

**Personality as Manifest in Word Use: Self-report, Acquaintance Report, and Behavioral Correlates**

Lisa A. Fast  
and  
David C. Funder

For all Tables:

CAQ and RBQ item content is abbreviated.

Two acquaintances provided personality ratings of the targets, therefore, correlations between word use and acquaintance personality ratings are based on an acquaintance composite score, which is the average of the two acquaintance ratings on each CAQ item.

\*\*  $p \leq .01$ , \*  $p \leq .05$

Table 1

*Correlations between use of Sad words and self and acquaintance CAQ personality ratings*

No.	Q-Item Description	Self	Acquaintances
<i>Positive Correlations</i>			
10	Anxiety and tension find outlet in bodily symptoms	0.23**	0.12
78	Feels cheated and victimized by life	0.22**	0.21**
68	Is basically anxious	0.22**	0.19**
85	Emphasizes communication via action and nonverbal behavior	0.22**	-0.11
22	Feels a lack of personal meaning in life	0.21**	0.11
55	Is self-defeating	0.19**	0.23**
13	Is thin-skinned; sensitive to criticism	0.18*	0.15*
14	Genuinely submissive	0.18*	0.10
82	Has fluctuating moods	0.17*	0.22**
50	Is unpredictable and changeable in attitudes/behavior	0.17*	0.14
40	Is vulnerable to real or fancied threat	0.13	0.17*
43	Is facially and/or gesturally expressive	0.12	0.15*
99	Is self-dramatizing; histrionic	0.11	0.25**
79	Tends to ruminate; has preoccupying thoughts	0.09	0.17*
30	Gives up and withdraws with frustration	0.08	0.23**
45	Has a brittle ego-defense system	0.06	0.21**
73	Perceives different contexts in sexual terms	0.06	0.17*
38	Has hostility toward others	0.04	0.15*
86	Repressive and dissociative tendencies	0.01	0.16*
<i>Negative Correlations</i>			
84	Is cheerful	-0.29**	-0.14
33	Is calm, relaxed in manner	-0.22**	-0.17*
74	Subjectively unaware of self-concern	-0.20**	-0.26**
26	Is productive	-0.17*	-0.21**
24	Prides self on being "objective," rational	-0.17*	-0.05
70	Behaves in an ethically consistent manner	-0.15*	-0.11
75	Has a clear-cut, internally consistent personality	-0.10	-0.15*
42	Reluctant to commit self; delays or avoids action	-0.03	0.15*

*Note.* Examples of sad words: alone, cry, helpless, suffer, & unhappy. Split-half  $\alpha$  = .44. Vector correlation between self-and acquaintance  $r$  = .59.

Table 2

*Correlations between use of Sad words and behavioral ratings*

No.	RBQ Item Description	Correlation
<i>Positive Correlations</i>		
39	Expresses interest in fantasy or daydreams	.27**
3	Volunteers info about self	.19*
35	Expresses hostility	.19*
<i>Negative Correlations</i>		
31	Appears to regard self as physically attractive	-.18*
11	Smiles frequently	-.17*

*Note.* Examples of sad words: alone, cry, helpless, suffer, & unhappy.

Table 3

*Correlations between use of Self-references and self and acquaintance CAQ personality ratings*

No.	Q-Item Description	Self	Acquaintances
<i>Positive Correlations</i>			
44	Evaluates the motivation of others	0.27**	0.16*
43	Is facially and/or gesturally expressive	0.25**	0.20**
47	Has a readiness to feel guilt	0.24**	0.12
82	Has fluctuating moods	0.23**	0.19**
10	Anxiety and tension find outlet in bodily symptoms	0.22**	0.11
46	Engages in personal fantasy and daydreams	0.21**	0.07
68	Is basically anxious	0.21**	0.11
78	Feels cheated and victimized by life	0.18*	0.08
89	Compares self to others	0.18*	0.15*
49	Is distrustful of people in general	0.17*	0.08
79	Tends to ruminate; preoccupying thoughts	0.17*	0.08
72	Concerned with own adequacy as a person	0.16*	0.09
22	Feels lack of personal meaning in life	0.15*	0.00
56	Responds to humor	0.15*	0.00
99	Is self-dramatizing; histrionic	0.14	0.18*
50	Is unpredictable and changeable in attitudes/behavior	0.12	0.15*
34	Over-reactive to minor frustrations	0.11	0.15*
4	Is talkative	0.10	0.15*
12	Tends to be self-defensive	0.08	0.15*
45	Has a brittle ego-defense system	0.08	0.16*
38	Has hostility toward others	0.03	0.22**
67	Is self-indulgent	0.01	0.18*
<i>Negative Correlations</i>			
74	Subjectively unaware of self-concern	-0.24**	-0.16*
84	Is cheerful	-0.19**	-0.07
71	Has a high aspiration level for self	-0.16*	0.02
70	Behaves in an ethically consistent manner	-0.16*	-0.04
60	Has insight into own behavior	-0.15*	-0.01
8	Appears to have a high degree of intellectual capacity	-0.15*	-0.02
97	Is emotionally bland; has flattened affect	-0.13	-0.18*
91	Is power oriented; values power in self and others	-0.07	0.18*
100	Does not vary roles	-0.05	-0.17*
29	Is turned to for advice and reassurance	-0.02	0.12
11	Is protective of those close to him/her	-0.01	0.20**

76	Projects own feelings and motivations onto others	-0.01	0.15*
----	---	-------	-------

*Note.* Examples of self-references: I, me, my, & myself. Split-half  $\alpha = .84$ . Vector correlation between self and acquaintance  $r = .52$ .

Table 4

*Correlations between use of Self-references and behavioral ratings*

No.	RBQ Item Description	Correlation
<i>Positive Correlations</i>		
3	Volunteers info about self	.29**
16	Shows high enthusiasm and energy	.29**
57	Speaks in a loud voice	.22**
38	Is expressive in face, voice, or gestures	.21*
21	Is talkative	.20*
43	Seems to enjoy the interaction	.19*
50	Behaves in a cheerful manner	.19*
33	Expresses warmth	.17*
44	Says or does interesting things	.17*
63	Acts playful	.17*
<i>Negative Correlations</i>		
41	Keeps partner at a distance	-.28**
61	Seems detached from the interaction	-.26**
9	Is reserved and unexpressive	-.23**
31	Appears to regard self as physically attractive	-.21*
32	Acts irritated	-.21*
4	Seems interested in what partner says	-.21*
18	Talks at rather than with partner	-.19*
23	Shows signs of tension and anxiety	-.17*

*Note.* Examples of self-references: I, me, my, & myself.

Table 5

*Correlations between use of Articles and self and acquaintance CAQ personality ratings*

No.	Q-Item Description	Self	Acquaintances
<i>Positive Correlations</i>			
90	Is concerned with philosophical problems	0.27**	0.11
98	Is verbally fluent; can express ideas well	0.26**	0.11
16	Is introspective and concerned with self as an object	0.21**	0.06
83	Able to see the heart of important problems	0.21**	0.01
77	Appears straightforward, candid in dealing with others	0.21**	0.10
72	Concerned with own adequacy as a person	0.20**	0.04
8	Appears to have a high degree of intellectual capacity	0.20**	0.04
82	Has fluctuating moods	0.19**	0.00
39	Thinks and associates ideas in unusual ways	0.18*	0.09
71	Has a high aspiration level for self	0.16*	0.02
52	Behaves in an assertive fashion	0.16*	0.17*
44	Evaluates the motivation of others	0.16*	0.02
87	Interprets clear-cut situations in complicated ways	0.16*	0.00
3	Has a wide range of interests	0.16*	0.16
66	Enjoys esthetic impressions	0.15*	-0.01
51	Genuinely values intellectual matters	0.15*	0.23**
1	Is critical, skeptical, not easily impressed	0.15*	0.04
5	Behaves in a giving toward others	0.05	0.15*
24	Prides self on being "objective," rational	0.05	0.18*
<i>Negative Correlations</i>			
14	Genuinely submissive	-0.24**	-0.02
84	Is cheerful	-0.20**	-0.09
86	Repressive and dissociative tendencies	-0.16*	-0.01
81	Is physically attractive; good-looking	-0.13	-0.20**
93	Behaves in a gender-appropriate style and manner	-0.13	-0.19**

*Note.* Examples of articles: an & the. Split-half  $\alpha = .73$ . Vector correlation between self and acquaintance  $r = .43$ .

Table 6

*Correlations between use of Articles and behavioral ratings*

<b>No.</b>	<b>RBQ Item Description</b>	<b>Correlation</b>
<i>Positive Correlations</i>		
54	Speaks fluently	.38**
21	Is talkative	.31**
17	Shows a wide range of interests	.30**
42	Shows interest in intellectual matters	.30**
57	Speaks in a loud voice	.29**
16	Shows high enthusiasm and energy	.28**
6	Dominates the interaction	.27**
44	Says or does interesting things	.26**
24	Exhibits a high degree of intelligence	.24**
8	Exhibits social skills	.23**
3	Volunteers info about self	.21*
5	Tries to control the interaction	.21*
38	Is expressive in face, voice, or gestures	.19*
56	Competes with partner(s)	.18*
<i>Negative Correlations</i>		
19	Expresses agreement frequently	-.37**
45	Says negative things about the self	-.35**
22	Expresses insecurity	-.29**
61	Seems detached from the interaction	-.28**
51	Gives up when faced with obstacles	-.27**
14	Exhibits an awkward interpersonal style	-.26**
23	Shows signs of tension and anxiety	-.26**
31	Appears to regard self as physically attractive	-.26**
27	Seeks reassurance from partner	-.24**
41	Keeps partner at a distance	-.23**
37	Behaves in a fearful manner	-.23**
1	Aware of being on camera	-.21*
47	Blames others	-.21*
9	Is reserved and unexpressive	-.20*
30	Seeks advice from partner	-.20*
52	Behaves in a gender stereotyped manner	-.17*

*Note.* Examples of articles: an & the.