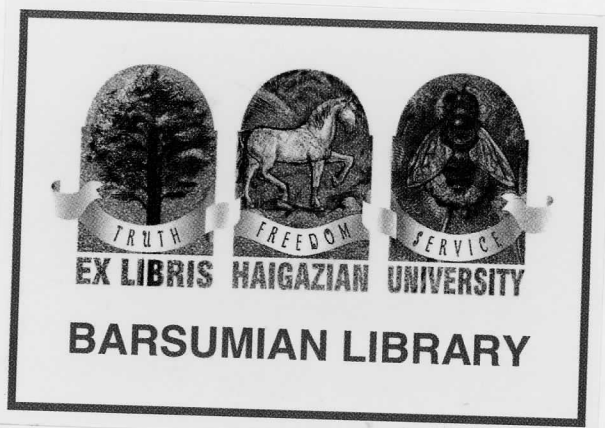


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Interrelationships between Personality and Social Variables and Pick up Line Preferences

Marina Hakimian

A Thesis submitted to the faculty of Social and Behavioral Sciences in partial fulfillment of the requirements for the Master of Arts in Psychology - Emphasis: Clinical Psychology at Haigazian University

Beirut-Lebanon

June 1, 2012

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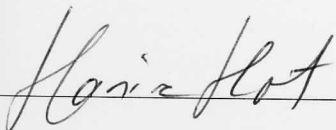
Interrelationships between Personality and Social Variables and Pick up Line Preferences

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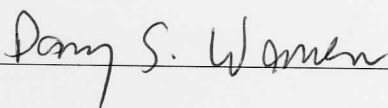
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ACKNOWLEDGMENTS

DEDICATION

To my parents, for their unconditional love and support.

To my future husband, Rabih for being my inspiration throughout this journey.

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Abstract

The current study examined women's responsiveness to various pick up lines. 194 females imagined being approached by a hypothetical stranger using one of the three pick up line types: Flippant, innocuous and direct. Supporting sex role socialization women preferred being approached by innocuous lines, on the other hand males preferred the use of direct lines. Flippant lines were not favoured by both genders, as it conveyed low trustworthiness and lack of social skills in the line user. Moreover, lower ratings were given to the perceived trustworthiness, sociability, sense of humour and intelligence when the line used was flippant. Contrary to the hypothesis, no relationships between Eysenck PEN variables and religion on one hand and responsiveness to pick up lines on the other were obtained, suggesting the weight of the pick up lines that overruled the personality variables and religion.

Chapter 1

Introduction to the Chapter

Human relationships have been the interest of many researchers for so many years. The initial stages of relationship development involve complex processes that deserve close attention. Human relationships, specifically romantic encounters, begin primarily with an initial meeting, during which eye contact is the first occurrence. During the initial encounter, verbal exchange involving first attempts to initiate a conversation are observed. Opening lines such as: “Hi” or “Do I know you”, are among the most successful commonly used attempts that initiate a conversation between two persons. The first seconds of this encounter is sufficient to make inferences of traits and attributions regarding the initiator of the conversation. First impressions can be formed in such a short time that can be resistant to change, and can in fact be the only criteria to continue or discontinue the conversation with the stranger.

Differences in the way a person speaks, the words used, the accent and the tone utilized can convey personality traits that allow a person to make judgements during any social encounter. This sheds light on the interconnection between personality and language, as word choices may reflect stable personality processes. Funder (2001), defined personality as being “an individual’s enduring patterns of thought, emotion and behaviour”, and language has been defined by the Merriam-Webster Online Dictionary, as being “a systematic means of conveying thoughts and emotions” (2005). Thus, the interrelationship between personality and language use is necessary to explain the variability in responsiveness of individuals to certain types of the initial opening lines identified in this research as pick up lines.

To signal romantic interest and as an attempt to meet potential partners, individuals often rely on a pick up line as a preliminary approach (Cunningham & Barbee, 2008). Pick up lines, are statements or questions used by a person to convey interest in another person to

signal future interaction. Common experience tells us that some types of pick up lines are favoured by women more than others. This paper focused on three types of lines; flippant, innocuous and direct lines that are commonly used by men to convey their interest in women. Flippant lines include statements that convey vulgar humour and sometimes sexual intent such as: "Isn't it cold? Let's make some body heat". Innocuous lines are indirect lines such as: "Are you a student here?" often used as a means to avoid rejection. Direct lines are straight forward, implying the real intention of the user, such as: "I have seen you from abroad, would you like to have coffee with me sometime this weekend?"

To begin with, since women are often the recipients of these lines, their preferences of these lines were assessed while being approached by a stranger. It is important to note that only hypothetical encounters have been considered in this study; no actual meetings have been observed.

Next, a group of male participants were investigated for their preferences regarding the use of these lines, to check for gender differences between what women prefer and what men generally use. Moreover, personality factors of women were assessed to examine if they had any effect on their preferred approach. Further to this, religious differences have been investigated to test whether religion has any role on people's responsiveness to pick up lines, since religion identifies an individual's conservativeness or openness to various social issues. Finally, the paper attempted to explore what trait attribution women make about men on basis of the particular pick up lines they use.

Background of the Study

Relationships often begin and evolve in various manners. Some start with eye contact, followed by attraction, infatuation and end up in love, others begin by one night stands that often end up the next morning, or might evolve to a successful relationship.

Recent studies in this context involved the investigation of pick up lines that were used to initiate conversation in romantic encounters. The first study ever made in this context involved the experimenter's use of the statement "Hi" to women in a bar (Glenwick, Jason & Elman, 1978). The purpose was to examine to what extent these women liked this attempt. Results showed that 63% of the participants responded positively to the attempt. Further research has been conducted by Kleinke, Meeker and Staneski (1986) that involved collecting pick up lines commonly used in general or specific situations. This resulted in the categorization of these lines into three types: flippant, innocuous and direct lines. The researchers attempted to investigate which pick up lines are more effective in romantic encounters. The Experiments have been conducted in various contexts: bars, beaches, laundromats, and supermarkets. Results showed that the flippant lines received the least ratings. Why do men still use these lines though? It could be that some flippant lines convey some kind of humour that to some would appear attractive. Cunningham (1989) investigated pick up lines used by women directed towards men. Since women are often the recipients of pick up lines, it was interesting to find what happens when males become the recipients of these lines. Results showed that flippant lines were the least favoured by men; however, men tend to prefer flippant lines more than women, since they focus more on the line user's attractiveness rather than the line being used.

Similar researches attempted to examine responsiveness of women to various pick up lines, as a function of their personality characteristics. Cooper and Colleagues (2007) conducted a research and found that female responsiveness to pick up lines is highly related to their personality factors. Their results showed that women high in extraversion preferred the male leaders, those high in psychoticism preferred the bad mates. Women high in neuroticism preferred the nice guys.

The vast literature on mate selection process from an evolutionary perspective, places great importance on criteria men and women seek to find in a potential partner. The evolutionary theory of mate selection proposes that, men in general attach great importance to the physical attractiveness of a partner, while women look for status and availability of resources in a man. Characteristics such as kindness, understanding, intelligence and so forth are among the many characteristics that men and women consider as highly desirable in relationships. The words men use during their first approach allow women to make inferences regarding the line user's character. In this context, characteristics such as intelligence, sense of humour, sociability and trustworthiness are among the traits that women desire the most in their potential mates. A recent research in this area was conducted by Senko and Fyffe (2010) in which, participants were asked to rate their likelihood of continuing a conversation after receiving various pick up lines from strangers. However, mention of the line user's attractiveness was included in the scenario, in which the participants were further asked to indicate the type of relationship they were seeking; long term or short term. Moreover, participants were asked to rate the target on several trait attributes such as intelligence, sociability, trustworthiness and sense of humour. Results showed that the ratings of these attributes varied as a function of the target's attractiveness and the pick up line used. Strategic pluralism theory explains the concept of mate selection criteria by stating that preferences differ on the type of relationship being sought, meaning that pick up line preference relies on the type of relationship that a person is seeking; long term or short term. A specific report of a finding by Buunk, Dijkstra, Fetchenhauer and Kenrick (2002) investigated preferences in relationship involvement levels. Among these are: sexual fantasy, one night stand, being in love, serious relationship and marriage. It was found that when the level of relationship involvement decreases, both men and women tend to place a high importance on the physical attractiveness of the partner, and less importance on the partner's intelligence. Concerning

education, both sexes lower their criteria whenever relationship involvement level decreases. Moreover, men preferred mates who were more attractive than themselves. Women preferred mates who are higher in income, status, intelligence and education. In the present study however, the initial encounter is observed by assessing the responsiveness to pick up lines in a hypothetical partner with no reference to the type of relationship being sought and neither the line user's attractiveness. The present research sought to assess the pick up line preference, uncontaminated with extraneous factors.

The above studies serve as an introduction to the vast literature review of pick up lines that will be discussed in the coming pages. It is worth mentioning that all the studies mentioned in this research are carried out in the West. Whether their results can be generalized in the Middle East, particularly in Lebanon, a country where there is cultural diversity and religious differences, would indeed be an interesting finding.

The Problem Statement

This research is a partial replication of the study conducted by Senko and Fyffe (2010). The participants in their research were 70 female students (mean age= 21 yrs.) from a northeastern university. In the current study the female participants were randomly selected from two major universities in the area of Hamra, from a local firm in the same area, and a local gym in the area of Mtayleb. The present study examined a more diverse and older sample (mean age= 29.72 yrs.) than the one used earlier. The sample consisted of a combination of students, working women, and housewives of various ages. This study investigated the responsiveness of women solely to the pick up lines used; no further information about the line user has been stated. As mentioned earlier, this was done in an attempt to investigate whether pick up lines alone are enough to make relevant judgements of the user.

The previous study of Senko and Fyffe examined only women's impressions of the pick up lines. The current study tested for possible gender differences in the preferences of pick up lines.

Another earlier research attempted to examine whether personality factors can have an effect on responsiveness to pick up lines (Cooper, 2007). Results showed that responsiveness of females to pick up lines as well as their ratings of the Dating Partner Preference Test adjectives in fact varied as a function of the women's personality characteristics. Similarly, the current study attempted to investigate whether personality factors of women are related to their responsiveness and preferences of pick up lines.

Earlier researches showed that the use of pick up lines and the responsiveness to them is determined by a person's sociosexuality or sociosexual orientation (Gangestad & Simpson, 1991). According to the authors the term sociosexuality refers to the difference in individuals in their willingness to have sexual relationships with partners without being in a committed relationship. Individuals with an unrestricted sociosexual orientation show greater willingness to engage in sex without demanding love, commitment and emotional stability. On the other hand, individuals with a restricted sociosexual orientation are less likely to engage in casual sex, they prefer to be in a committed, stable relationship to do so. In this context, the researchers speculated that the use of unattractive pick up lines is directed towards women who are sociosexually unrestricted. Given that in our framework sociosexuality was not assessed, religion has been utilized to determine the restrictiveness of individuals. This study attempted to test whether religious differences have a particular effect on female responsiveness to various pick up lines.

To test whether previous research can be applied in Lebanon, a set of hypotheses was generated through previous empirical researches and theory.

Previous research showed that women prefer to be approached by direct/ innocuous lines more than flippant lines (Kleinke, Meeker, Staneski, 1986). Moreover, earlier research showed that due to sex role socialization, males are expected to use direct and assertive approaches (Maccoby and Jacklin, 1974). However to avoid rejection, they tend to use innocuous indirect ways (Greene, 1980). It was also found that women give higher ratings to trait attributes believed to be found in a male target if he used direct and innocuous lines compared to flippant lines (Senke & Fyffe, 2007). In addition to this, personality factors of women are believed to play a significant role in the responsiveness to pick up lines. A factor such as extraversion was found to influence the rated quality of interactions in casual male/female encounters (Berry & Miller, 2001). As an exploratory study the current research also tested for possible relationships between personality factors such as neuroticism and psychoticism and pick up line preferences. Finally, conservative cultures display less favourable attitudes towards dating. Religion is only one yet essential aspect of a culture that determines these attitudes, for this reason responsiveness to various type of pick up lines is believed to vary as a function of religion.

The current study lists the following hypotheses:

H1: Women will rate more favourably (higher) to a male using the direct lines or innocuous lines, compared to the one using flippant lines

H2: Males are expected to favour the use of innocuous pick up line as opposed to direct and flippant lines

H3: Women will tend to rate higher on trustworthiness, intelligence, sense of humour and sociability when the pick up line used is direct and innocuous as opposed to the use of flippant line

H4: As an exploratory study, correlations were expected between personality traits (extroversion, neuroticism, psychoticism) and responsiveness to various pick up lines.

Women scoring high in extraversion are expected to show more responsiveness to all pick up line types compared to women low in extraversion. Also women scoring high on psychoticism are expected to prefer bad mates (flippant lines)

H5: Muslim women compared to Christian women are expected to rate lower on the likelihood to date scores regardless of the type of pick up line used

Significance of the Study

The present study attempted to explore whether results found in other researches can be actually generalized in a culture that is very different than the one in the West. Individuals and particularly women in the West, tend to show more openness and leniency towards dating strategies such as the use of pick up lines. Women in the Middle East are bound to have traditional societal roles, which most of the time stand as a barrier for their progress in the areas of education and career development. These have considerable effects on attitudes regarding social relationships and practices such as dating and courtship. Religion plays a central role. Lebanon, compared to other Middle Eastern countries, is considered to be less traditional and conservative. Thus, it is appealing to examine dating attitudes and strategies in a country where there is cultural diversity and religious multiplicity.

The pick up line choices in this study, as opposed to lines used in previous research, have been made by conducting interviews with randomly chosen young females and males, in an attempt to gather real life encounters where pick up lines were directly used. The lines used in the current study are in fact in the Arabic Language, so as to reflect the typical Lebanese pick up encounter.

Moreover, this study attempted to investigate whether religion and personality scores can be considered as factors in determining the acceptance or disapproval of an approach. Finally, the study attempted to explore and rather maintain previous findings regarding the trait attributes one could make merely by being approached by a pick up line type.

Overview of Methodology

The current study is a quantitative research design aimed to measure women's preferences of pick lines, as well as men's preferred lines used to signal romantic interest. It tests whether previous research in this domain can be generalized in the Middle East. It uses a correlational method designed to find relationships among social / personality factors and responsiveness to pick up lines, as well as relationships among pick up line preference and attributed traits perceived to be found in the line user. The study used several statistical tests such as analysis of variance to test for significant differences among and between groups, as well as T-tests and correlations.

Delimitations

This study was based on self-reports of how women respond to hypothetical scenarios. The effectiveness of these lines was not tested in an actual situation. Moreover, males were asked to report their likelihood of using various types of pick up lines. Taking into consideration that the scenarios are all hypothetical, in real interactions men might actually favour using other types of lines depending on what the situation requires. Another limitation is that no assessments of the participants' sociosexuality and level of religiosity have been made. Stating the religion was not enough to predict level of restrictiveness of the participants. Also, the flippant lines used in the study were selected in such a way that was culturally acceptable, in other words, none of the lines reflected any sexual intent as evident in previous studies.

Definition of Key Terms

Pick up line: a sentence used as a first attempt to create conversation with a potential partner

Flippant line: is used to convey humour typically of a flirtatious and sexual nature

e.g: "You must be tired, because all you have been doing is running through my head all day".

Innocuous line: these lines conceal the user's interest, thereby minimizing pain from potential rejection

e.g: "What do you think of the band?"

Direct line: is used to convey interest in a direct manner with sincerity and flattery

e.g: "I feel a little embarrassed about this, but I'd like to meet you".

Sociosexuality: A state of individual willingness to engage in sexual activity without having emotional ties to the sex partner

Chapter 2

Review of the Literature

The present study is based on the narrow body of literature on pick up line preferences that are utilized in early social interaction in an attempt to find a potential dating partner.

Below, the theoretical background of the study will be discussed; empirical researches will be described and applied to the narrow literature on pick up lines to derive the new hypotheses.

Theoretical Background for Relationships and Date Initiation Strategies

Relationship initiation is one of the developmental stages in a relationship that deserves close attention. The absence of underlying circumstances that leads two people to originally meet, make the understanding of the nature and course of relationship rather difficult (Berscheid & Graziano, 1979). Early interaction episodes can in fact allow individuals to form expectations and make judgements related to the other relationship partner, thus allowing them to make consequent attributions (Snyder, Berscheid, & Glick, 1983). To study the process of relationship initiation and its development, it is necessary to spot out strategies that people commonly use. These strategies reflect the user's intentions, plans and actual actions in seeking particular goals (Seibold, Cantrill & Meyers, 1994). The use of pick up lines is only one strategy that will be discussed in depth below.

Relationships develop in many forms. The initiator might be interested in a sexual encounter that may last for a day, weeks or months, or he/ she might be seeking a long term partner. The model of interpersonal intimacy posits that direct communication behaviours and disclosure of personal information play a necessary role in increasing intimacy among partners. Moreover, in general people seek emotional closeness in their relationships (Reis & Shaver, 1988). In initiating sexual encounters, strategies such as intending voluntarily to get

the target drunk, has been rated more favourably than strategies that involve disclosure of personal information. The latter has been found to be more successful in seeking long term relationships that are based on emotional intimacy (Greer & Buss, 1994). In a study conducted by Clark, Shaver and Abrahams (1999), 301 undergraduates were surveyed on the strategies they generally use to initiate first dates. Results showed that the most commonly used strategies were talking in person or phone, touching the partner or using a direct approach. In the same study, participants were also asked to indicate the goal of initiating the date such as love, intimacy and sexual intimacy. Men preferred initiating the dates using direct approaches, and females preferred less direct ways. When seeking sexual intimacy, the use of indirect manipulative approaches was favoured by men.

Selection of individuals among many other potential alternatives often happens by chance (Lykken & Tellegen, 1993). Other researches propose that attraction initiation for a relationship occurs as a result of biological processes in the body (Fisher, 1992). Buss (1994), suggested that various strategies regarding mate selection processes are devised in an attempt to maximize reproductive values that are related to age and overall health of the female mate. Female reproductive strategies involve seeking mates that provide necessary resources to insure the viability of an offspring. On the other hand, social and physical constraints are behind the initiation of relationships. Physical proximity implies that people have better chances of starting a relationship with someone if they are physically close to them (Segal, 1974). Most of relationship initiation occurs face to face depending on an individual's social network. Thus, to some extent, potential partners are limited, because an individual's living area, peer group, university and workplace remain the only sphere where a potential partner can be sought. Nowadays, it is necessary to note that social networking websites allow relationships to develop among people from different geographical areas, creating the possibility of meeting face to face to pursue a long term relationship (Parks & Roberts, 1998).

Social penetration theory suggests that sharing information about oneself with each other increases the depth of a relationship (Altman & Taylor, 1973). During the initial meeting, individuals discuss impersonal topics. As couples get to know each other, more disclosure is observed, more topics are discussed and exchange of personal information is increased (Rubin, Hill, Peplau, & Dunkel-Schetter, 1980). Atman and Taylor argued that only when the perceived benefits of a relation exceed the costs, that is when people seek moving further into a relationship. According to Rusbult's (1983) investment model, commitment to continue relationships depends on the assessment of other alternatives, overall satisfaction of the relationship and the amount of investments being made in the relationship.

The uncertainty reduction theory developed by Berger (1975), states that the incentive behind any human interaction and encounter is to gain information about the other person, to know the person better and consequently reduce the uncertainty of not knowing. This interactive strategy involves asking direct questions in a face to face encounter. Certainly, this approach is the most direct yet remains the most threatening, since the approach could be easily rejected and perhaps not welcomed. Thus, the approach used during any relationship initiation can either result in a success or a failure. To reduce uncertainty partners engage in information seeking actions. When the potential couple first meet they are more likely to discuss non-deep issues such as the current weather, where they live or what they work (Berger, Gardner, Clatterbuck, & Schulman, 1976).

On the other hand, Predicted Outcome Value Theory, as explained by Sunnafrank (1986), states that people are not driven at all times to reduce uncertainty, rather in their attempt to gain more information about the other person, they tend to predict the outcome values of the interaction. If the outcome values are positive, people tend to seek more information, whereas if the values are negative, people strive to limit communication, thus diminishing the need to seek for more information. In the absence of real face to face

interactions, the hyperpersonal model of impression formation posits that visual anonymity of individuals makes the interaction partner use only the available data related to a person to form impressions (Walther, 1996). Since information about the person is limited, people often tend to fill in the blanks for unknown data, thus generating overattribution, a process that leads individuals to either like their interaction partners whenever positive information is perceived, or on the other hand to dislike them whenever negative information is perceived. This happens during computer mediated communication in the absence of real face to face encounters. This is relevant to our study, since the scenarios presented are hypothetical; there is no direct interaction among the partners, and the available cues are limited to the pick up line.

Bell and Daly (1984) used a 4 step model to put hands on strategies that individuals use to initiate relationships and display affinity. These strategies have been clustered in 7 categories that are observed during initial meetings; focusing on commonalities, showing self involvement, involving the other, demonstrating caring and concern, displaying politeness, demonstrating control and visibility. The research affirmed that affinity seeking is an important interactional goal in the initiation of interpersonal relationships.

Furthermore, physical attractiveness remains the primary cue that people use to decide whether they want to initiate a relationship or not (Walster, Aronson, Abrahams, & Rottman, 1966). The first initial meeting is strongly affected by the attractiveness one sees in the other. A research conducted by Reis, Nezlek and Wheeler (1980), found that judgements of how much an interaction seems enjoyable is strongly dependent on the attractiveness of the interaction partner. "What is beautiful is good". This notion has been introduced by Dion and colleagues (1972), suggesting that beautiful people are expected to have more positive characteristics than people who are unattractive.

Evolutionary theories propose that women might be predisposed to make choices of male partners who possess the following characteristics: handsome, tall, athletic build, smart, well educated, creative, funny, romantic, kind, nurturing, and family-oriented and so forth, in a manner that insures the viability of an offspring. Furthermore, according to the strategic pluralism theory (Gangestad & Simpson, 2000), the characteristics women consider as necessary in a partner depends on the type of the relationship that is being sought; short term or long term. Bearing and upbringing of an offspring often requires a huge physical investment, that women might have developed a preference for long-term relationships (Trivers, 1972). For this reason, women often favour men who appear likely to be a good parent, displaying willingness to remain committed to the family for a long time, as well as having the capability of acquiring resources that will be used to insure the viability and development of this entity (Buss & Schmitt, 1993; Gangestad & Simpson, 2000). Moreover, the availability of acquiring and maintaining resources that are usually signalled by someone's material wealth and earning potential as well as level of intelligence, ambitiousness, dominance and social status are considered traits that women consider as essential. Several studies show that these two qualities are prized the most over many other attributes. Characteristics such as a man's physical attractiveness, creativity, sociability, sense of humour, romanticism etc. are ultimately desired in a potential partner but not necessarily essential in a long term relationship (Fletcher, Simpson & Thomas, 2000; Fletcher, Simpson, Thomas, & Giles, 1999; Li & Kenrick, 2006). Developing interpersonal trust is a process that requires interaction between the dyad. In general, judgments regarding someone's trustworthiness can be made even in the absence of face to face interaction, such as by using social networking websites. Someone's online profile reflects a person's character, mentality, interests etc. however the information provided may not necessarily be correct, forged and sometimes exaggerated, as individuals tend to present data that makes them appear attractive

and impressive (Ellison, Heino & Gibbs, 2006). In the current study the only available cue about the target is the pick up line used to start a conversation. According to social presence theory (Short, Williams & Christie (1976) there is a need for the availability of more cues to assess someone's trustworthiness. In line with this, having access to a target's photographs and textual self-descriptions, more trustworthiness is expected to be conveyed. Text in the absence of other cues will result in lower perceptions of trustworthiness, whereas a photograph alone is expected to generate more information about the target, since a pleasant physical appearance might generate the perception of better qualities in a person.

The current study contributes to this literature by using a different approach. It examines women's impressions and male selection choices based solely on the opening pick up line just by imagining the scenario of a stranger approaching without having other visual cues that might aid first impressions.

In recent years, a lot of attention has been given to Miller's concept of humour, a construct that has evolved as a result of sexual selection (Bressler & Balshine, 2006). This model posits that humour appreciation involves responding to various cognitive abilities that are required in the production of effective humour. According to Miller, humour is considered to be an important genetic quality that is communicated with respect to psychological traits. General intelligence is considered to be one of the most comprehensive heritable constructs (Jensen, 1998). General intelligence has been found to show strong correlations with long term health (Deary, 2005), physiological regularity and developmental stability (Thoma et al., 2005). Since effective humour is an honest and reliable indicator of mental ability and biological health (Miller, 2000), there is a strong preference for humour to be desired in potential partners. A number of self report studies stressed the importance of humour in mate preferences (Buss & Barnes, 1986; Feingold, 1992; Goodwin, 1990). Feingold and Mazzalla (1991) found a positive correlation between measured verbal

intelligence and humour production in a college age sample. Positive correlations between IQ, academic achievement, and humour production were reported to be found in children between the ages of 10 and 14 (Master, 1986). Other studies shed light on the importance of humour being among the highest rated personality traits (Anderson, 1968). A sense of humour in others appears to be a highly desirable quality (Murstein, 1985). Research by Murstein showed that higher level of loving, liking and likelihood to marry were reported when couples in a relationship possessed similar senses of humour. Hansen (1977) found that among 33 potential qualities desired in a relationship, humour was rated the 3rd. The most important qualities were being pleasant and cheerful, and having a neat appearance. Other positive traits are predicted in the presence of good sense of humour. Cann & Calhoun (2001), found that individuals who are perceived to have a good sense of humour, are also perceived as low in neuroticism and high in agreeableness. Other researchers found that higher humour orientation was associated with lower levels of loneliness; similarly, individuals perceived to have a good sense of humour are also perceived being socially attractive (Wanzer, Booth-Butterfield, & Booth-Butterfield, 1996). Therefore, humour is a construct that would influence perceptions of interpersonal attraction. In the present study, sense of humour is one of the traits that female participants were asked to rate as a function of the pick up line type used.

Sometimes having a good sense of humour is considered a negative concept since an extremely humorous person may not always deal with certain situations seriously; such as long term pursuit of relationships, child care, goal setting. Similarly, people may use humour to distance themselves from feelings or to avoid intimacy and sometimes rejection. Although researchers have found gender differences for specific types of humour, men enjoy sexual humour more than women (Herzog, 1999) and women prefer nonsense humour (O'Connell, 1960). Humour is an essential attribute in this study as it is conveyed during the initial stages

of relationship initiation specifically during the first meeting or exposure that often commences by the first verbal attempt. Since humour conveys intelligence and wit, it plays an important role in women's receptiveness of pick up lines. In some cases, the choice of pick up lines may involve using lines that signal sexual intentions concealed by humour that might be vulgar at times. It is noteworthy to pinpoint this thin line between humour that reveals intelligent wit, and humour that portrays vulgarity and bad intentions.

Apart from the various traits that women consider essential to exist in a potential mate while pursuing long term relationships, they have also evolved preferences for short term relationship mates, probably because they wanted to provide good genes to their offspring in the absence of a long term relationship (Gangestad and Simpson, 2000). According to Shackelford and Larsen, (1999) there is a strong relationship between physical attractiveness and health (Shackelford & Larsen, 1999). This explains why women seeking short term mates give higher importance to attractiveness over other attributes (Fletcher et al., 2000; Fletcher, Tither, O'Loughling, Friesent & Overall, 2004; Gangestad & Thornhill, 1997; Kenrick, Sadalla, Groth, & Trost, 1990; Li & Kenrick, 2006; Scheib, 2001). Interestingly, women who are open to sexual relationships within short term relationships are more likely to favour attractive, yet disloyal partners over an average looking loyal man (Simpson, Gangestad, 1992). In addition to this, several studies show that women's partner preferences fluctuate along their menstrual cycle in such a way that they are more likely to favour healthy, attractive men during the most fertile stage of their reproductive cycle; they become more flirtatious with attractive men during this phase (Haselton & Gangestad, 2005), they also become more attracted to men who reveal masculine physical features and behaviours such as highly symmetrical and masculine faces, deep voices, muscularity, socially dominant displays toward other men (Frederick & Haselton, 2007; Gangestad, Garver-Apgar, Simpson,

& Cousins, 2007; Gangestad & Thornhill, 1998; Penton-Voak, Perrett, Castles, Burt, Koyobashi & Murray, 1999), features that are all biologically determined.

The above presents the theoretical background related to mate selection criteria. Next, research on pick up lines during initial dyad interaction will be discussed in depth.

Pick up Lines

The use of opening lines have been investigated in an attempt to discover methods for expanding one's chances for dating and marriage partners. Previous researches attempted to discover how favourable impressions can be worked on and enhanced during initial meetings and romantic encounters. Non verbal behaviours such as gazing (Kleinke, 1975, 1986; Knap 1978), self disclosure (Derlega and Chaikin, 1975; Kleinke, 1979) level of talking (Kleinke, Kahn & Tully, 1979), and strategies of self presentation and ingratiation (Jones & Wortman, 1973; Kleinke, Staneski & Weaver, 1972; Schlenker, 1980) are important criteria that have a huge impact on judgements of partners during the first stages of getting to know each other. It has been traditionally acceptable in our societies to have men approach women rather than the opposite. Due to societal expectations and socialization, men are expected to favour the use of opening lines that are assertive and direct (Maccoby & Jacklin, 1974). This has been discussed in a recent book by Deborah Tannen *You Just Don't Understand!* (1990), stating that men's verbal communication is more direct than that of women. Similarly, men are more likely to initiate dates, often taking the form of verbal attempt and questioning. This may be explained by psychological masculinity and femininity as a result of sex- role socialization, as being better predictors of the choice of approach, rather than simply biological sex differences. In line with this, an earlier study conducted by Clark, Shaver, and Abrahams (1999), interviewed 301 undergraduates in an attempt to investigate date initiating strategies. Men were more likely to initiate dates using a direct approach, also they reported being more

motivated and confident in doing so. Females reported being less likely to initiate a relationship with a man.

Empirical Researches

The first initial study made in this area was by Glenwick, Jason and Elman (1978). The study has been conducted in four Rochester singles bar in New York. The authors visited the bar on two Friday nights and began to observe one woman in the bar for five minutes and recorded the following: the subjective attractiveness, the number of female friends accompanying her, number of males trying to initiate contact with her and the duration of these contacts. The total number of women observed was 39. The researchers investigated the effectiveness of the statement: "Hi. Having a good time?" No other alternative approach has been examined. The receptiveness was judged as being either positive or negative, 63% of the females responded positively.

In an attempt to further investigate the effectiveness of pick up lines, Kleinke, Meeker and Staneski (1986) conducted a research by asking participants to rate opening lines used by men for meeting women in general situations. University students in Massachusetts and California (137 men, 163 women) listed possible pick up lines that are commonly used by men to meet women. The most commonly used 100 lines were gathered and evaluated on a 7-point Likert Scale (1= terrible, 7= excellent). 600 students and employees from the same university, between the ages of 17 and 35 yrs. rated these lines. Three general types of lines were revealed by factor analysis; lines comprising factor 1 were labelled "Flippant lines", lines comprising factor 2 were termed "direct lines" and those comprising factor 3 were labelled "innocuous lines" respectively. Flippant lines convey interest in a flirtatious and sexual manner more often including an element of humour. For example: "Isn't it cold? Let's make some body heat" or "Your place or mine". Direct lines, on the other hand, include an element of sincerity and flattery conveying the real intentions of the line user. For example:

“I’m sort of shy, but I’d like to get to know you”. Innocuous lines involve questions or statements that hide the line-user’s interest or intention, in an attempt to minimize pain from potential rejection. For example: “Are you a student?” or, “have you seen any good movies lately?” Results of the study showed that women are significantly more rejecting than men towards flippant lines and significantly more approving than men towards innocuous lines. Women did not differ from men in ratings of direct lines.

The second part of the same study attempted to test preferences of the lines in various contexts. University students in California and Massachusetts (114 men, 136 women) listed possible pick up lines that men are likely to use while approaching women: bars, restaurants, supermarkets, Laundromats and beaches. The most often used lines were rated on a Likert scale by 431 university students and employees in California and Massachusetts. Again the best rated lines for each situation were factor analyzed, revealing three types: cute flippant, innocuous and direct. Results showed that women were significantly more unfavourable than men towards flippant lines for supermarkets, Laundromats, beaches. They were also unfavourable than men towards direct lines for bars, Laundromats and beaches. In all situations women showed significantly more preference for innocuous lines.

In the same study, while attempting to investigate pick up lines used by women to meet men, it was found that men were significantly more favourable than women towards cute- flippant lines and direct lines; also they were significantly less favourable than women towards innocuous lines. Both men and women agreed that cute flippant lines are the least desirable and that direct and innocuous lines are the most desirable.

Based on results of Kleinke et al., it was expected that females will respond positively to direct/ innocuous lines by men and negatively to the flippant lines. To investigate this, Cunningham (1989) conducted an experiment in three middle class suburban Chicago bars. Participants were 63 young Caucasian females. The experimenter was tall of middle

attractiveness who was trained to appear sincere and friendly. The experimenter approached the females while delivering one of the 6 pick up lines, 4 of which were selected from Kleinke's most preferred lines. The pick up lines were categorized to flippant, innocuous and direct lines. An example of the direct line: "it took a lot of nerve to approach you, so can I at least ask what your name is?" Innocuous line example: "What do you think of the band?" Cute- flippant line example: "you remind me of someone I used to date". The choice of pick up line was randomly selected to be delivered to randomly selected females. The responses were scored by the experimenter as positive if she smiled, or responded in a friendly manner, and if she maintained eye contact. On the other hand negative scoring involved walking away, averting the head or even making a negative comment. Results revealed that innocuous lines were more effective than flippant lines, and direct lines were more effective than flippant lines, but there were no significant differences between innocuous and direct lines. In the same study Cunningham attempted to investigate traits that are associated with the opening lines used by men. Intelligence, kindness, sociability, and income potential (Sadella et al., 1987) are believed to be associated with female attraction to potential mates. To determine personality attributes that predicted willingness to converse with a stranger, another experiment was conducted by Cunningham (1989) in which participants were 40 males and 47 females from a Midwestern college, who volunteered to participate in a research done regarding judgements of men and women. Participants were asked to imagine a hypothetical scenario involving a college student in a singles bar using one of the 3 pick up lines. For example: "Hi". They were then asked what were the chances that they would talk to the individual at least for a few minutes. Participants were asked to respond on a 5 point Likert scale, ranging from "definitely would not talk" to "definitely would talk", indicating their likely behaviour. The same scenario was used with innocuous and flippant lines as well. Subjects were then asked to rate the individual on 13 personal attributes on a 6 point Likert

scale. The traits included were: sociable, bright, sexy, dominant, honest, responsible, kind, shrewd, modest, attractive, good parent, no affairs and rich. Multiple regression analysis was conducted. The best linear predictors of female responsiveness and likelihood to continue conversation was perceived sociability and perceived brightness in the male. Perceived sexiness and dominance were unrelated to female's willingness to respond to the male initiator. On the other hand male's willingness to converse with a female initiator was best predicted by the perceived sociability and sexiness. Females in general display more selectivity when it comes to choosing potential mates. They also give more importance to personality traits of the potential partner than men do (Buss & Barnes, 1986). This selectivity stems from cultural sex role standards that define behaviours that are appropriate for females. The first few seconds of a romantic encounter is enough for a female to display selectivity, only by receiving an opening line from a male.

In another study, three versions of each type of pick up line were tested for their effectiveness, in other words, if they were favoured or not favoured (Kleinke & Dean, 1990). Results showed that all of the innocuous and direct lines were judged more effective than the flippant ones. This study was replicated in a tavern setting by Cunningham (1989), where females responded more positively when the male initiator used a direct or innocuous line instead of a flippant line. Bale & Colleagues, as an extension to prior research in this context, asked women to read vignettes in which a male approached a woman with one of a variety of opening statements or pick up lines (Bale, Morrison & Caryl, 2006; Cooper, O'Donnell, Caryl, Morrison, & Bale, 2007). Results showed that flippant lines were rated the least effective. Flippant pick-up lines, so often used by men to impress women, often backfire. A possible explanation could be that these pick up lines convey the character of the user, particularly implying low intelligence (Cunningham, 1989), as well as several cues to low trustworthiness, such as selfishness, promiscuity, and irresponsibility (Kleinke & Dean,

1990). Another study by Chris Bale found that sexually-loaded remarks, particularly flippant lines were the type of openers least likely to lead to further interaction (Bale, 2006).

Eysenck and Personality

Personality has been a concept that has faced great deal of difficulty to define.

According to Eysenck, there are three major dimensions or superfactors in the description of personality: extraversion-introversion; emotional stability versus instability, or neuroticism; and psychoticism versus impulse control (Eysenck & Eysenck, 1985). In the PEN model (psychoticism, extraversion and neuroticism), these dimensions are based on "constitutional, genetic, or inborn factors, which are to be discovered in the physiological, neurological, and biochemical structure of the individual" (Eysenck & Eysenck, 1985, pp. 42-43). Researchers on the PEN model emphasize the dimensional aspect of personality, as opposed to categorization (Eysenck, 1992a; Eysenck & Eysenck, 1985); meaning that a person does not necessarily have 100 % or 0% of extraversion, neuroticism, or psychoticism. An individual may show some degree of these superfactors on the continuum. A person may have high extraversion, moderate neuroticism, and low psychoticism. A person scoring high on extraversion is sociable, popular, optimistic, and unreliable, whereas a person with low extraversion is quiet, introspective, reserved, and reliable. A person with high neuroticism is anxious, worried, moody, and unstable, whereas a person with low neuroticism is calm, even-tempered, carefree, and emotionally stable. A person with high psychoticism is troublesome, uncooperative, hostile, and socially withdrawn, whereas a person with low psychoticism is altruistic, socialized, empathic, and conventional (Eysenck & Eysenck, 1985). The superfactors of extraversion, neuroticism, and psychoticism appear to be universal. Such universality has been demonstrated in cross-cultural studies using the Eysenck Personality Questionnaire (EPQ). These dimensions are displayed across different nations and cultures other than the West (Eysenck, 1991; Eysenck & Eysenck, 1985). Having said this, and as

previous research showed there is a relationship between personality factors and responsiveness to pick up lines. Hence, the current study will examine these associations.

In the same context, suggestibility refers to being influenced by or accepting the statements of others. Individuals are more suggestible when they are presented with leading questions. Individual differences related to one's personality may influence suggestibility of a person. Children who are more emotional are generally more suggestible than children who are less emotional (Chae & Ceci, 2005). Neuroticism is related to one's emotional stability; Individuals scoring high in Neuroticism tend to be anxious, self-conscious, shy, and prone to mood fluctuations (Engler, 2006). Another study found that suggestibility was significantly correlated with high ratings of Neuroticism (Gudjonsson, 1983). An additional personality variable in the Big Five model that could correspond to suggestibility is Agreeableness. Individuals scoring high in Agreeableness are more compliant to the wishes of others (Engler, 2006). This compliance can be directly applied to suggestibility.

To conclude, since suggestibility, agreeableness and neuroticism are related, then responsiveness to pick up lines is expected to be related to these personality factors.

The use of pick up lines is a strategy to target particular type of women. Bale et al. questioned why some unattractive pick up lines are still used by men. They hypothesized that these lines might target women who were sociosexually unrestricted (Simpson & Gangestad, 1991). Men who use sexually loaded comments might be looking for the easy type woman. On the other hand, those who use lines or questions that reveal their character, are probably trying to show they are looking for a long term relationship. In a study conducted by Cooper and Colleagues (2007), 205 participants were asked to consider a series of scenarios, in which men tried to start up a conversation with a woman. In each scenario the man used a different type of approach. Participants were then asked to rate their likelihood of continuing the conversation with the initiator on the basis of the pick up line used. These scenarios were

extracted from a variety of sources such as books, web sites, and movies. The second part of the same study collected data on the participant's personality factors such as extraversion, neuroticism and psychoticism using the EPQ-r (Eysenck, Eysenck, & Barret, 1985). Moreover, participants were asked to complete the Dating Partner Preference Test that contained 33 adjectives taken from Tombs and Silverman (2004). Each adjective was rated showing how the participant felt about each trait found in a potential partner. Participants were also asked to fill in personality measures of their own psychoticism (tendency for inappropriate emotional responses), extraversion (being outgoing, gregarious, externally oriented) and neuroticism (tendency to experience negative emotional states). Cooper and colleagues categorized these into the following: Good mate: comments that made reference to culture, character or wealth- "you know I saw this fantastic piece in the Tate Modern museum". Compliments: "You remind me of a parking ticket because you have got fine written all over you. Sex: "I may not be Fred Flinstone but I can sure make your bed rock". Humor: "Can I buy you an island?" It was found that women see men as generally falling into 1 of 4 types: nice guy, provider, leader, bad mate. Results showed that extraversion was positively related to humour, and psychoticism was negatively related to bad mate. The correlations reveal that the choice of pick up line is in fact made by assessing different types of personalities of women. Women high in extraversion preferred the male leaders, women high in neuroticism preferred the nice guys and women high in psychoticism rejected the nice guys preferring the bad mate. It seems that the type of chat up lines men choose is related to the type of women who respond to them. This can effectively allow men to make a rapid assessment of a woman's personality by their response to a particular type of approach (Cooper, 2007). The current study will investigate whether these personality factors found in women will have considerable effects on their responsiveness to various pick up line types.

A recent study conducted in this area is by Senko and Fyffe (2010). The researchers conducted an experiment to identify the impressions of pick up lines women form while being approached by a stranger. 70 female college students from a northeastern university were asked to imagine an unknown male student initiating contact with them. Three types of pick up lines were used; flippant, innocuous and direct. The physical attractiveness of the target varied, in such a way that participants were either told that the stranger is attractive, unattractive or no description was provided. Moreover, the participants were asked to rate the target on several trait attributes such as: trustworthiness, intelligence, sociability and sense of humour. Complementary to this, participants were asked whether they would like to continue conversation with the stranger using the different types of pick up lines. Secondly, they were asked whether they would like to consider the target as a long term partner or a short partner. Results revealed that participants were less willing to continue conversation if the stranger used a flippant line, than if he used a direct line or innocuous line. They were also less likely to consider him as a long term partner when he used a flippant line. The target's attractiveness had a striking effect in considering him even as a short term partner. Moreover, the type of pick up line used had an effect on judgements of traits found in the stranger. Attractiveness did not matter in this regard. The participants judged the hypothetical stranger less trustworthy and less intelligent when he used a flippant line. The target was judged less sociable when using an innocuous line. In earlier research done by Cunningham (1989) and Kleinke and Dean (1990), female participants judged the male target more sociable, confident and funnier while using the flippant line, but less trustworthy and less intelligent.

The above presents empirical research conducted in the context of pick up lines. The current research tests for possible associations between personality factors and responsiveness to pick up lines.

Culture Variations in Dating Attitudes

In western cultures, courtship leading to marriage is often preceded by the dating period, during which the couple spend considerable amount of time together to find out whether they can in fact get along before lifelong commitment. In conservative societies, and mainly the Islamic cultures, religion is considered to be a significant factor in determining societal taboos. Dating is a practice not approved of by the majority in the conservative Middle Eastern countries, and marriage is considered as the only means that allows partners to engage in sexual relationships. Dating involves going to restaurants, pubs, cafés, jogging, and going to the movies. In such cultures, marriage takes place in such a way where partners are introduced to each others usually by the parents or the acquaintances. Gangestad and Simpson (1990) defined sociosexual orientation stating that individuals who have a more restricted sociosexual orientation expect emotional closeness, commitment and greater love, and may require more time in relationships to actually have sexual intercourse with their romantic partners. Restricted individuals consider emotional closeness to be a prerequisite before having sex with their partners. Unrestricted individuals require less time before engaging in sexual activity with the partner, and do not mind having sexual relationships in the absence of love. Socialization differences in gender may be an explanation to this finding. Considering the impact of religion and the patriarchal societal norms, the Arab cultures are considered to be more restrictive than the Western cultures. However, the role of urbanization, information age, career fulfilment and educational pursuit, allow individuals to be more permissive of social interactions without the necessity of marriage. The study investigated whether religious differences have significant impact on responsiveness to pick up lines.

In summary, the above literature review taps research on responsiveness to pick up lines as a function of gender, personality factors and perceived trait attributions. Similarly,

the current study tests for gender differences, explores personality factors related to responsiveness of women to these lines, it investigates the variability in trait attributions as a function of pick up line type. Moreover, it examines the role of culture and religion and their association to pick up line type preferences.

Instruments used, procedures utilized, and data analysis methods applied.

Participants

Participants were 194 females of ages ranging from 14 to 60 yrs old (age 20.64 yrs) chosen randomly from the University of Houston, American University of Beirut, and an engineering firm in the area of Houston, Texas. The second part of the study involved 107 males of ages ranging from 22 to 46 yrs (M age=30.64 years) chosen randomly from an engineering firm in the area of Houston and American University students.

Instruments and Measures

In conducting the present study, several questionnaires have been utilized. First, a demographic data form was used to gather information about the participants' age, marital status, education level and religion. Secondly, Eysenck Personality Questionnaire-8 has been used to measure the participants' level of extroversion, introversion and psychotism. Moreover, several pick up lines were rated on the basis of likelihood to date the user next. Finally, adjectives extracted from Flax/Jak's research on warmth and masculinity were rated on the basis of the type of line used.

Procedure

Derivation of Pick up Lines

As a first step, an exploratory study has been conducted in an attempt to gather pick up lines and fit them into three categories: Flirtatious lines, no serious lines and direct lines. After a direct interview with friends and colleagues, it was possible to come up with forty sentences, describing an attempt of a hook up. These phrases have been assigned to one of the

Chapter 3

Methodology

This chapter explains in detail the methods used in carrying out the research. It comprises the general perspective of the study, the research context, the participants, instruments used, procedures utilized, and data analysis methods applied.

Participants

Participants were 194 females of ages ranging from 14 to 60 yrs. (M age= 26.94 yrs.) chosen randomly from the University of Haigazian, American University of Beirut, a local gym and an engineering firm in the area of Hamra, Beirut. The second part of the study involved 105 males of ages ranging from 22 to 46 yrs. (M age= 30.64 years) chosen randomly from an engineering firm in the area of Hamra and American University students.

Instruments and Materials

In conducting the present study, several questionnaires have been utilized. First, a demographic data form was used to gather information about the participants' age, marital status, education level and religion. Similarly, Eysenck Personality Questionnaire-S has been used to measure the participants' level of extraversion, neuroticism and psychoticism. Moreover, several pick up lines were rated on the basis of likelihood to date the line user. Finally, adjectives extracted from Fletcher's measure of warmth and trustworthiness were rated on the basis of the type of line used.

Procedures

Derivation of Pick up Lines

As a first step, an exploratory study has been conducted in an attempt to gather pick up lines and fit them into three categories: Flippant lines, innocuous lines and direct lines. After a direct interview with friends and colleagues, it was possible to come up with thirty scenarios, describing an attempt of a hook up. Three judges have been assigned to rate the

thirty lines by categorizing each scenario into one of the three types. Thus, twelve lines have been picked and fitted to the three categories, so that only the best four will be used for rating.

Participants were told they were participating in a study about first impressions of men using various pick up lines, and their willingness to consider them as potential dates. All female participants were given a packet of four questionnaires, and were assured that all data will be dealt with extreme confidentiality. After filling the demographic data sheet followed by a personality self assessment test (Eysenck Personality Questionnaire- S), the cover sheet instructed the participants to imagine a scenario of a man approaching them. Three groups of female participants received the three versions of the pick up line type, and were asked to rate their willingness to date the stranger. Next, they were asked to evaluate the target on several trait attributes on a 1 (not at all), to 7 (extremely) Likert-Type scale. These included his trustworthiness, taken from Fletcher et al.'s (1999) measure of warmth and trustworthiness, as well as the man's intelligence, sociability and sense of humour.

Randomly distributed female participants were asked to imagine an unknown male initiating contact with them by using either flippant, direct, or innocuous pick-up line, in such a way that each participant received only one type of pick up line. 194 females were randomly chosen from the University of Haigaizian, American University in Beirut and a local firm in Hamra, and assigned to one of the groups. The participants were asked to fill the demographic data sheet followed by the Eysenck Personality Questionnaire (EPQR-S), which was primarily designed to measure an individual's level of extraversion and neuroticism. Next, the participants were asked to rate their likelihood to consider the line user as a potential date. The participants were later asked to rate the line user on several attributes, such as his trustworthiness, intelligence, sociability and sense of humour. An extension to this study has been carried out, by assessing male participant's likelihood of using a particular

pick up line. 105 randomly chosen males were asked to fill the demographic data sheet and then they were instructed to rate their likelihood of using the pick up lines. Males were also randomly distributed into one of the three groups.

The questionnaires have been distributed by hand or sent by email to many contacts. 65 females received the direct line approach, another 64 received the innocuous, and the last group of 65 females received the flippant type. To describe in detail the procedure, participants have been asked to fill a demographic questionnaire, then were asked to fill Eysenck's Personality Questionnaire by indicating "yes" or "no" to items most likely representative of themselves, this was required to assess their personality types. Moreover, they were asked to read the 4 scenarios representing each pick up line type. These scenarios were rated in terms of how likely they are to consider the pick up line user as a potential date, on a "never" to "definitely" Likert-type scale. The second part of the questionnaire comprised of a list of traits perceived to be found in the line user, that the participants were asked to rate based on the pick up line used, on a "not at all" to "extremely" Likert-type scale.

The second part of the study involved 105 males from the same local firm in the area of Hamra, and university students from Haigazian University. 35 participants received the direct lines, 35 received the innocuous, and 35 received the flippant. The male participants were asked to fill the demographic questionnaire, and then were asked to rate their likelihood of using a particular line to signal romantic interest on a "never" to "definitely" Likert-type scale.

The questionnaires were gathered and coded to facilitate analysis. Eysenck Personality Questionnaire- S consisted of 36 items; 12 items related to extraversion / introversion, 12 items related to neuroticism, and 12 items related to psychoticism. A "yes" answer was counted as 1, allowing a maximum score of 12 on each scale. Similarly, the questionnaire regarding likelihood to consider the pick up line user as a potential date as a

function of the line type used was measured on a 1(never) to 7 (definitely) Likert Scale on each of the 4 scenarios, lower scores indicating less likelihood of considering the line user as a potential date. Ratings of trait attributes perceived to be found in the line user were also rated on a 1(not at all) to 5 (extremely) Likert Scale, lower scores indicating low prevalence of the traits.

After completing the data collection phase, the responses were analysed using the SPSS. Correlations have been computed in search of patterns of relationship between attributed traits and type of pick up line as well as between personality factors and type of pick up line. Moreover, ANOVA has been computed to test for gender differences in the choice of pick up lines. A T-Test has been performed to test for differences in the responsiveness to each pick up line type as a function of religion.

This chapter has explained in details how the current research has been conducted. The next chapter presents the results obtained by statistical analysis using the SPSS software.



Table 2: Significance of mean differences between men and women on their ratings of pick up lines

	N	Men		Women		F	p
		Mean	SD	Mean	SD		
Flirtatious	53	9	2.88	28	14.31	2.8	.1
Sincere	24	14.39	3.16	25	12.98	1.08	.31
Direct	26	12.98	3.29	25	16.60	3.91	0.04

Chapter 4

Results

The study reported here examined in detail the use of various types of pick up lines during relationship initiation and the associated responsiveness to these lines. It investigated the relationship of gender, personality factors, attributed traits and religion to pick up line responsiveness.

Beginning with H1 it was expected that female participants tend to favour the direct lines and the innocuous lines more than the flippant lines. In line with the hypothesis, results showed that the participants indeed gave significantly higher ratings to innocuous and direct lines compared to flippant lines. Also, female participants gave higher ratings to innocuous lines than they did to direct lines. However, the difference was not significant.

(Refer to table # 1, and # 2)

Table 1: Means corresponding to willingness of women to consider the stranger as a potential date and men's likelihood of pick up line use

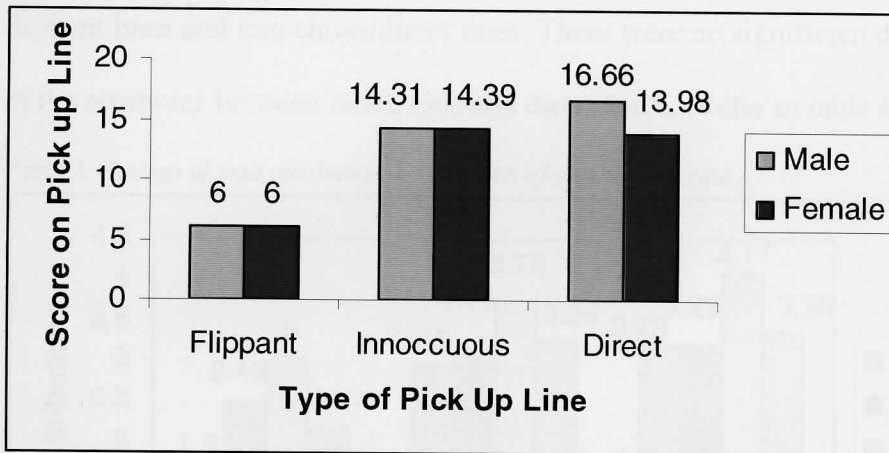


Table 2: Significance of mean differences between males and females on their ratings of pick up lines

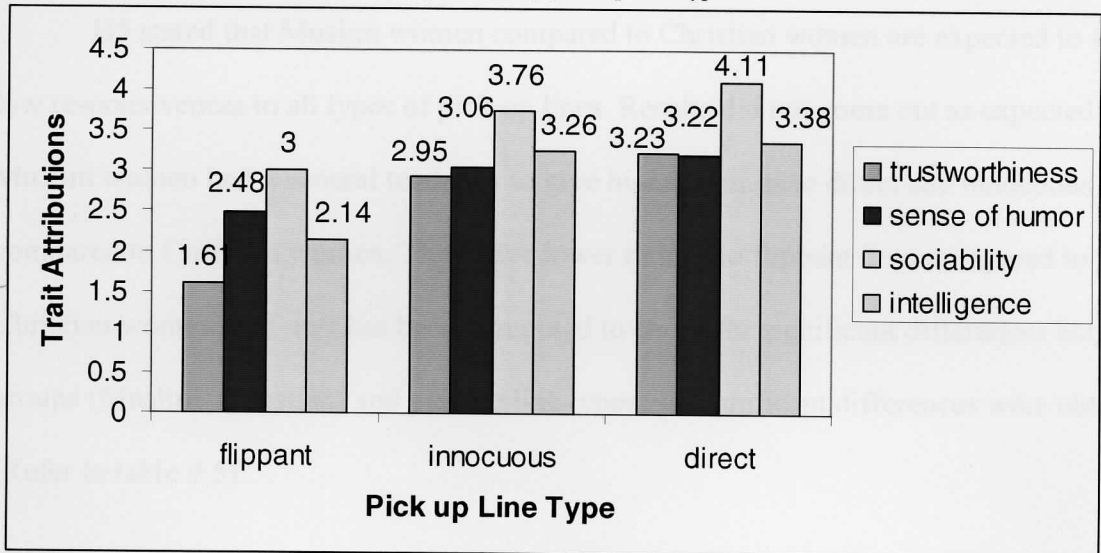
	Females			Males			T	P
	N	Mean	SD	N	Mean	SD		
Flippant	65	6	2.86	35	6	5.5	0	1
Innocuous	64	14.39	2.66	35	14.31	4.78	0.08	1
Direct	65	13.98	4.39	35	16.66	5.97	2.9	0.04

H2 stated that males are expected to favour the use of innocuous lines more than direct and flippant lines. Results showed that overall men gave higher ratings to direct lines compared to innocuous lines, however the difference was not significant. Moreover, results did show that that they significantly gave lower ratings to the flippant lines.

To check for gender differences in the ratings of pick up lines, ANOVA was computed on pick up line type scores as a function of gender. Results showed that men and women equally gave lower ratings to the flippant lines. Moreover, men significantly favoured direct lines more than women, also men and women gave almost equal ratings to the innocuous lines.

H3 stated that women are expected to give lower ratings to several trait attributes when the pick up line used was flippant compared to direct and innocuous lines. Moreover, ANOVA was computed to examine differences in ratings of the trait attributes as a function of the 3 pick up line types. Results showed that there is a significant difference between flippant lines and innocuous/direct lines. There were no significant differences in the ratings of the attributes between innocuous and direct lines. (Refer to table # 3)

Table 3: Ratings of trait attributes as a function of pick up line type



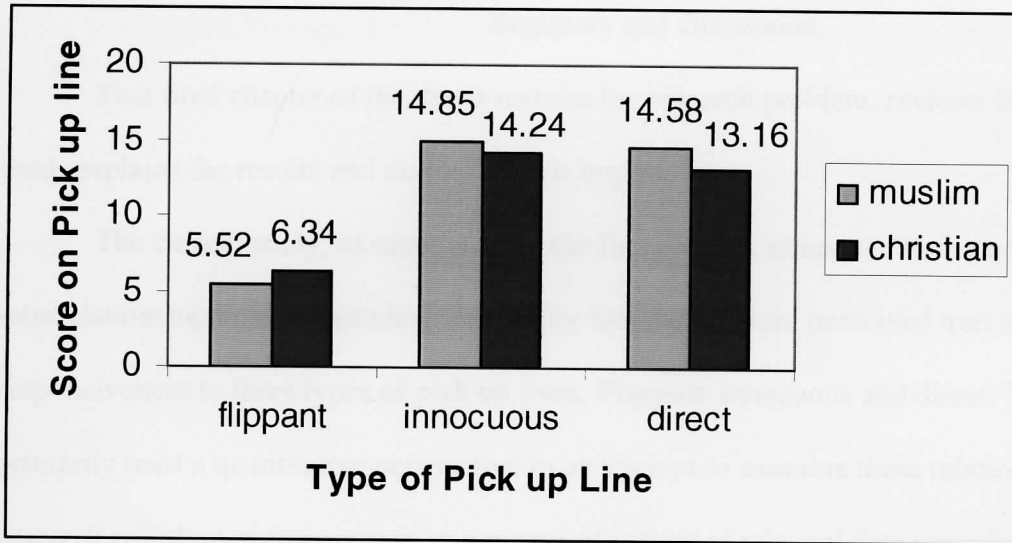
H4 stated that extroverted women are expected to show more responsiveness to all types of pick up lines. Results did not show this relationship. A correlation was computed and there was no relationship between type of line preference and extraversion. Further correlation was computed between personality factors such as neuroticism and psychoticism and scores on pick up line type, there was a positive correlation between innocuous lines and neuroticism, as responsiveness scores on innocuous lines increased, so did the scores on the neuroticism scale. (Refer to table # 4)

Table 4: Correlation results between personality factors and scores on pick up line type

		Correlations		
		Extroversion scale	Neuroticism scale	Psychoticism scale
Flippant score	Pearson Correlation	0.188	0.116	-0.061
	Sig. (2-tailed)	0.134	0.357	0.628
	N	65	65	65
Innocuous score	Pearson Correlation	-0.071	.257	0.169
	Sig. (2-tailed)	0.58	0.041	0.181
	N	64	64	64
Direct score	Pearson Correlation	0.046	-0.011	-0.16
	Sig. (2-tailed)	0.716	0.931	0.202
	N	65	65	65

H5 stated that Muslim women compared to Christian women are expected to show low responsiveness to all types of pick up lines. Results did not come out as expected. Muslim women had a general tendency to give higher ratings to direct and innocuous lines compared to Christian women. They gave lower ratings to flippant lines compared to Christian women. A T-test has been computed to check for significant differences between groups (Muslim/ Christian) and pick up line types, no significant differences were obtained. (Refer to table # 5)

Table 5: Histogram displaying means of pick up line scores as a function of religion



This chapter summarized the results of the current study. A more detailed discussion of these findings is presented in the next chapter.

Chapter 5

Summary and Discussion

This final chapter of the thesis restates the research problem, reviews the methods used, explains the results and discusses their implications.

The current study, as mentioned in the first chapter, attempted to investigate the interrelationship between gender, personality factors, religion, perceived trait attributions and responsiveness to three types of pick up lines: Flippant, innocuous and direct. This study primarily used a quantitative perspective in an attempt to examine these relationships. This research relied on questionnaires as a means of gathering relevant data regarding the above mentioned variables. SPSS was used to compute these relationships.

The results can be summarized following the same sequence of the above listed hypotheses.

1. Female participants gave higher ratings to direct and innocuous lines compared to flippant lines
2. Male participants also gave higher ratings to direct and innocuous lines compared to flippant lines. Moreover, men significantly preferred direct lines more than women
3. Female participants rated lower on trait attributes whenever the pick up line used was flippant. No significant differences were obtained between direct and innocuous lines.
4. There was no association between extraversion and women's responsiveness to pick up lines. However, there was a positive correlation between innocuous line type and neuroticism
5. Muslim women did not rate lower on the responsiveness to pick up lines. On the contrary, they were as likely as Christian women in their receptiveness to each type of line taken alone (flippant, innocuous, and direct). In fact, when all the lines combined were considered, Muslim women significantly displayed higher responsiveness to pick up lines in general.

Previous studies showed that women are more likely to consider a person for a conversation when pick up lines used are innocuous and direct as opposed to flippant lines (Cunningham, 1989; Kleinke and Dean, 1990). Similarly, the current study also showed that participants are less willing to consider the stranger as a potential date when he used a flippant line as compared to innocuous and direct lines. Female participants rated those using flippant line as being less trustworthy, having lower sense of humour, less sociable and less intelligent compared to when they used innocuous and direct lines. Taking into account that flippant lines convey humour to some extent, this type of humour did not indicate intelligence; it was probably considered as displaying lack of social skills in human relationships. Moreover, first impressions lead people to make attributions of a person's character traits. Although not significantly, the innocuous lines received higher ratings by women when compared to direct lines. Taking into consideration the religious impact as well as Lebanon being considered a conservative culture compared to the West, women might not have favoured more the direct assertive approach used by men, as it would be an indication of men's superiority. Women in the Middle East are trying their best to become independent, pursuing their own goals and aspirations through education and career fulfilment. Moreover, women are inclined towards approaches that are non threatening and benign. This explains the likelihood for women to present similarity in ratings for both innocuous and direct lines.

Men's results showed that they are less likely to use the flippant lines while approaching compared to direct and innocuous lines. A possible explanation for this would be the experiences of rejections they face by women while using that kind of an approach. Moreover, these findings support expectations from research on sex role socialization that men prefer a more direct and aggressive approach towards social encounters, thus showing why high ratings were given to the direct approach as opposed to the innocuous, even though the differences were not significant. On the other hand, innocuous lines received better

ratings by men, compared to the flippant lines. These findings might be explained in many ways. Men usually fear the rejection of “coming on too strongly” when using lines while approaching women. The direct approach conveys the line user’s willingness to engage in a relationship; however, to safeguard themselves, men tend to use a rather “not too direct” approach to secure favourable responses. This explains the similarity of ratings both on innocuous and direct lines. In situations where women sound un-interested, the use of innocuous line use may help the user to claim that the line was used literally rather than signalling indirect romantic interest.

In search for gender differences and similarities, it was found that both sexes equally despised flippant lines. An explanation to this finding could be that these types of lines are sometimes threatening; they reveal lack of social skills in the line user and might convey lack of intelligence and lower trustworthiness. Similarly, vulgar attempts to find oneself a potential date result most of the time in failures. What was interesting in the results was that men significantly favoured the use of direct lines as opposed to women. Sex role socialization incurs that women prefer non threatening approaches, and men favour direct assertive approaches, thus explaining our findings.

As previous research shows, individuals can make attributions of a person’s personality traits merely by the initial assessment of their approach (Cunningham, 1989). Our results showed that there is a correlation among the following traits: trustworthiness, humour, intelligence and sociability, thus suggesting that these are highly desired traits in a partner that seem to go together. Results also showed that there were significant differences in the mean scores of the traits perceived to be found in the stranger as a function of the lines. Flippant lines received lower judgements of trustworthiness, sense of humour, sociability and intelligence compared to direct and innocuous lines. Women favour partners that possess these traits in general. Flippant lines convey low intelligence and trustworthiness of the line

user. Moreover, these lines showed that the user is not interested in a long term relationship, or they convey lack of seriousness and good intentions. As previous researches suggest, there is a positive correlation between humour and intelligence (Miller, 2000). Production of humour reveals intelligence in general, thus impacting women's responsiveness to various pick up lines that have some element of humour embedded. It is important to mention that careful use of flippant lines conveying wit rooted in humour, whether as a joke or an intelligent funny statement, might have considerable positive effects on women's receptiveness to these pick up lines. Hence, using flippant lines that have some sexual intent or rather a vulgar statement or question will definitely not be favoured, probably because these do not demonstrate intelligence. Our results showed that there is a positive relationship between humour and intelligence with several pick up lines that are flippant. For example, flippant line #4 (makent 3aref eno 3ambibi3o ward honk amen / I didn't know that they sell roses here as well), received a higher rating, suggesting that a careful use of cute- flippant pick up line conveys intelligence in the user. Thus, rating of flippant lines increases as the rating of intelligence increases. Moreover, it is observed in flippant line # 3, (shere3 el hob wein / where is the avenue of love) that ratings for this line increase as ratings for sense of humour increase.

High ratings on sociability were observed when the direct approach was used, particularly when the initiator approached through facebook / sms messages; perhaps because the phone number was obtained through a friend and the facebook attempt was through common friends. This approach indicates that the line user has a lot of social acquaintances that signals his sociability as a valuable asset. Moreover, the element of trust is established in this context knowing the number is taken from someone that is known to the recipient of the line. This is consistent with previous findings that the use of social networking means is

highest among extroverts who are sociable compared to the introverts who display low social activity (Wilson, Fornasier, White, 2010).

Based on previous research on potential mate choice, it was hypothesized that men can in fact detect a female target's personality and consequently attempt to approach her accordingly. A study conducted by Cooper and colleagues (2007), found that women see men generally falling into one of four types: nice guy, provider, leader and bad mate. Women high in extraversion scores prefer the male leader who are usually assertive, sociable and tend to use the direct straight-to-the-point approach. On the other hand, a person high in psychoticism is troublesome, uncooperative, hostile and socially withdrawn. Having this in mind, and for exploratory purposes, personality factors of women were tested for possible relationships with pick up line preferences. Cooper and colleagues (2007) found that individuals high in psychoticism do not favour nice guys; they rather prefer the bad mates. Our research did not support these findings. Similarly, correlation computations did not show any relationships between extraversion and pick up line type. Extroverts did not show a general tendency to display higher responsiveness to pick up lines. In Lebanon, the majority of men are the sole initiators of romantic encounters, because it is culturally unacceptable that a female would do that approach. Middle Eastern traditions are less permissive of having open romantic relationships, and sex outside the institution of marriage is a highly undesired activity. Of course, religion has a very important impact on this, thus making women abide more with rules and limitations that are set by cultural and religious societal norms. Hence, having a very responsive attitude towards pick up lines is not highly appreciated in our culture, even when a person is an extrovert; cultural demands will make them act in ways other than what they would originally do. Moreover, results showed a strong relationship between innocuous line type and neuroticism. Neurotic people are generally insecure, moody,

unstable and anxious. For them it seems that an attempt that is rather unclear and innocuous looks more welcoming since it does not involve a direct threatening approach.

Finally, it was expected that religion is a factor related to an individual's responsiveness to some types of pick up lines. Results came otherwise. There were no significant differences. An explanation would be that the population from which the sample was selected, the subjects, whether Christian or Muslim, were all educated, most of them at least holding a B.A. degree. Education is an indicator of cultural growth and receptivity to diversity and modernity impacting the type of interactions people encounter. Considering the various means of media, movies, technology produced by the West, as well as migrations to various countries, women in the Middle East and particularly in Lebanon, have become more pursuant to their social independence. This is displayed in their constant support and pursuit of education as a means to progress on all levels. Islam, being rather a conservative religion that does not value courtship and dating before marriage, is becoming more accepting of these interactions, thus, explaining why responsiveness to pick up line was not related to the religious background of the participants. Both groups, Christians and Muslims, showed similar responsiveness to each type of line. Interestingly, only when the total score of all pick up lines was considered, Muslim participants showed highly significant responsiveness as opposed to their Christian counterparts.

It is noteworthy to check which lines received the highest ratings in terms of responsiveness to them. Results showed that the best rated pick up line was the innocuous line # 3 (while a band is performing in a pub/restaurant: kif l2iti ljaw hon? / How did you find the performance?) (M= 4.42)

On the other hand, the pick up line least preferred was flippant line #1 (in a bus: yo2borni hal toul yala mashi ana weyyeki / Oh my God, what a posture, come on let's go together) (M= 1.06)

Future Implications

The current study investigated hypothetical scenarios without taking into account the impact of physical attractiveness, the context of the encounter, body language, facial expressions while approaching, the effect of body odour and touching, posture, eye contact (Kleinke, 1975). For future researches, these are necessary cues that need to be taken into account during relationship initiation encounters.

Social skills training (Bellack and Hersen, 1979; Curran, 1977) could highly benefit from the previous researches as well as the current study regarding pick up lines. Introverts and shy individuals can benefit from these studies by learning more about what types of lines result in more successful encounters. Individuals who suffer from social anxiety can also benefit from this study by learning advanced communication skills that help them form successful relationships in the future.

The study investigated pick up lines that are used to approach women and not vice versa. It would be interesting to conduct a similar study but this time having men being the recipients of such pick up lines. It would also be interesting to investigate whether such an approach has become a newer trend or a way of life in the Middle East. The effect of media and constant exposure to the western cultures may be predictive of this expected social change.

A study has been carried out by Micheal Cunningham (1989) to test the responsiveness of males to females using pick up lines. It was found that men had a strong willingness to continue conversation with a female across all types of opening lines. This was due to the fact that men gave more importance to the female's attractiveness, which was enough to continue the conversation regardless of the pick up line used. Attractiveness, among many other factors, is extremely important in researches that involve interpersonal attraction, mate selection criteria, dating, marriage and expectancy of success and failures in

these types of relationships. Moreover, due to societal expectations of socialization (Maccoby & Jacklin, 1974), specifically in Lebanon, females remain the majority of recipients of pick up lines, only because socially it is more expected and accepted. Female attempts to find themselves potential mates are rising in Lebanon due to the fact that marriage rates have become very low because of the economical situation and low paid jobs that hinder the likelihood to pursue marriage consequently, leaving more single middle aged females in the market, and leaving them more susceptible to engaging in dating practices that lack commitment and permanence. It is crucial to owe this huge social change that is being observed in the Middle East to the factor of education, specifically the adoption of human rights, particularly women's rights that are providing women the incentives to seek their own goals without being dependent on their fathers, husbands and significant others.

It is important to note that the pick up lines that women responded to do not necessarily reflect what exactly happens in real life. Other factors work together in such instances, and the wordings of such attempts might be altered according to the situation. Moreover, men's likelihood of using a certain line does not necessarily mean they will exactly approach the same way as in the pick up lines used in this study. This is why hypothetical scenarios need to be tested in real life settings.

(Finally, it would be interesting to conduct future researches by assessing women's sociosexuality, religiosity, type of relationship being sought (long term/ short term), and description of attractiveness of the line user. Moreover, other cues should be taken into account as human relationship formation is such a complex phenomenon that deserves careful investigation.

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2) Age in years

3) Religion

- * Muslim
- * Christian
- * Hindu
- * Undeclared

4) Marital Status

- * Single
- * Divorced
- * Married
- * Separated

5) Highest Level of degree acquired?

- * Primary
- * Secondary
- * BA or equivalent
- * Masters
- * PhD
- * Other

6) Have you ever lived outside of Lebanon? Yes No

If yes, for how long? _____

Appendix

Demographic Information

1) Age in years:

2) Religion:

- Muslim
- Christian
- Druze
- Undeclared

3) Marital Status:

- Single
- Dating
- Married
- Divorced

4) Highest Level of degree acquired?

- Primary
- Secondary
- BA or equivalent
- Masters
- PHD
- Others

5) Have you ever lived outside of Lebanon? Yes No

If yes, for how long? -----

Eysenck Personality Questionnaire				
Please give the most likely answer to the below questions:			Yes	No
1	Are you a talkative person?			
2	Can you get a party going?			
3	Do you often feel lonely?			
4	Would you take drugs which may have strange or dangerous effects?			
5	Do you often feel 'fed-up'?			
6	Would being in debt worry you?			
7	Does it worry you if you know there are mistakes in your work?			
8	Do you enjoy meeting new people?			
9	Are your feelings easily hurt?			
10	Do you worry too long after an embarrassing experience?			
11	Are you rather lively?			
12	Do you tend to keep in the background on social occasions?			
13	Do you suffer from 'nerves'?			
14	Is it better to follow society's rules than go your own way?			
15	Are you a worrier?			
16	Do you like mixing with people?			
17	Are you often troubled about feelings of guilt?			
18	Do you think people spend too much time safeguarding their future with savings and insurance?			
19	Do you usually take the initiative in making new friends?			
20	Do good manners and cleanliness matter much to you?			
21	Do you try not to be rude to people?			
22	Would you like other people to be afraid of you?			
23	Can you easily get some life into a rather dull party?			
24	Can you usually let yourself go and enjoy yourself at a lively party?			
25	Do other people think of you as being very lively?			
26	Do you ever feel 'just miserable' for no reason?			
27	Would you call yourself a nervous person?			
28	Do you like plenty of bustle and excitement around you?			
29	Are you mostly quiet when you are with other people?			
30	Does your mood often go up and down?			
31	Are you an irritable person?			
32	Would you call yourself tense or 'highly strung'?			
33	Do you take much notice of what people think?			
34	Do you prefer to go your own way rather than act by the rules?			
35	Do you think marriage is old-fashioned and should be done away with?			
36	Do you enjoy co-operating with others?			

To what extent it is likely for you to consider the pick up line user as a potential date?

#	Pick up line (Direct)	Definitely	Very Probably	Probably	Possibly	Probably Not	Very Probably Not	Never
1	In a coffee shop: sheftik men b3id w jeyi e3ezmik 3ala fenjen ahwe/ I have seen you from abroad, I am here to invite you for a cup of coffee.							
2	In the gym, there is a new girl constantly asking the coach how to exercise, then a guy tells her we are members since a long time, you can ask me: nahna kamen edm hon fiki tes2alina / I am an old member I can help you as well .							
3	Send her a message or an email saying: "Hi, I took your number from someone and I thought of getting to know you better							
4	Trying to get eye contact and if a good response is received: Hi ana esmi Elie / Hi, my name is Elie.							

To what extent it is likely for you to consider the pick up line user as a potential date?								
#	Pick up line (Innocuous)	Definitely	Very Probably	Probably	Possibly	Probably Not	Very Probably Not	Never
1	Asking a girl in the university campus if she can help his sister with her studies							
2	In a restaurant while watching her using her mobile phone: sorry badi jib zet el mobile, 3ambetle2i fi mashekel? btensahini fi?/ Excuse me are you finding any difficulties with this phone?Do you advise me to get the same?							
3	During a friends gathering at a pub where there is a band performing: kif l2iti l jaw hon? / How did you find the performance?							
4	In a pub: ma3ik eddeha? / Do you have a lighter							

To what extent it is likely for you to consider the pick up line user as a potential date?								
#	Pick up line (Flippant)	Definitely	Very Probably	Probably	Possibly	Probably Not	Very Probably Not	Never
1	In a bus: Yo2borni hal toul ,yala mashi ana weyyeki /Oh my God, what a posture, come on let's go me and you							
2	In a café: approaching a girl and asking her if she can give him her spoon as a souvenir							
3	While jogging: shere3 el hob wein? / Where is the avenue of love?							
4	While walking in the street going home: makent 3aref eno 3ambibi3o ward hon kamen / I didn't know they are selling roses here too							

Using the preceding lines, evaluate the person on the below desirable trait attributes:					
Traits	Extremely	Very	Moderately	Slightly	Not at all
Trustworthy					
Kind					
Honest					
Reliable					
Likely to be a good parent					
Intelligent					
Smart					
Sociable					
Friendly					
Confident					
Easy going					
Outgoing					
Funny					
Creative					