



# How do we get to know someone?

## Diagnostic questions for inferring personal traits



social interaction lab

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### EXPERIMENT 1

People make consistent evaluations of a question's interpersonal depth

#### METHODS

##### Question Corpus

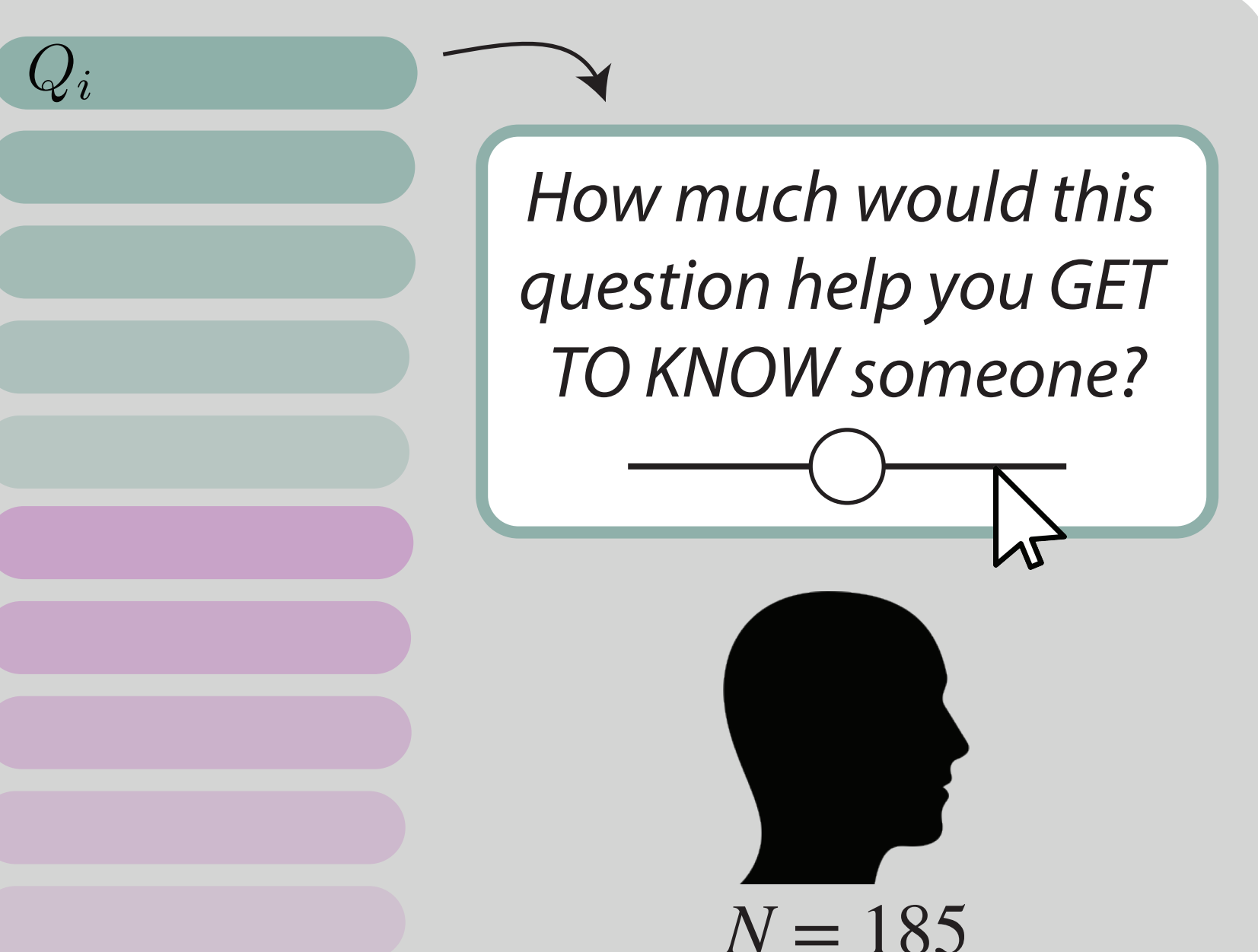
We developed a corpus of open-ended *personal* & *small talk* questions.

110  
*small talk*  
questions

125  
*personal*  
questions

##### Question Evaluations

Participants were shown 5 questions from each category. They rated each question on 9 evaluation scales.



### EXPERIMENT 2

People make accurate inferences about a speaker based on their responses

#### METHODS

##### Targeted Questions

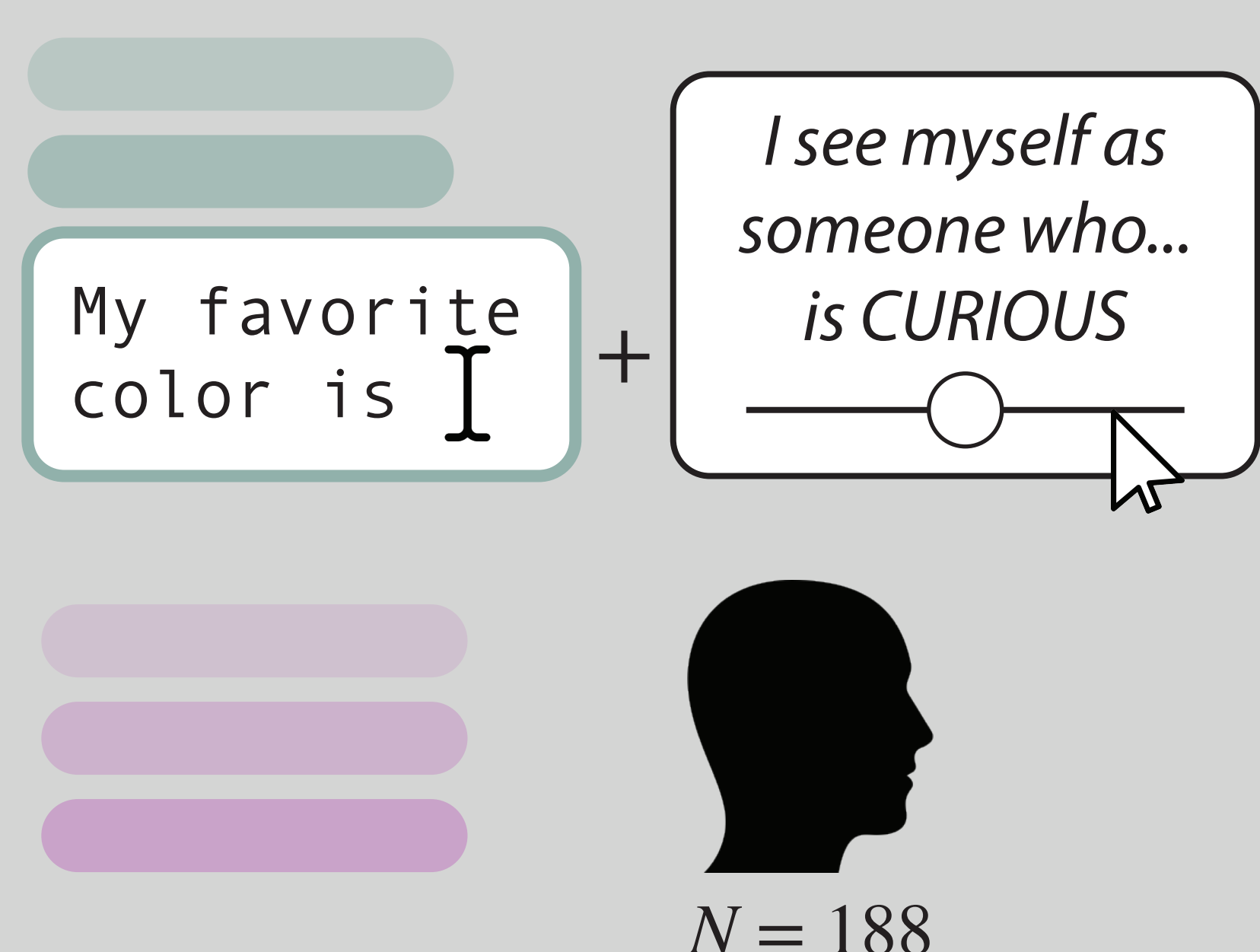
We selected the highest & lowest *interpersonal depth* Qs from Experiment 1.

6 *small talk*  
questions

6 *personal*  
questions

##### Question Responses & Personality Scales

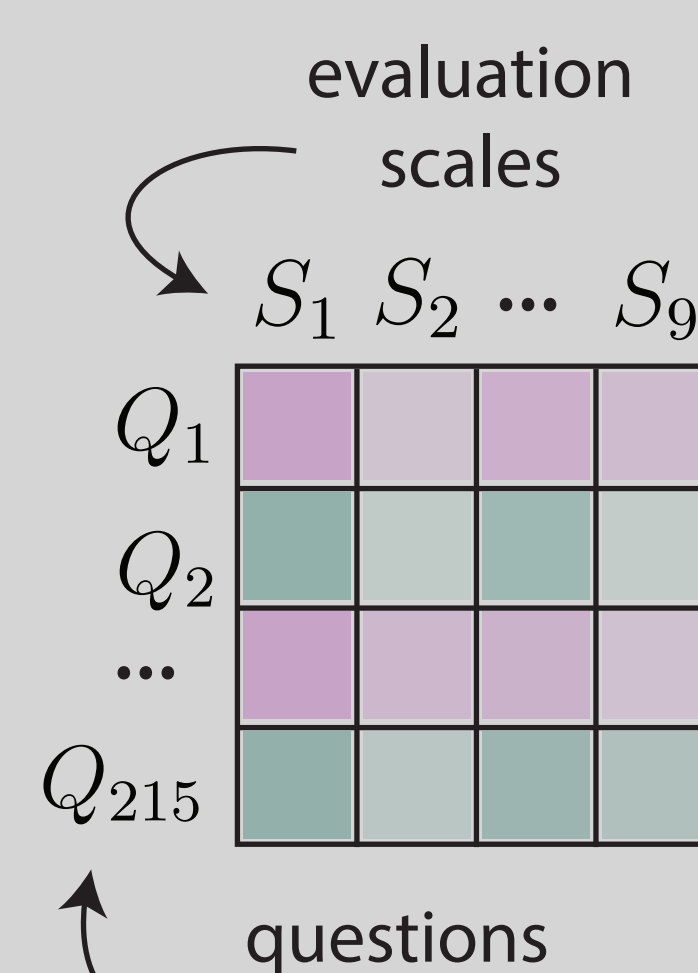
Participants responded to 3 *small talk* & 3 *personal* questions, & provided self-ratings for 60 *personality scale* questions.



### RESULTS

Question evaluations were similar across scales

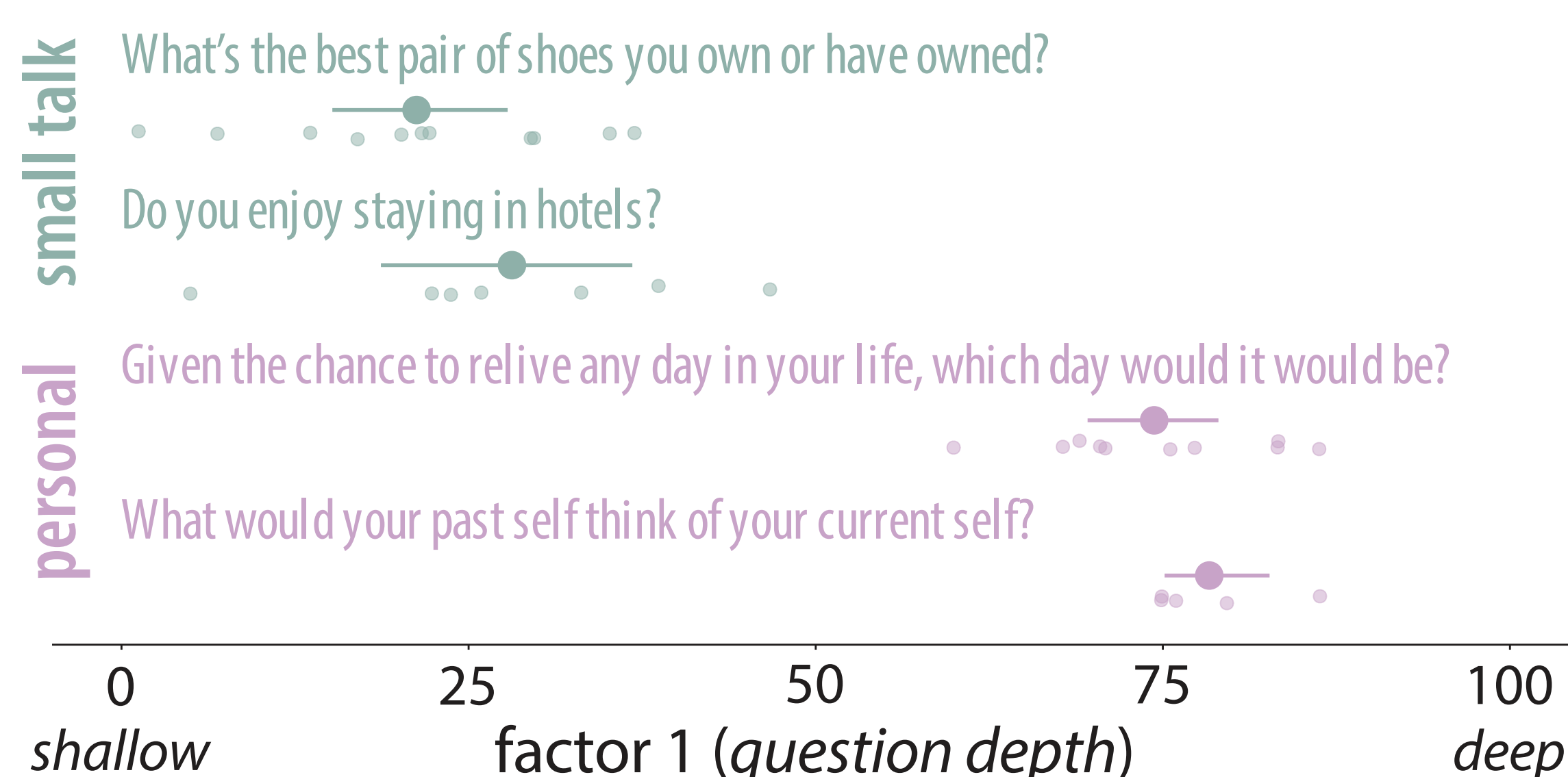
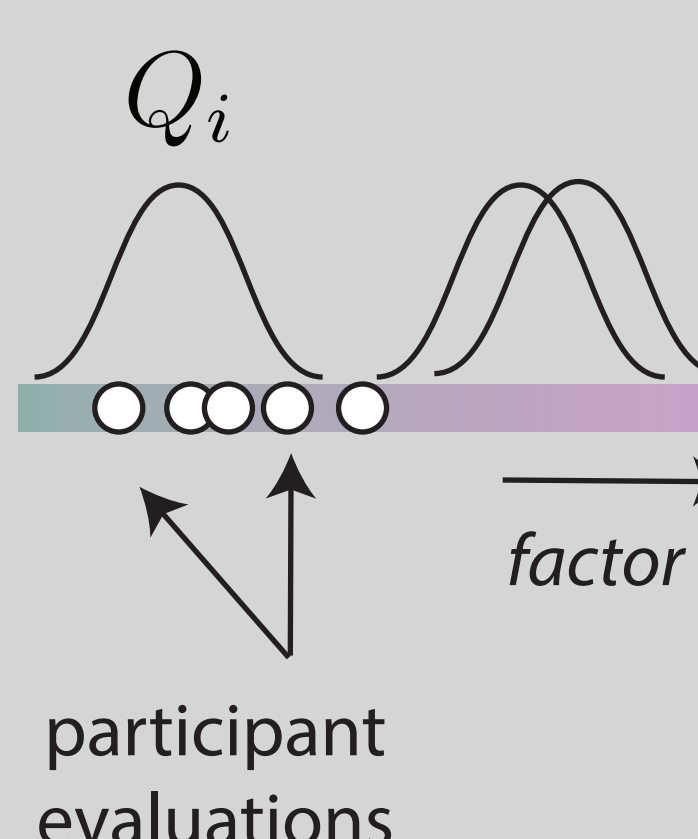
Extract latent dimensions from question evaluations



Variance Explained	Evaluation Scales									
		how PERSONAL...?	how DEEP...?	how INFORMATIVE...?	...would help you GET TO KNOW them?	...would help them GET TO KNOW you?	...how much would you LEARN about them?	...how much would they LEARN about you?	...how CLOSE would you feel after hearing their answer?	...how CLOSE would you feel after sharing your answer?
factor 1	0.83	0.8	0.85	0.85	0.95	0.96	0.95	0.95	0.93	0.94
factor 2	0.04	0.14	0.16	-0.14	-0.16	-0.15	-0.17	-0.17	0.27	0.27
factor 3	0.03	0.38	0.33	0.14	-0.07	-0.09	0.08	0.03	-0.08	-0.05

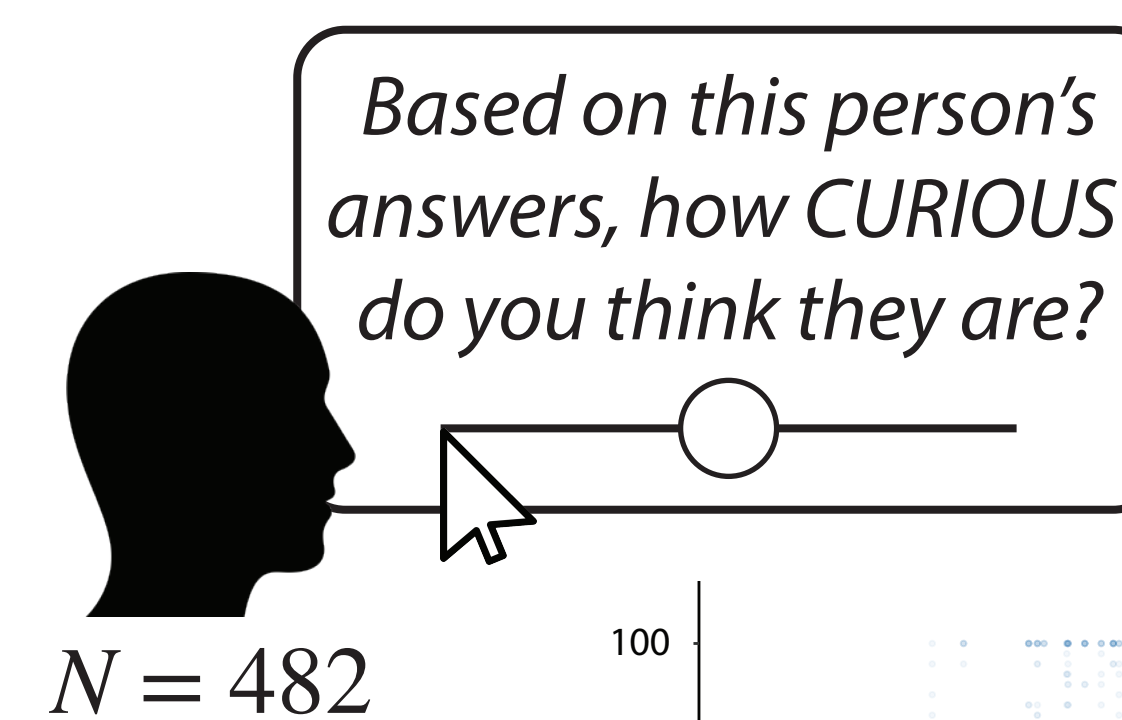
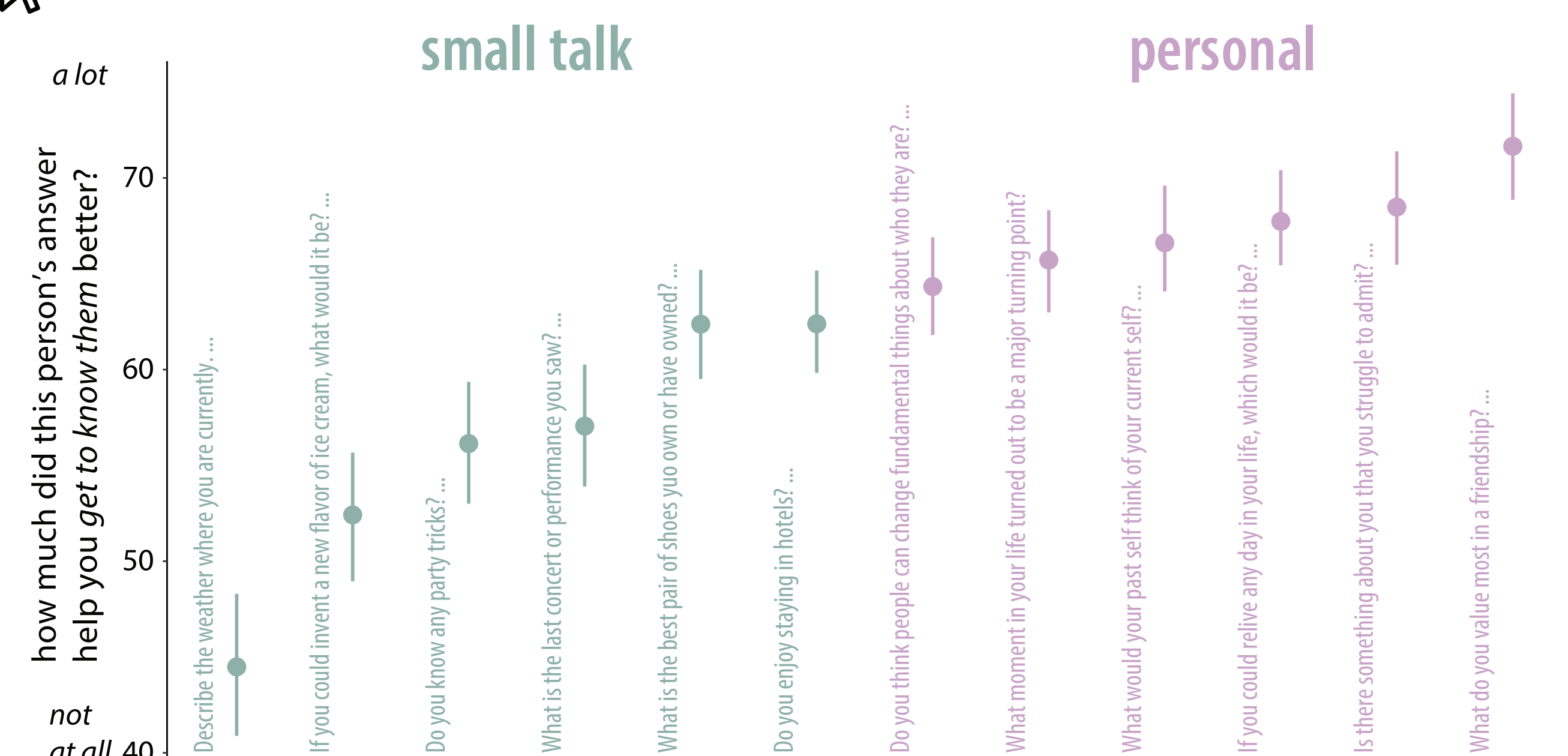
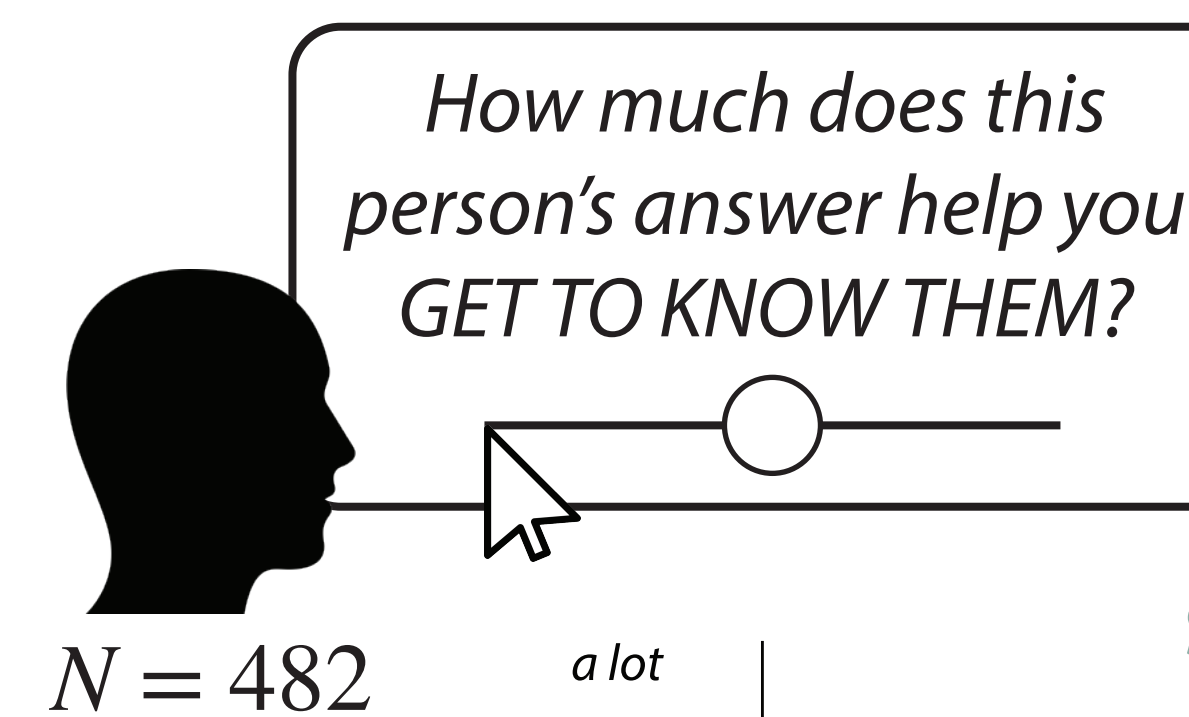
Question evaluations were consistent across people

Analyze agreement along latent dimensions



### RESULTS

Question responses reflect question depth



Responses contain information about a speaker's personality

