Nonverbal Synchrony Between Dyads As A Function Of Protective Versus Acquisitive Self-Monitoring

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Introduction

Self-Monitoring (Snyder, 1974)

Univariate

Dispositional differences in motivation and ability to engage in impression management

	High Self-Monitor (HSM)	Low Self-Monitor (LSM)
Motivation	Social appropriateness	Self-congruence
Ability	Well-developed	Not well developed

Bivariate (Wilmot, 2015)
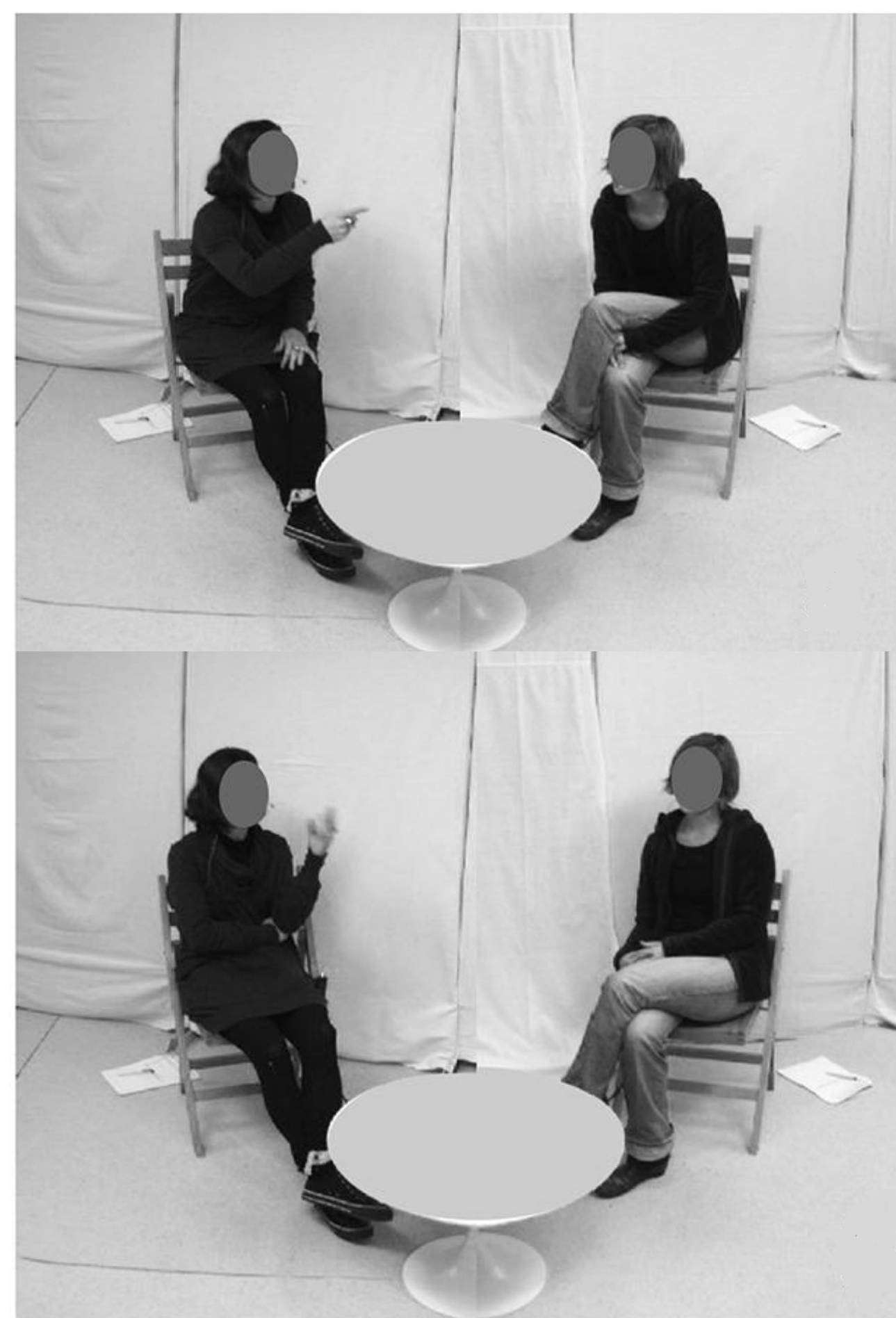
Acquisitive
Gaining social/non-social rewards

Protective
Avoiding social/non-social losses

Nonverbal Synchrony (Ramseyer & Tschacher, 2006)

Coordinated nonverbal behavior between two individuals

Research Question

What is the relationship between self-monitoring and nonverbal synchrony in dyadic interactions?

Method

Participants

N = 190; 155 females, 35 males
66 same-sex dyads
29 opposite-sex dyads
A non-controversial topic was chosen due to previous literature showing the effect of affect on synchrony
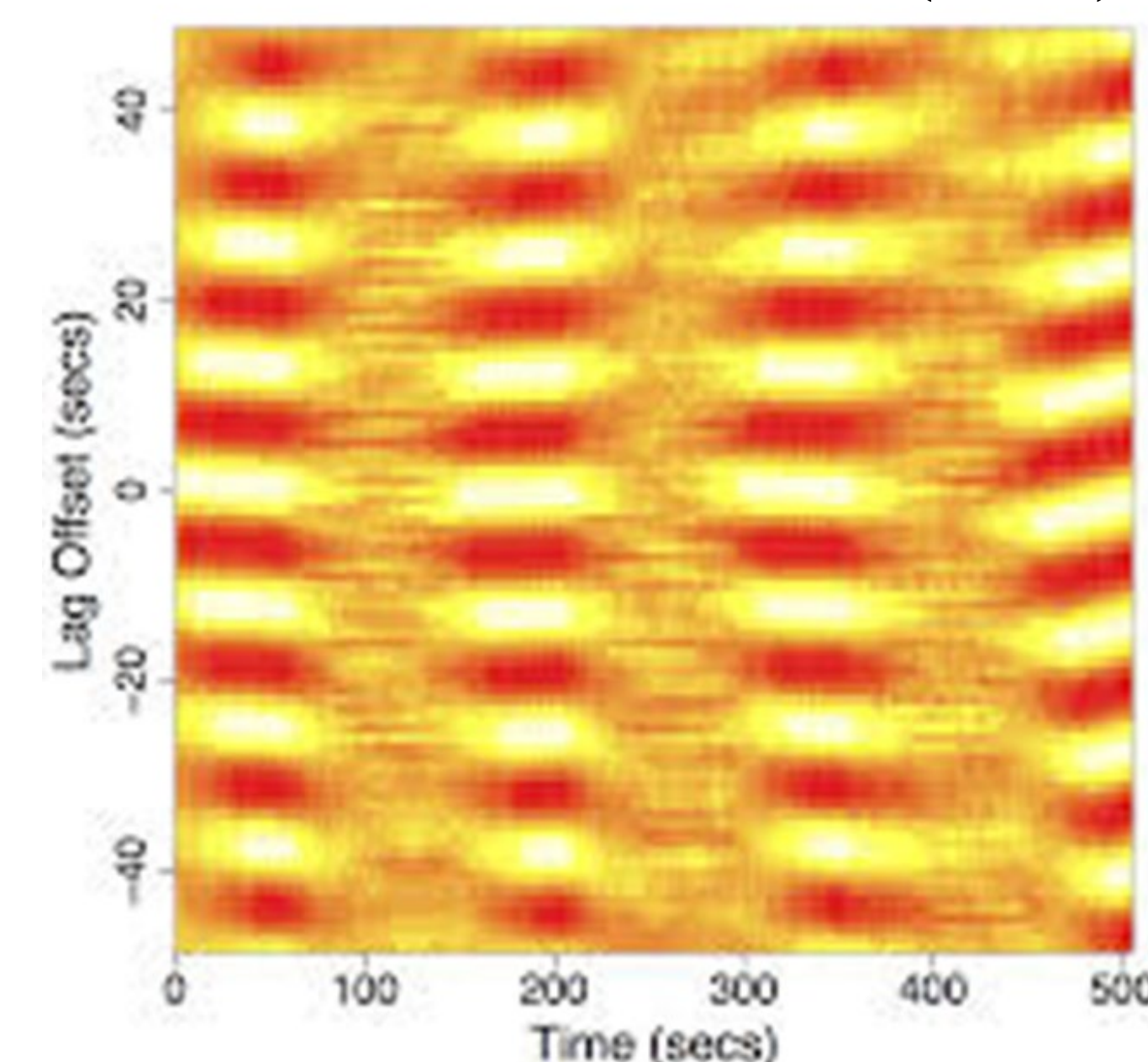(Tschacher, Rees & Ramseyer, 2014)

Procedure

25 Item Self-Monitoring Scale
(Snyder, 1974)

I can only argue for ideas which I already believe.   T   F
(Univariate, α = .62)
I find it hard to imitate the behavior of other people.   T   F
(Acquisitive, α = .66)
I'm not always the person I appear to be.   T   F
(Protective (α = .60)

Motion Energy Analysis (MEA)
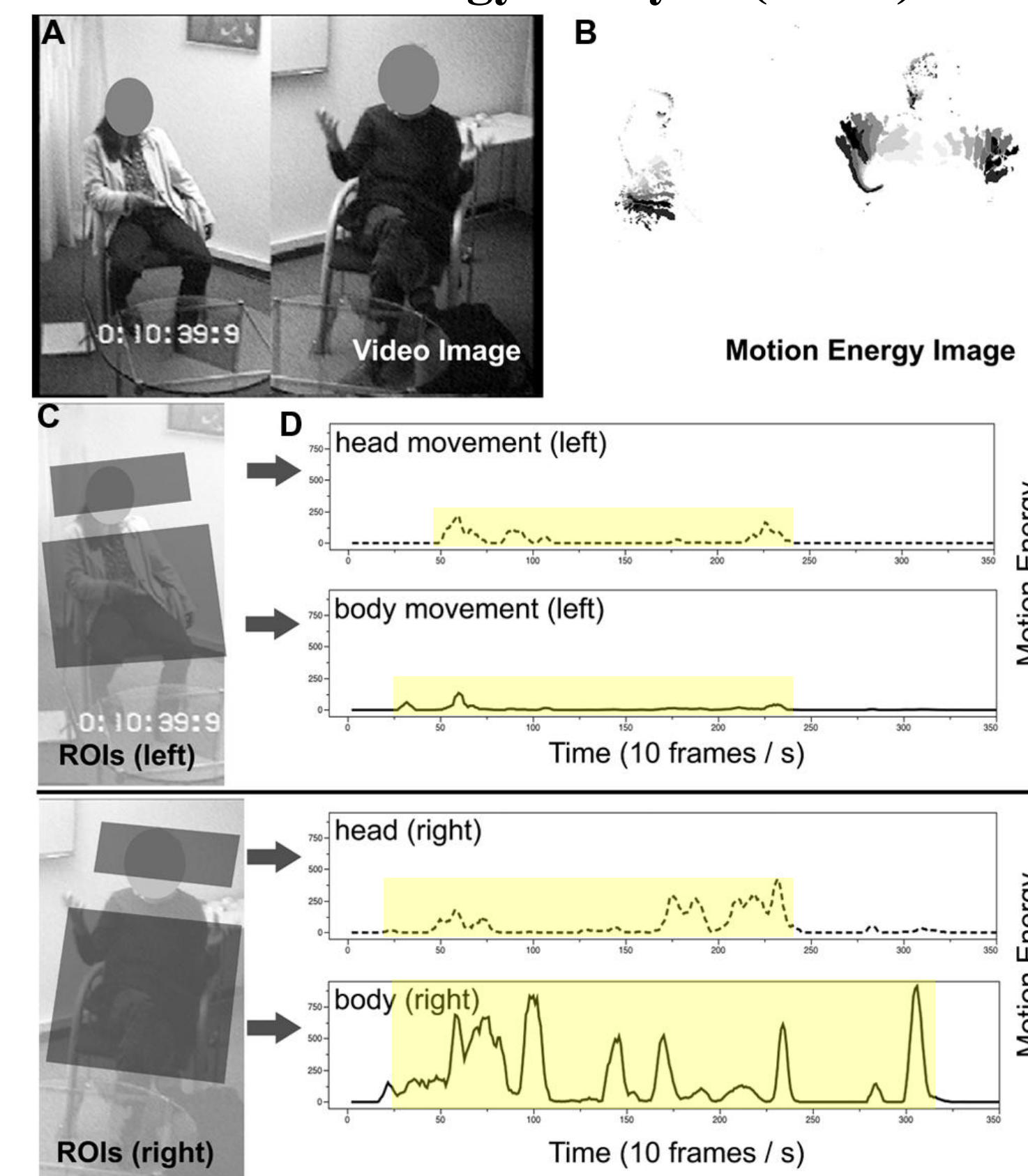
Windows Cross-Correlation (WCC)

Results

Dyadic Synchrony while Controlling for Familiarity

Self-Monitoring - Univariate

	β	t	p
Mean Peak Correlation	0.00	-0.04	.965
Mean Peak Lagged Correlation	-0.15	-1.46	.148
Mean Average Fisher's Z	-0.02	-0.17	.861

Self-Monitoring - Acquisitive

	β	t	p
Mean Peak Correlation	+0.11	+1.07	.287
Mean Peak Lagged Correlation	+0.01	+0.11	.916
Mean Average Fisher's Z	+0.12	+1.21	.230

Self-Monitoring - Protective

	β	t	p
Mean Peak Correlation	+0.21	+2.00	.048
Mean Peak Lagged Correlation	-0.20	-1.89	.062
Mean Average Fisher's Z	+0.18	+1.68	.096

Discussion

Conclusion

These findings extend the literature by

Illuminating the two-dimensional nature of self-monitoring

Identifying unexamined differences in synchrony

Implications

Greater nonverbal synchrony between clients and clinicians positively correlated with favorable therapeutic outcomes
(Paulick et al., 2018)

Nonverbal synchrony higher in genuine vs. inauthentic interpersonal interactions
(Ramseyer & Tschacher, 2011)

Limitations

No known temporal precedence
    Solution - Longitudinal design

Third-variable problem
    Solution - Measure and use as covariates

Future Directions