



How Do Thinking Styles Relate To Our Trust In First Impressions?



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Introduction

How do we Define Thinking Styles?

- The Dual Process theories regarding reasoning state that there are 2 independent types of thinking that happen when processing information (Evans & Stanovich, 2013).
- Research tends to define *Type 1 (Intuitive) thinking* as Autonomous; Associative; Experience Based; Biased. *Type 2 (Analytical) thinking* requires working memory, is reflective, slow and conscious (Evans & Stanovich, 2013).
- Epstein et al. (1996) states that each person can lean on one process more than the other when processing external information.

How do we define Trusting First Impressions?

- Attitude Certainty details one's ability to assess whether their attitude towards something is apparent to them and subjectively correct (Petrocelli & Rucker, 2007).
- Derived from this metacognitive (how we perceive our own thought processes) assessment we define *trust in first impressions* as your self-assessed ability in forming first impressions.
- We measure trust in first impressions as the level of certainty that one's first impressions are correct

Our first hypothesis for this study ascertained that intuitively leaning thinkers were more likely to trust their first impressions. Our second mirrored that, stating that reflective leaning thinkers were less likely to trust their impressions.

Methods

Participants:

- Age ($M = 41.87, SD = 13.563$)
- Gender: 159 male participants, 155 female participants, 5 non-binary/other gender participants

Procedures:

- Using Qualtrics, my team constructed a survey with 19 different measures, then distributed it by using Prolific. Participants were given \$8/hourly in relation to the time spent on the survey.
- Before taking the survey, participants were asked to read a consent form from the project and confirm their consent.

Measures:

- Trust in First Impressions Scale:** 6 item self-reported measure on a Likert Scale where 1 = Strongly Disagree and 7 = Strongly Agree, formulated to assess trust in first impression formation; $\alpha = .904$
 - I trust my first impressions.
 - My first impressions are accurate
 - My first impressions are inaccurate (reversed)
 - My first impressions are trustworthy
 - My first impressions aren't trustworthy (reversed)
 - I believe in my first impressions
- Cognitive Reflection Test (CRT):** 3-item test used to behaviorally measure a person's tendency to lean on their intuitive or analytical thinking processes. With this test, there are only 2 answers that are typically included in these results. Either an intuitively wrong answer choice, or an analytically correct answer. (Frederick, 2005)
 - A bat and a ball cost \$1.10 in total. The bat costs \$1.00 more than the ball. How much does the ball cost?
 - Correct (Analytical) Response: 5 cents
 - Incorrect (Intuitive) Response: 10 cents

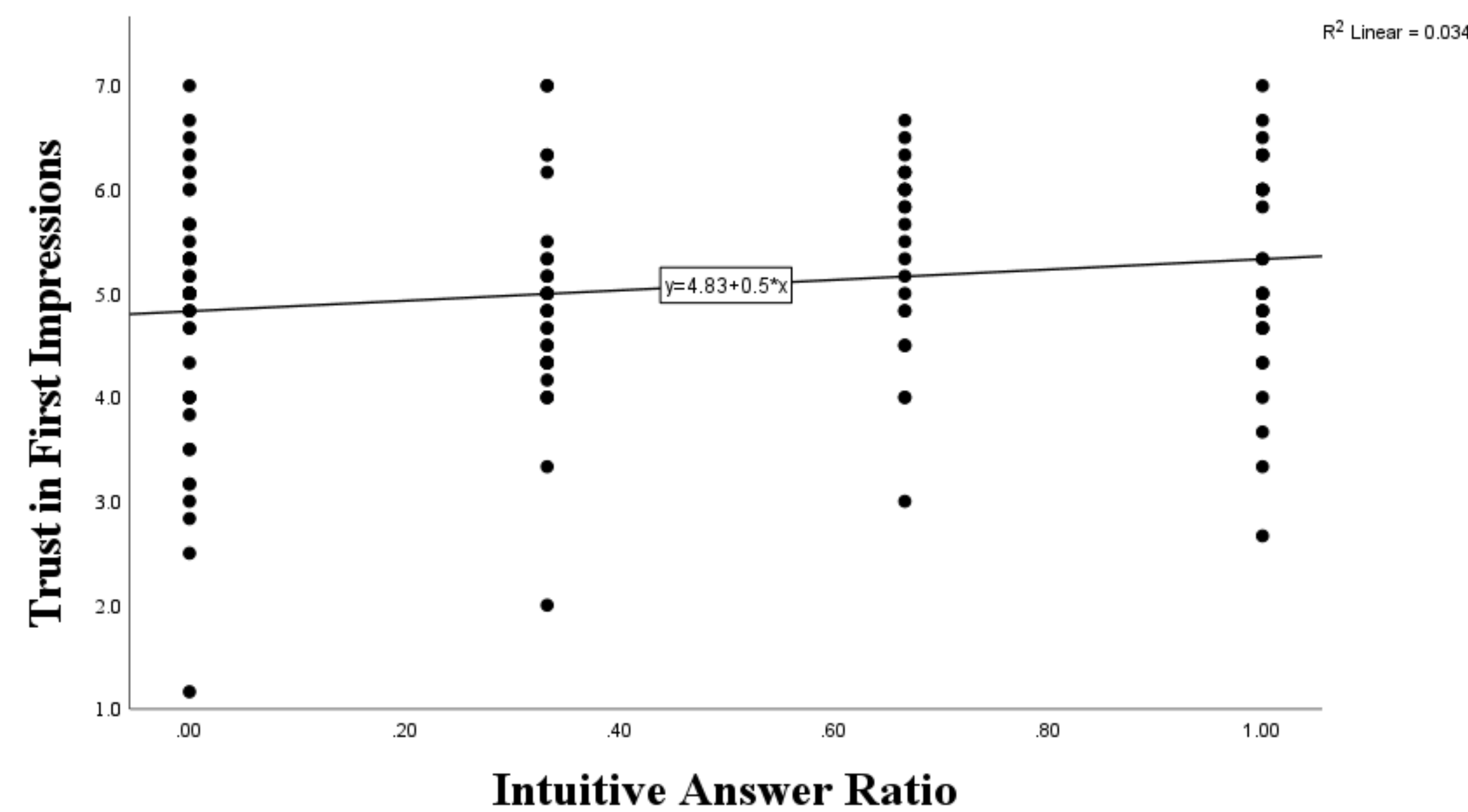
Results

Intuitive Comparison

- Participants with more Intuitive answers tended to self-report higher levels of Trust in First Impressions, $r = .184, p = .030$

Figure 1

Scatterplot For The Correlation Between Intuitive Answer Ratio and Trust in First Impressions

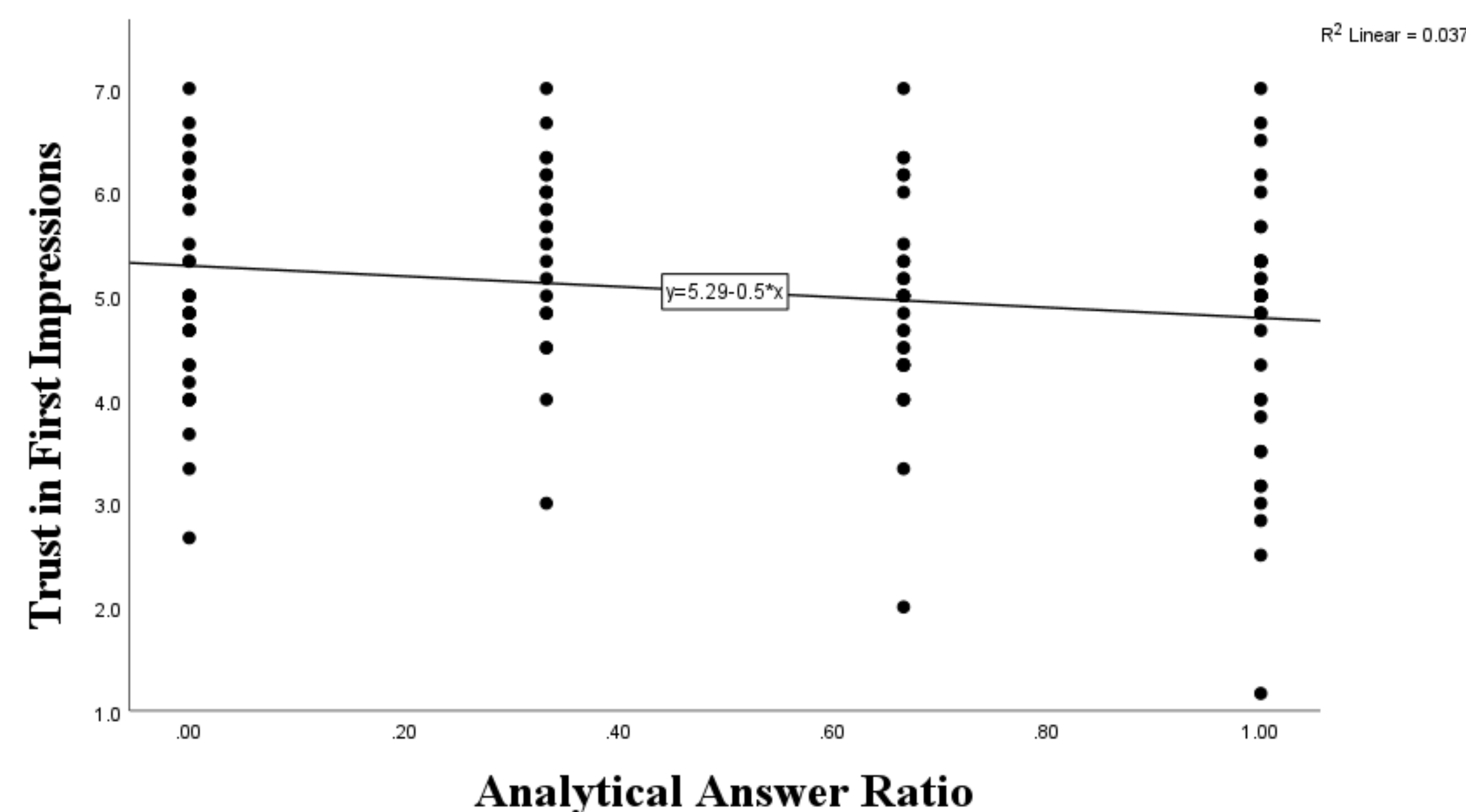


Analytical Comparison

- Participants with more Analytical answers tended to self-report lower levels of Trust in First Impressions, $r = -.192, p = .023$

Figure 2

Scatterplot For The Correlation Between Analytical Answer Ratio and Trust in First Impression Formation



Discussion

Implications

- Our results were consistent with our hypotheses.
- There seems to be a connection between thinking styles and trust in first impressions.
- In particular, intuitive thinking may be an obstacle in having accurate impressions derived from their first impressions regarding another person.
- So, people that lean on this thinking style may have less motivation to seek out alternative explanations for their first experiences with a person.
- On the other hand, using analytical thinking may allow people to dissect the validity of their first impressions by slowing down.

Limitations

- The use of CRT has been put into question in relation to determining intuitive leaning thinking styles (Pennycook et al. 2016)
- With the use of split scales for Trust, one of our scales seemed to be less reliable/valid, halving our pool of participants.
- Due to the gap in literature for Metacognition of First Impression Formation, there's potential for error in the creation process for terms and scales.

Future Directions

- Future research could test for a causal relationship between these two variables by creating interventions that'll help foster analytical thinking patterns on intuitive leaning thinkers to help reduce trust in first impressions.
- Additionally, with the relation between analytical thinking responses in CRT and education (Pennycook et al. 2016), future research may check for a confounding factor in education when analyzing analytical thinking styles.
- Finally, studies may create comparative scales to expand upon terms created for this study, or use the same scale with differing demographics, whether that be expanding the participant pool or focusing on specific groups of individuals

References

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