description should be more detailed</td>
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<tr>
<td>● Organization needs improvement</td>
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<tr>
<td>● Establish a context for the construct. That is, explain where schemas fit into the process of thinking</td>
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Accuracy of Judgments of Sexual Orientation From Thin Slices of Behavior  
1999

Nalini Ambady  
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Brett Conner

Abstract

In this research the authors examined the accuracy of judging sexual orientation on the basis of brief observations or “thin slices” of nonverbal behavior. In Study 1, sexual orientation was judged more accurately than chance, with judgments being more accurate when based on video segments than on still photographs.

Introduction

There are conflicting beliefs about the extent to which sexual orientation can be perceived from observations of behavior. Much of the current literature assumes that sexual orientation is a concealable aspect of social identity (e.g., Frable, Blackstone, & Scherbaum, 1990; Frable, Platt, & Hoey, 1998; Herek & Capitanio, 1996), as does the idea that gay men and lesbians can "pass," or effectively hide their orientation (Goffman, 1963). Moreover, controversial "don't ask, don't tell" policies assume that sexual orientation is evident only when there is a conscious decision to reveal it. However, in apparent contradiction of the belief that sexual orientation is imperceptible, in surveys of gay men and lesbians, a substantial proportion of respondents reported believing that they could judge sexual orientation accurately from brief observations of behavior (Sahgir & Robins, 1973; Westwood, 1960). Neither current theory nor existing empirical research offers much help to resolve this matter. Clearly, sexual orientation is not completely transparent to observers, as evidenced by numerous examples of people who do conceal their orientation successfully. Beyond that, not much is known about the extent to which perceivers can accurately judge sexual orientation—a judgment that may have important social consequences.

Accuracy From Thin Slices of Behavior

Although there has been very little research about the extent to which people can perceive sexual orientation, extensive evidence suggests that for a wide variety of other judgments, people are impressively accurate even when given quite minimal information. Basic human characteristics such as age and gender, and even characteristics such as extroversion, can be perceived from very little perceptual information. There is evidence to indicate that it is beneficial to a person to be able to accurately perceive characteristics in another from little information, such as if a person could potentially be hostile. Could there also be benefits to the ability to accurately perceive the sexual orientation of another based on thin slices of behavior?

Judging Sexuality and Sexual Orientation

There is some evidence, although it is not unequivocal, that sexual orientation and variables related to sexual orientation can be judged accurately from minimal information. In two studies researchers have examined the relationship between sexual orientation and judgments based on vocal cues. In one study, although direct judgments of sexual orientation were not obtained, lesbians were judged to have more masculine speech than heterosexual women and gay men were judged to have more feminine speech than heterosexual men on the basis of brief speech samples (Travis, 1981). In another study, men's sexual orientation was judged quite accurately (80% correct identifications) on the basis of 90-s excerpts from a spoken monologue, albeit with a very small sample of speakers: 5 gay men and 4 heterosexual men (Linville, 1998). In a third study, in which both visual and vocal cues were used (2- to 3-min video clips with sound), it was concluded that sexual orientation could be judged "no better than at chance levels" (Berger, Hanks, Rauzi, & Simkins, 1987, p. 86). A closer look at their data, however, suggests that there is some evidence for accuracy. The average level of accuracy in this study was above chance (36%, with chance being 50%), and given a larger sample size, the study’s results could have produced a significant effect.

One objective of the current research was to investigate whether sexual orientation could be perceived accurately from brief observations of silent video clips, which contain no vocal information. This would extend the intriguing, but still inconclusive, existing evidence regarding the accuracy of judging sexual orientation. Examining judgments based on brief observations of nonvocal, nonverbal behavior will help to establish whether the accuracy of judging sexual orientation is a reliable phenomenon and to clarify how information about sexual orientation is conveyed to observers.

In the judgment of sexual orientation, previous studies have used verbal cues (a person’s voice). This study will add to the body of research by indicating that sexual orientation can be judged accurately based on types of visual appearances.

Specifically, silent video clips may yield accurate judgments for two reasons. (1) Video clips convey information about appearance, such as hairstyle, clothing, jewelry, and body shape. And (2) video clips convey information regarding movements and types of gestures.
Hypothesis 1
When judging the sexual orientation of another, we predict that individuals will be more accurate when viewing video clips than when viewing photos of target individuals.

Judges and Targets
The second goal of our research was to investigate whether or not an individual’s sexual orientation influenced their accuracy. Particularly among gay men, there exists a belief that they have an advantage in judging sexual orientation. In one survey, 67% of gay men characterized their ability to recognize that another man was gay as being at least “more likely . . . than the ordinary man” (Westwood, 1960, p. 83). In another survey, 71% of gay men reported they believed they could reliably recognize other gay men “from the first casual encounter” (Sahgir & Robins, 1973, p. 78). Many lesbians also report they believe they can recognize other lesbians from a casual encounter, although not nearly as frequently as gay men (e.g., 44% in Sahgir & Robins, 1973).

Although there is little data to provide an explanation, there are many theoretical reasons for why gay and lesbian individuals are believed to be more accurate than heterosexual individuals at identifying other gay and lesbian individuals. One reason is that gay men and lesbians are members of a socially stigmatized group and they often need to manage their public identities carefully in the face of antigay prejudice. Thus, they learn mechanisms, or “tricks,” to conceal their identities. Thus, they may be more attuned to other individuals who also use the same mechanisms to conceal their identities. In his classic work on stigma, Goffman wrote that the “very techniques used to conceal stigmas might give the show away to someone who is familiar with the tricks of the trade – the assumption being that it takes one to know one” (Goffman, 1963, p. 85).

Hypothesis 2
Gay men and lesbians could have heightened sensitivity of social cues which could be associated with greater accuracy of judging sexual orientation.

Study 1
Method
Overview
Participants (judges) were asked to watch video clips or look at still photographs of target individuals and determine the target individual’s sexual orientation. There were three groups:

1. Judges viewed a 10 second video clip of an individual (no sound)
2. Judges viewed a 1 second video clip of an individual (no sound)
3. Judges viewed 8 still photographs of an individual

Participants (judges)
Ninety-six undergraduates (24 heterosexual women, 24 lesbians, 24 heterosexual men, and 24 gay men) served as judges.

Participants (targets)
Twenty-five graduate students (5 heterosexual women, 5 lesbians, 7 heterosexual men, and 8 gay men) served as the targets (the people whose sexual orientation was being judged). Their ages ranged from 21 to 31 years (Average = 24.3). They were all recruited from campus or community groups or organizations. When recruiting the targets, they were not aware that they were being asked to participate in research regarding sexual orientation. Rather, they were told the study was designed to examine “the personality characteristics of graduate students who participate in extracurricular activities.”

To determine the target’s sexual, each individual completed a personality questionnaire. Most of the items were unrelated to the study (levels of anxiety, alcohol consumption, etc.), except one key question assessing their sexual orientation. Thus, at the time of being videotaped, the individuals were still unaware that the purpose of the study was to assess the judgments of sexual orientation.

Video Clips and Photographs
After completing the surveys, targets were videotaped while responding to the following prompt: “Please discuss how you balance your extracurricular and academic activities.” They were asked to speak for 1 minute and to respond freely.

- A 10 second video tape clip was created by extracting the 25th through the 35th second of their 1 minute video.
- A 1 second video tape clip was created by extracting the the 30th second of the video tape.
- Eight still photographs were extracted by “freezing” the frames 8 times at intervals between the 25th and 35th seconds of the 1 minute video.

Procedure
Judges were assigned to one group (10 second clip, 1 second clip, or 3 photos) and saw each of the 24 targets for that particular group. Thus, each participant (judge) viewed all of the target individuals (just in different formats according to the participant’s experimental group). After viewing the stimuli, the judges were asked to rate the sexual orientation of the target individuals.
Results

Overall

In all conditions, accuracy was significantly greater in the 10 second clips than both the 1 second clips and the still photographs.

All individuals in the study, on average were:
- 70% accurate at judging sexual orientation in for the 10 second video clips
- 60% accurate at judging sexual orientation in the 1 second video clips
- 55% accurate at judging sexual orientation in the still photographs

On average, judges' perception of targets' sexual orientation corresponded with targets' actual sexual orientation at better than chance levels. However, there was substantial variability in the extent to which individual targets were accurately judged. The sexual orientation of some targets was perceived with near-perfect levels of accuracy, whereas the sexual orientation of other targets was misperceived by a substantial majority of judges.

Judgments of sexual orientation were more accurate than random guesses, but of course this does not imply that individual judgments of sexual orientation will be accurate in every case. The most accurate individual judges in this study were correct in 80% of their judgments.

Individual Differences in Judges

Are gay men and lesbians more accurate at detecting sexual orientation? The pattern of results indicates that, relative to heterosexual individuals, gay men and lesbians were significantly better at accurately identifying sexual orientation in the 1 second video group and the still photo group. However, in the 10 second group, heterosexuals were slightly, although not significantly, more accurate at judging sexual orientation.

Male/Female Differences

Do women and men differ in their ability to judge sexual orientation accurately? In this study we did not find evidence of a strong gender difference in judgmental accuracy.

Conclusions From Study 1

In sum, the results of this study revealed that sexual orientation can be detected at better than chance levels of accuracy from brief observations of nonvocal, nonverbal behavior. Dynamic information (silent videotapes) resulted in much greater accuracy than static information (a series of still photos). In general, gay men and lesbians perceived sexual orientation more accurately than did their heterosexual counterparts, but this trend did not occur consistently across all channels. Gay men and lesbians were more accurate when their judgments were based on still photos, lesbians were more accurate when their judgments were based on 1-s clips, but there was little difference between the four groups in accuracy when judgments were based on 10-s clips.

In Study 1, accuracy was significantly greater in the 1-s and 10-s clips conditions, which contained both dynamic and static information, than in the still photo condition, which contained only static information. This finding strongly suggests that dynamic nonverbal behavior, such as body movement and gesture, conveys information about sexual orientation beyond what might be available through static aspects of appearance, such as clothing, hair, or jewelry.

General Discussion

In the current research we found that people accurately perceive sexual orientation from brief observations of behavioral—brief as 1-s silent video clips—and that dynamic nonverbal behavior conveys information about sexual orientation above and beyond what is available through static aspects of appearance such as clothing, jewelry, or hairstyle. The general consistency of this result with previous work (Linville, 1998) seems to suggest that accuracy at judging sexual orientation is a fairly robust phenomenon. Particularly impressive is the fact that this consistency occurred despite the considerable methodological variety in the existing studies. For example, judgments were based on observations of varied length and content. Clips ranged in length from 1 s (the current research) to 2-3 min (Berger et al., 1987) and showed diverse information, including only audio (Linville, 1998), only visual (the current research), and audio and visual information together (Berger et al., 1987). In some studies, targets were videotaped unaware that their sexual orientation would be judged (the current research), whereas in others they were explicitly informed they were being taped for research involving judgments of sexual orientation (Berger et al., 1987).

However consistent, the amount of existing evidence about sexual orientation judgment accuracy is still relatively small. Although people apparently perceive sexual orientation at better than chance levels, more research is needed to identify potential boundaries and moderators of accuracy. For example, it would be useful to have more data to assess precisely which channels of communication yield the most accurate judgments.