

Other People Judge You?

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Supplement 1b

True or False: If you're a girl whose looks are on the plain side, you'll have to get used to the idea that prettier girls have the inside track as far as men are concerned. (See number 6.)

How we judge others plays an important part in shaping the circumstances that make it harder or easier to attain our goals. But often, how other people judge us plays an even more significant role. In this True or False feature, we take a quizzical look at some of the yardsticks people use in deciding what kind of people we are.

TRUE OR FALSE?

1. Most girls think you're more of a man if you have hairy arms or a hairy chest.
2. People will feel you're more intelligent if you wear glasses.
3. Some people see you in a bad light simply because they attribute the bad qualities in their character to you.
4. People will feel more kindly disposed toward you, more willing to go along with your ideas, when the thermometer registers a certain temperature.
5. When you permit someone to do you a favor, this automatically causes him to feel differently about you.
6. If you're a girl whose looks are on the plain side, you'll have to get used to the idea that prettier girls have the inside track as far as men are concerned.

ANSWERS

1. True. Psychological studies at several leading universities have shown that there is a strong tendency for the fair sex to view the hairy arm or the hairy chest as a symbol of masculinity, and to feel that the hairier the man, the more he abounds with vigorous manliness. And it would appear that the ladies tend to be more impressed by where your hair is than by how much you've

got of it. In the words of one hirsute male commenting on the research, "It looks like one hair on the chest could be worth ten on the scalp—sex-appeal wise."

2. True. A team of British psychologists made a special study of a group of men and women

whose IQ's ranged from 100 to 150. Each person was seen briefly by independent judges who were then asked to render estimates as to each person's IQ. Subjects were rated appreciably higher on the IQ scale when they were wearing glasses than

when they were not. In longer interviews, however, the spectacles made no difference. Conclusion: Wearing glasses tends to make people think you're smarter than you really are—if you only have brief contact with them and don't say too

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