bro0796X_ch04_101-142 5/17/05 11:32 AM Page 103 Nish_05:Desktop Folder:Sanjeev 17/5/05:

Social Judgment

103

TABLE 4.1	Likeableness Ratings for Eight Adjectives
Trait	Likeableness Rating
Sincere	5.73
Honest	5.55
Thoughtful	5.29
Reasonable	5.00
Ambitious	4.84
Artistic	4.00
Persuasive	3.74
Painstaking	3.45

Source: N. H. Anderson (1968).