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The Effect of the Compliment Type on the Estimated Value of the Compliment

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INTRODUCTION

- Prosocial behavior and stranger interaction increases positivity and well-being (Sun et al., 2019)
 - Why do individuals refrain from the act of compliment giving more than other forms of prosocial behavior?
- People misinterpret the value their compliment has on others preventing them from engaging in the behavior (Boothby & Bohns, 2020)
- Those who engage in conversations with strangers see benefits and enjoyment from the interactions, even with the fear of an unpleasant conversation (Sandstrom & Boothby, 2020)
- Past researchers have found that the appearance compliments outweigh other compliment categories and results in an increased mood of the compliment recipient (Kahalon et al., 2018)

RESEARCH QUESTION & HYPOTHESIS

- Does the compliment type affect the estimation of the compliment's value on the receiver?
- Three Hypotheses:
 1. Underestimation of the giver will be seen when the compliment receiver reports their impact of the compliment to have a greater impact than the participant estimated
 2. Participants would estimate their compliment to have a less significant impact on the compliment receiver if an attire compliment was given as compared to a physical appearance compliment
 3. The impact from the second hypothesis would be greatest when a physical appearance compliment was given rather than an attire compliment

METHOD

Participants:

- 70 participants (10 excluded) signed up through SONA
 - 30 participants per condition
- 12 men, 58 women
- Age 18-22, $M = 19.01$ $SD = 1.15$

Materials and Procedures:

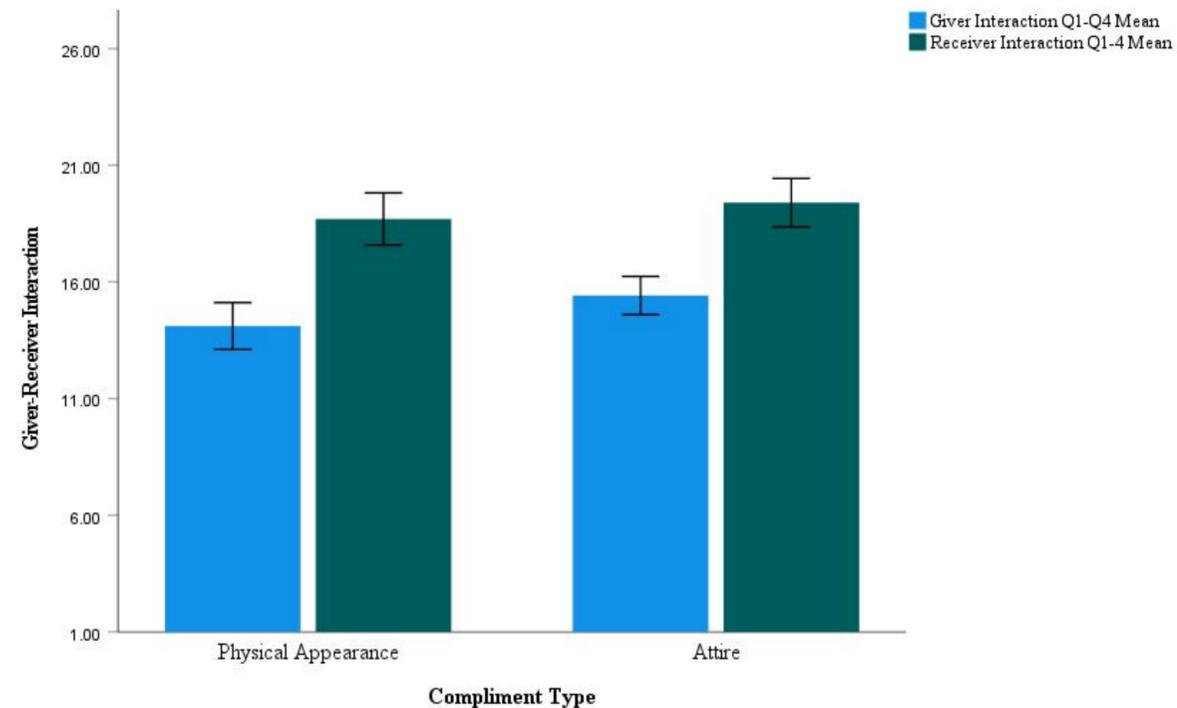
- IV - Compliment Type (attire & physical appearance)
- DV - Impact/Value reported

Material Example: Givers Pre-Experiment Questionnaire & Receivers Questionnaire

Procedure:

- Participants were given instructions and a pre-experiment questionnaire to complete before they left the lab. Once they left, participants were expected to find a 4th matched gender individual to give the assigned compliment to. After giving the compliment, the compliment receiver was asked to complete a questionnaire. Participants returned to the lab and filled out a post-questionnaire after returning the compliment receiver data

FIGURE 1



GIVERS PRE-EXPERIMENT QUESTIONNAIRE

	Not At All			Very/Very Much			
1. To what extent will the person you approach enjoy this interaction?	1	2	3	4	5	6	7
2. How good will this person feel as a result of your interaction?	1	2	3	4	5	6	7
3. How pleased will this person feel as a result of your interaction?	1	2	3	4	5	6	7
4. How flattered will this person feel as a result of your interaction?	1	2	3	4	5	6	7

RECEIVERS QUESTIONNAIRE

	Not At All			Very/Very Much			
1. To what extent did you enjoy your interaction with the person who approached you?	1	2	3	4	5	6	7
2. How good do you feel as a result of your interaction with this person?	1	2	3	4	5	6	7
3. How pleased do you feel as a result of your interaction with this person?	1	2	3	4	5	6	7
4. How flattered do you feel as a result of your interaction with this person?	1	2	3	4	5	6	7

RESULTS

Two-Way Mixed Model Analysis of Variance

- Main effect for the underestimation of a compliment's value $F(1, 58) = 67.24, p < 0.01, \eta_p^2 = 0.54$
- No main effect for compliment type $F(1, 58) = 2.73, p = 0.10, \eta_p^2 = 0.05$
- No significant interaction between the two roles, giver and receiver, and compliment type suggesting $F(1, 58) = 0.81, p = 0.37, \eta_p^2 = 0.01$

Hypotheses:

- H1 Supported
- H2 & H3 Not Supported

DISCUSSION

Key Findings:

- There was an underestimation of the compliment's value from the compliment givers
- Engaging in prosocial behavior, even with an anxiety or fear of giving the compliment, leads to a better well-being of the compliment giver and receiver

Limitations:

- Not a large enough sample size to see if there was an interaction

Future Directions:

- Future research can look further into whether compliment type plays a role in the underestimation of compliment value
- Explore gender's role in the underestimation of compliment type (Kahalon et al., 2018)

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