



Asking the right questions? What people learn about strangers in conversation

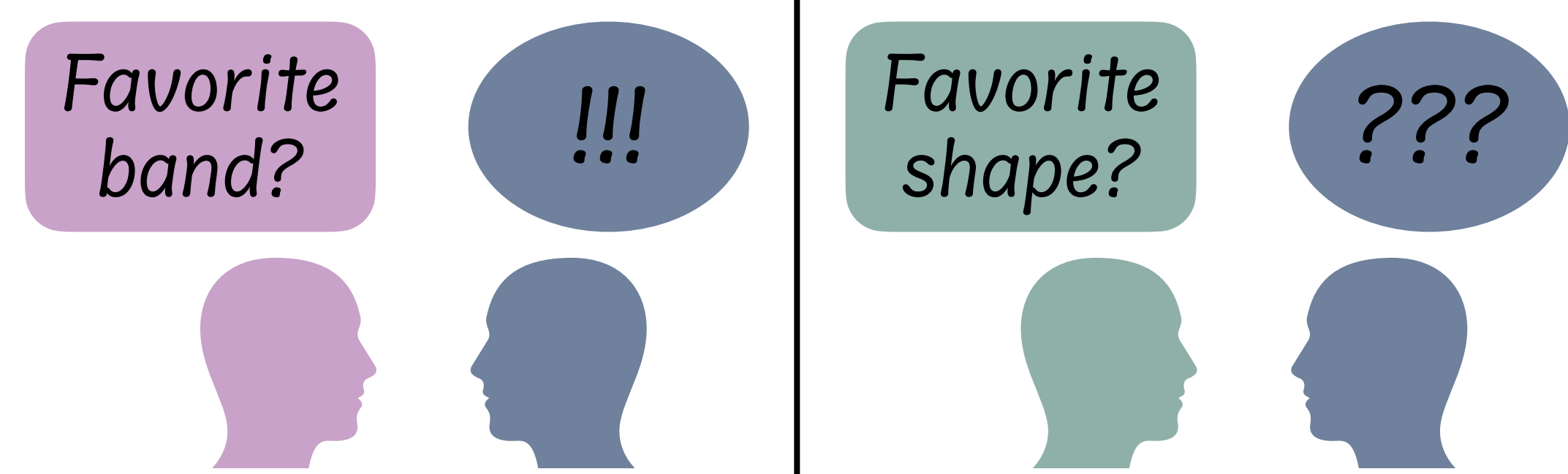


DARTMOUTH

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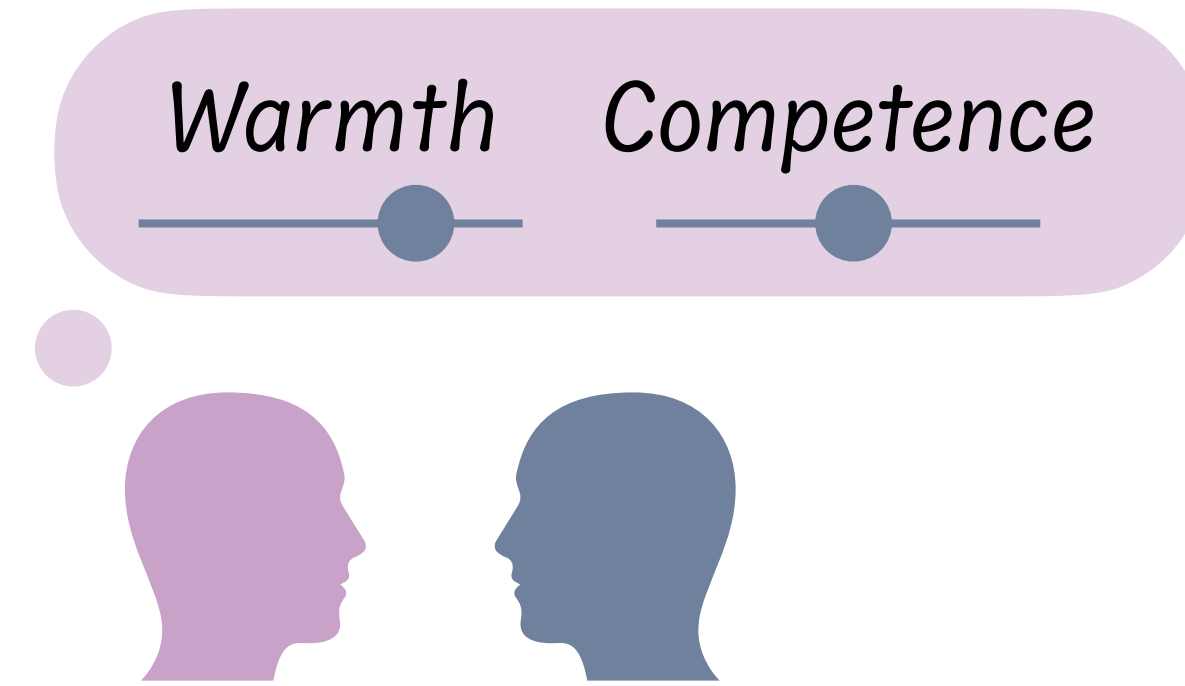


How do we get to know other people?

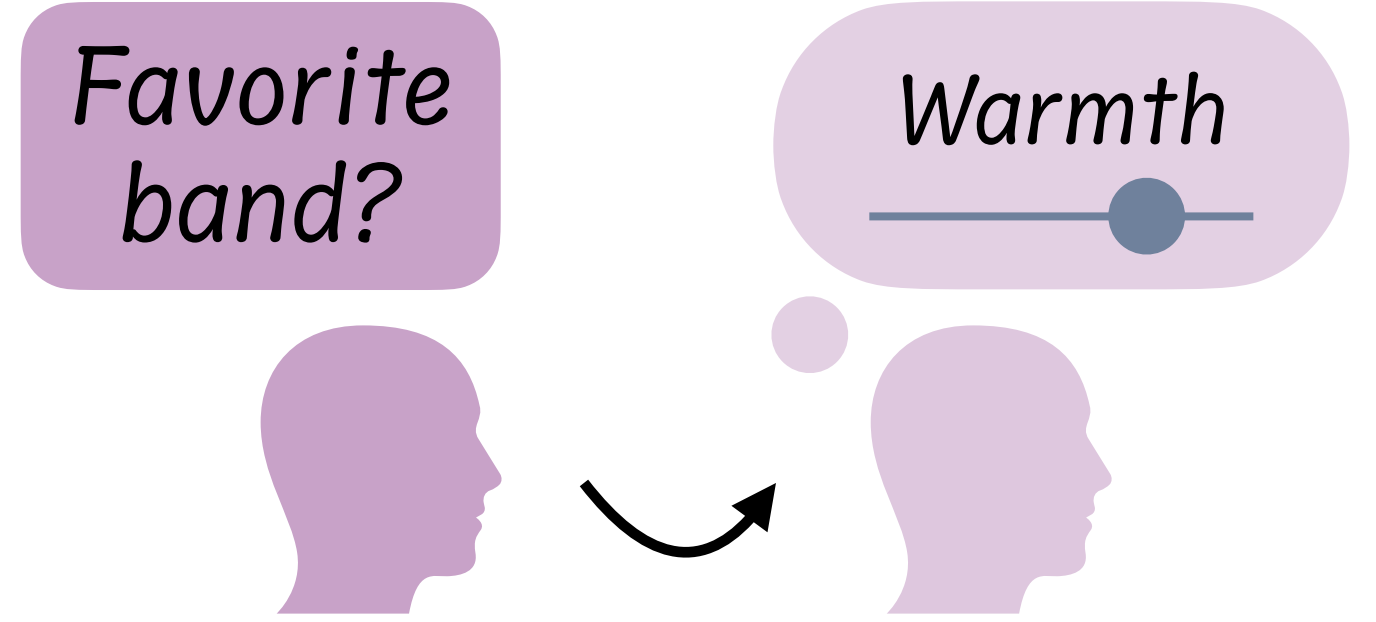


It matters *which* questions you ask...but *why*?

We represent other people
with abstract *traits*

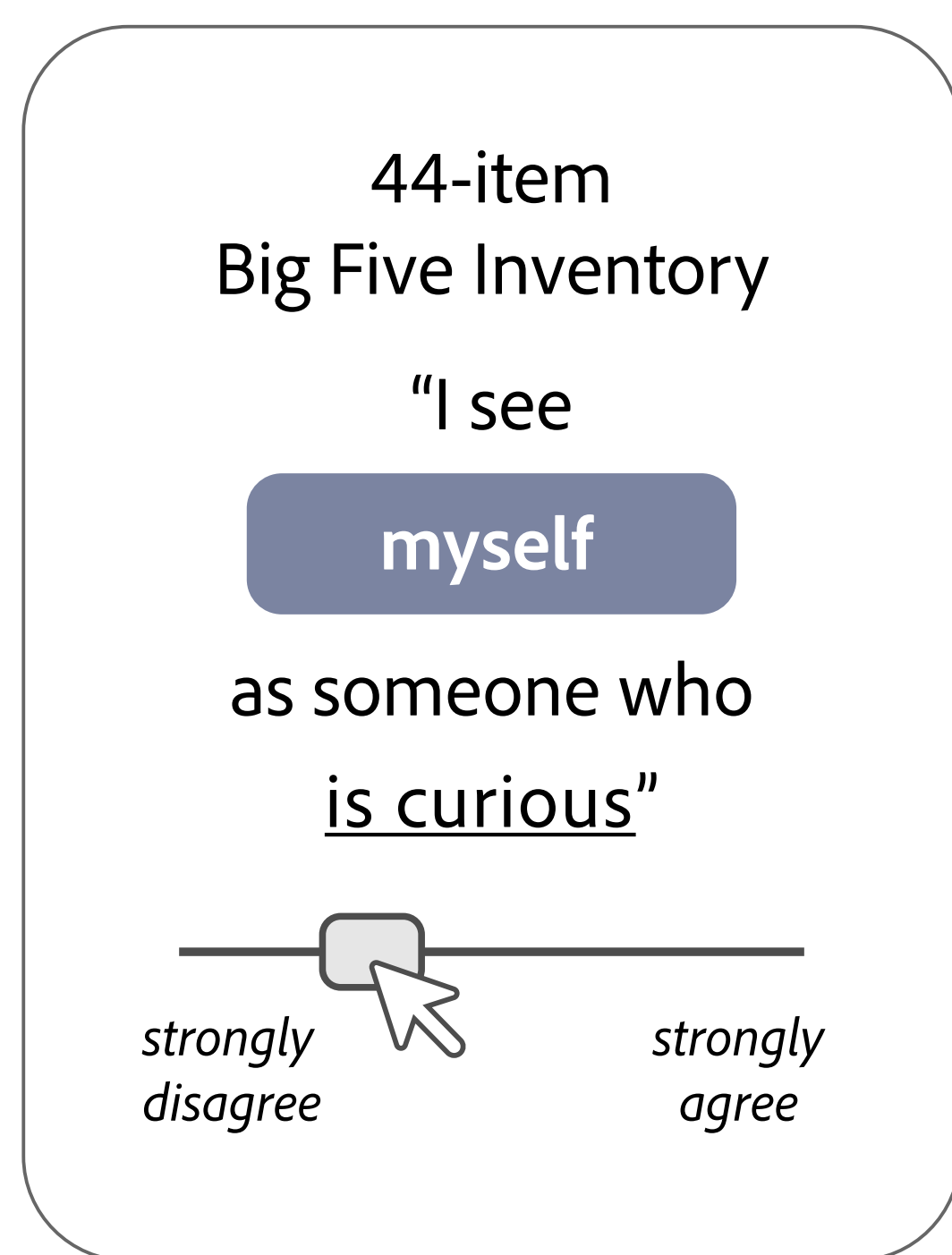


Does asking the right
questions help us learn
trait representations?

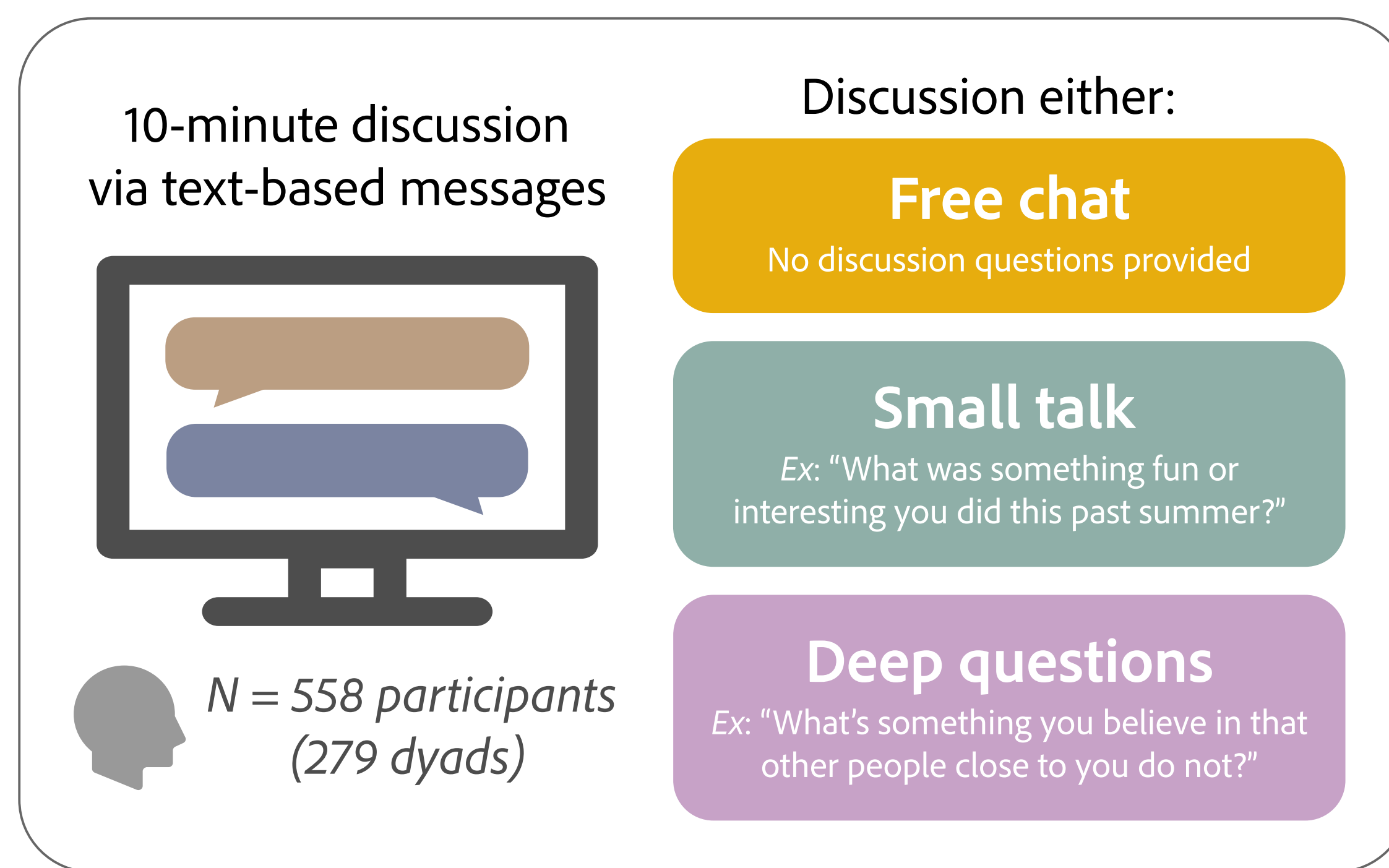


METHODS

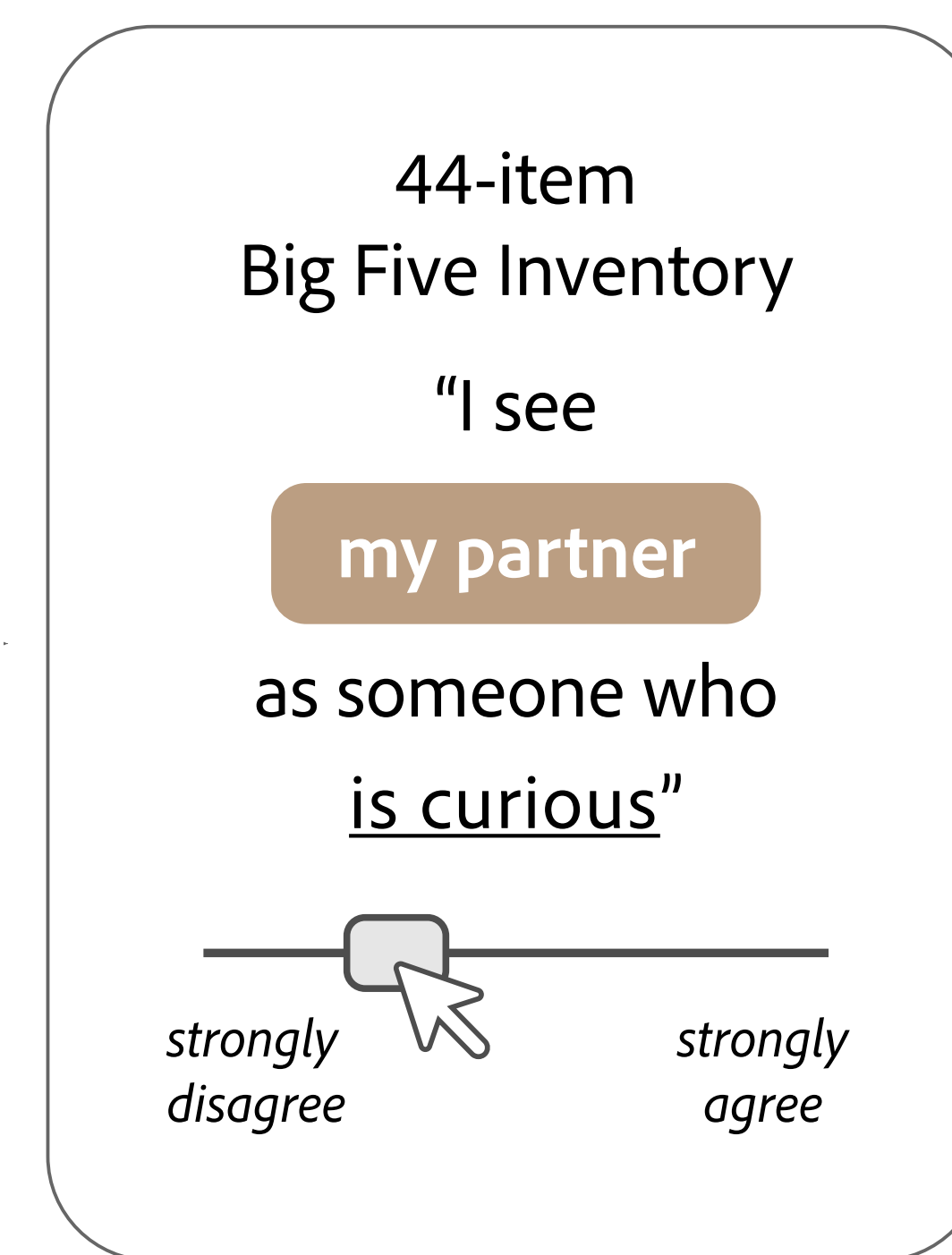
Indicate your personality



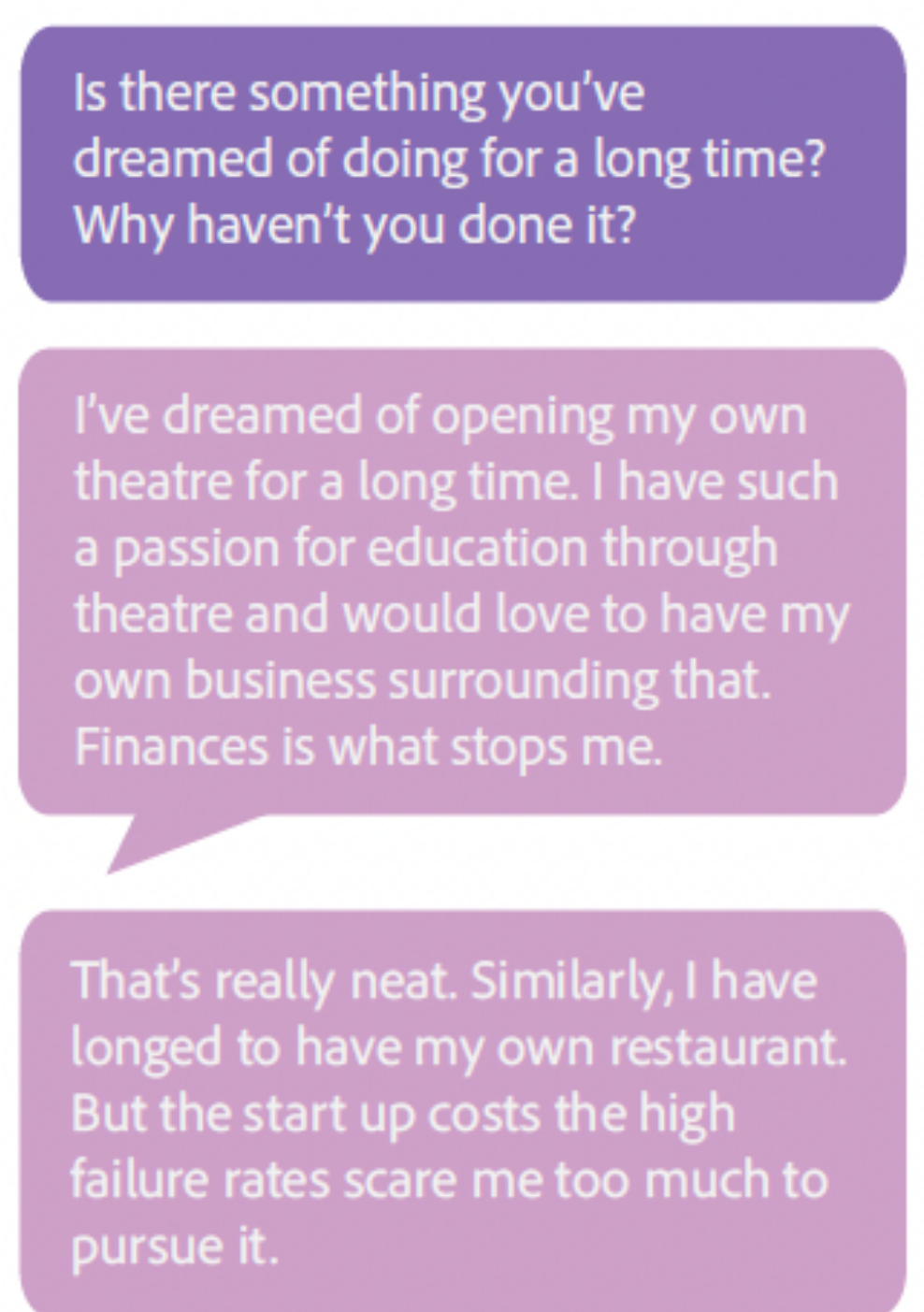
Get to know a stranger



Predict partner's personality

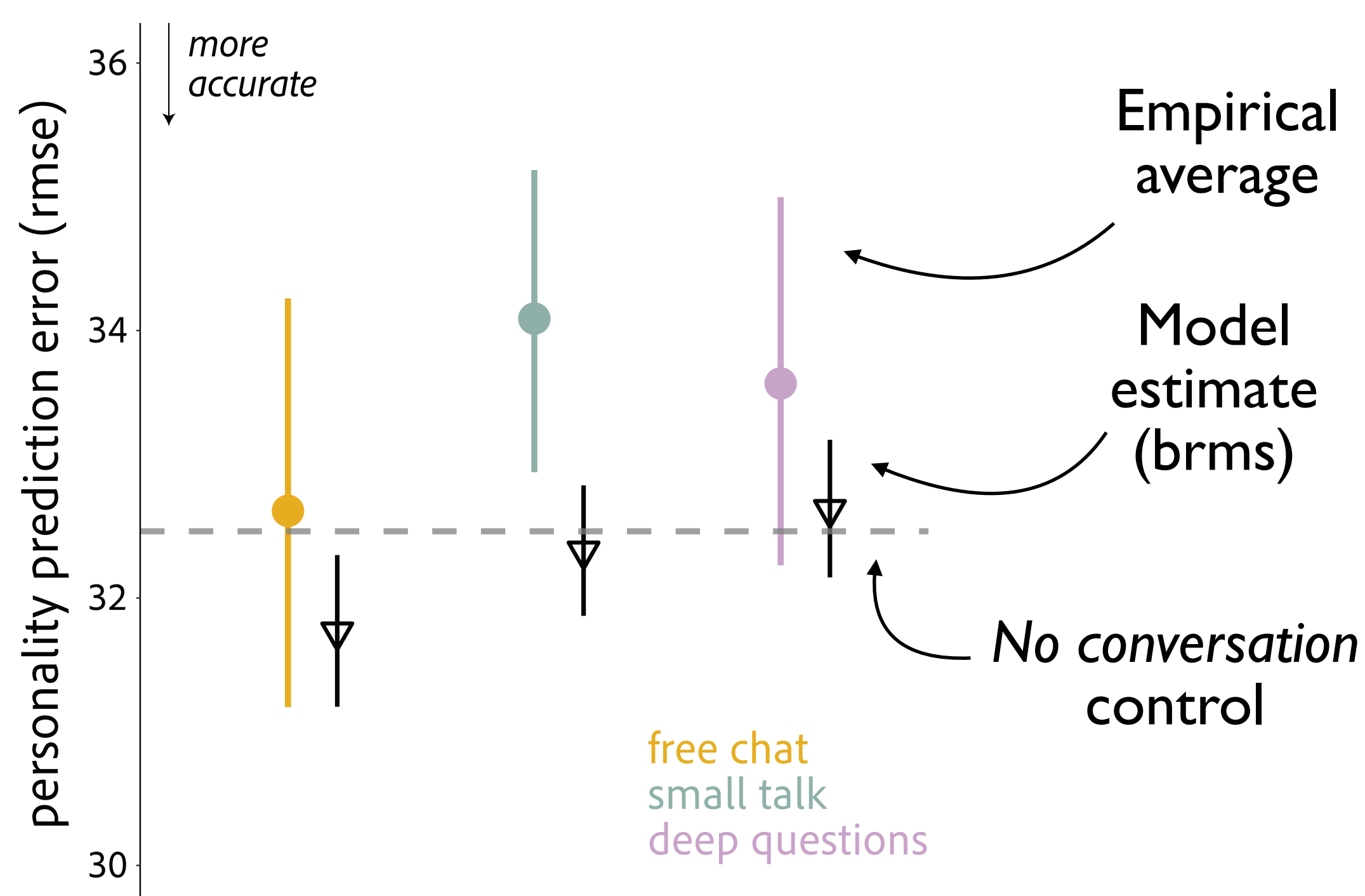


Example: Deep

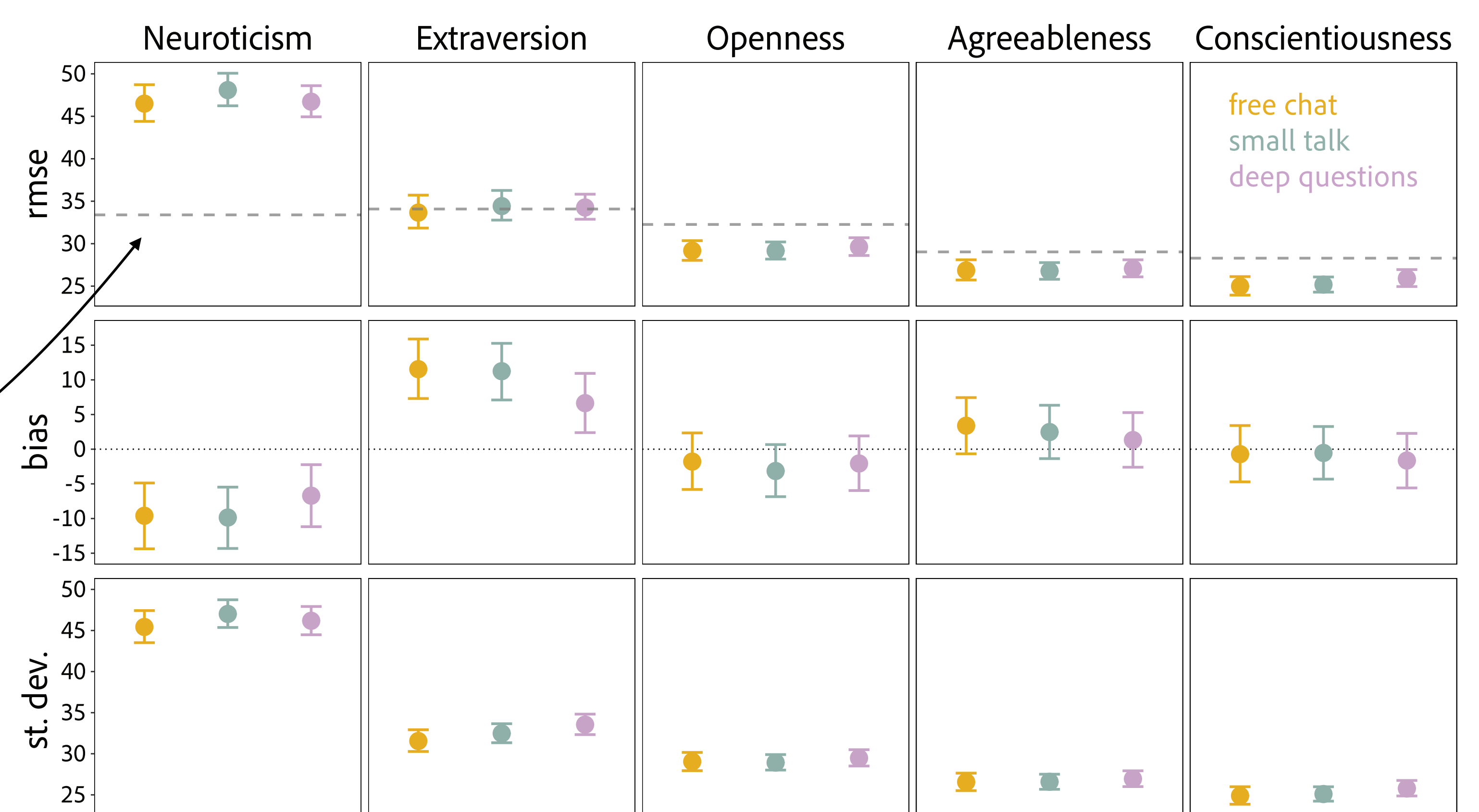


RESULTS

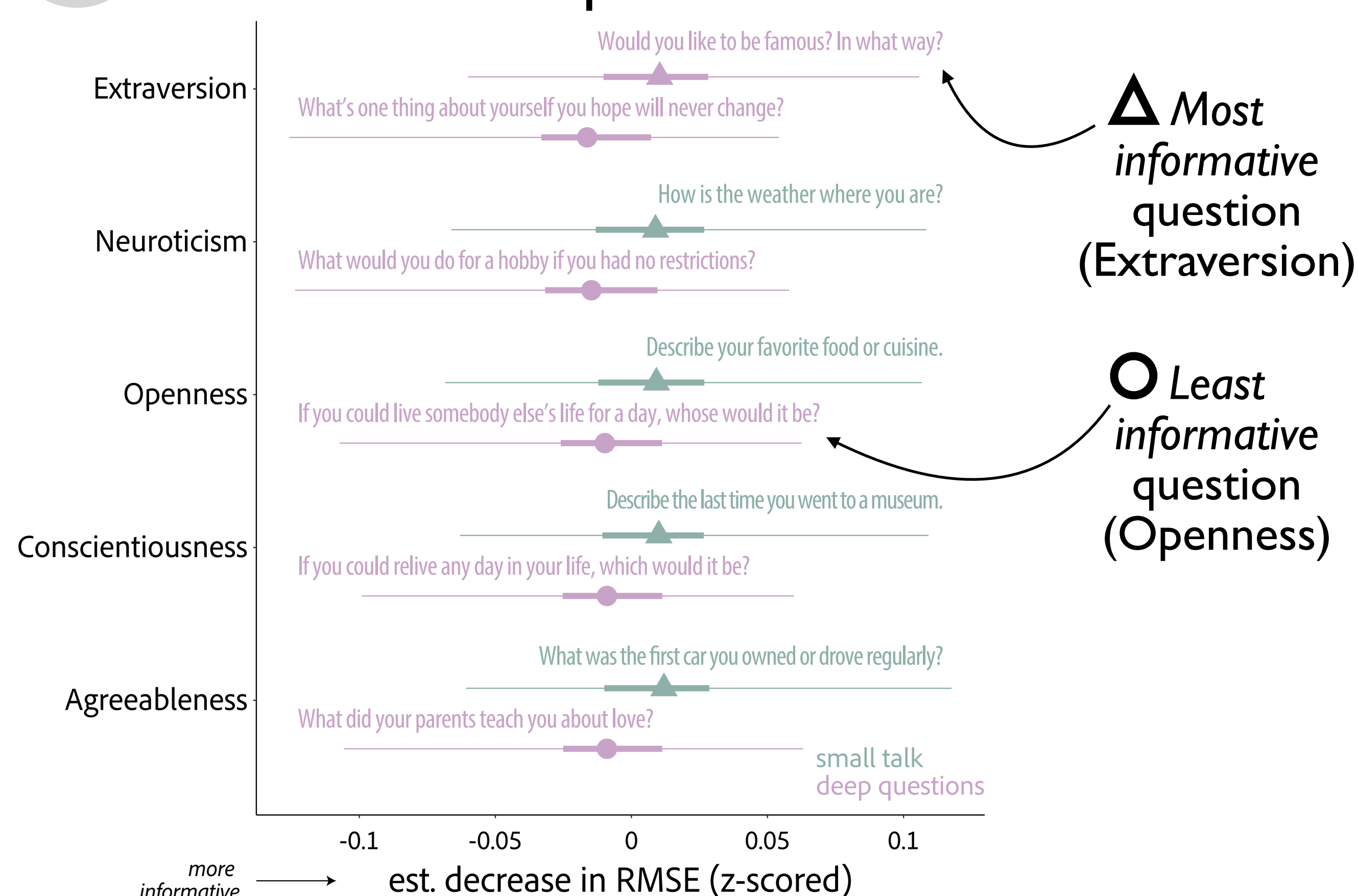
I Discussing *deep questions* did not lead to
more accurate personality inferences



II Conversation helped people learn some
individual traits, while obscuring others



III Most and least *informative* questions did not
reflect deep-small talk distinction



IV People learned more about their partner when they
were similar, and when their partner shared more

