APPENDICES

APPENDIX - I
Fictional Conversation

APPENDIX - II
Modified Velten Mood Induction Technique (MVMIT)

APPENDIX - III
Distracter Task

APPENDIX - IV
Socio-economic Status Scale (SESS)
Appendix - I (Stimulus Material)

Fictional Conversation
Prepared by
Thomas Holt Graves,
Ball State University

Robert : Hello Michael.
Michael : Hello Robert.
Robert : How are you doing
Michael : Not bad considering our present work load. How about you?
Robert : OK. It sure has been hectic lately hasn’t it?
Michael : Yes, it sure has.
Robert : Well, we have to discuss the Jackson project.
Michael : Yeah, we should.
Robert : Tell me what its present status is.
Michael : Unfortunately, it’s going a little slow right now.
Robert : I have to have it by Friday.
Michael : There is few problems you’re having.
Robert : Tell me what kind of problems you’re having.
Michael : One of the problems is that we haven’t gotten the projections from the accounting department yet.
Robert : Tell them to hurry things up.
Michael : I have, but you know how they are.
Robert : You have to get this in by Friday or we’ll lose a big account.
Michael : Yeah, I know. It would help if could have the results of the Xerox project to help guide us. Have you gotten them yet?
Robert : No, we haven’t gotten them yet.
Michael : That’s too bad, that would really help.
Robert : you are not going to get them so you must do the best you can without them.

Michael : Well, we'll try. Any chance that we can get a short postponement and, you know, get it in a little later?

Robert : We must avoid that.

Michael : Sure, but is it still a possibility?

Robert : No definitely not.

Michael : Well all right.

Robert : Ask Jack's department for some help.

Michael : Yeah, I'm going to, although I think they're pretty busy these days.

Robert : Also, ask your people to work overtime.

Michael : I could, but they're feeling pretty pressured right now.

Robert : Oh yeah, I understand.

Michael : It's hard for everybody right now.

Robert : Yeah Well have to set up a staff meeting for this week.

Michael : OK, I guess we need one don't we?

Robert : I think it might help.

Michael : It probably would.

Robert : Let's meet Thursday the 24th?

Michael : I think that'll be fine, what time?

Robert : Let's meet at 1 O'clock.

Michael : OK, let's make it tentatively for then and I'll get back to you if there's a problem.

Robert : Fine. Let's get back to the Jackson project.

Michael : Sure.

Robert : Have your department postpone working on the IBM project until after the Jackson project is done.

Michael : That's a possibility but we're under quite a bit of pressure to finish the IBM project on time.
Robert : I know, but the Jackson project is far more important.
Michael : I'll have to look into it.
Robert : OK, One last thing, you will have to make a presentation on the Jackson project to the monthly board meeting.
Michael : Shouldn't be any problem.
Robert : Great. Is there anything else we need to talk about?
Michael : No, I think we covered it.
Robert : OK. I'll see you later.
Michael : OK, bye.

Fictional Conversation (Non-Assertive version)

Prepared by

Thomas Holt Graves,
Ball State University

Robert : Hello Michael.
Michael : Hello Robert.
Robert : How are you doing
Michael : Not bad considering our present work load. How about you?
Robert : OK. It sure has been hectic lately hasn't it?
Michael : Yes, it sure has.
Robert : Well, can we discuss the Jackson project.
Michael : Yeah, we should.
Robert : Can you tell me its present status?
Michael : Unfortunately, it's going a little slow right now.
Robert: I had appreciate it if I could have it by Friday.

Michael: There is few problems you’re having.

Robert: Can you tell me what kind of problems you are having?

Michael: One of the problems is that we haven’t gotten the projections from the accounting department yet.

Robert: Perhaps you could ask them hurry things up.

Michael: I have, but you know how they are.

Robert: We should probably try to get this in by Friday or else we may loose a big amount.

Michael: Yeah, I know. It would help if could have the results of the erox project to help guide us. Have you gotten them yet?

Robert: No, we haven’t gotten them yet.

Michael: That’s too bad, that would really help.

Robert: I do not think we are going to get them so I guess we’ll have to try to do the bast we can without them.

Michael: Well, we’ll try. Any chance that we can get a short postponement and, you know, get it in a little later?

Robert: I sure hope we can avoid that.

Michael: Sure, but is it still a possibility?

Robert: No I guess not.

Michael: Well all right.

Robert: Could you asks Jack’s department for some help.

Michael: Yeah, I ‘m going to, although I think they’re pretty busy these days.

Robert: Also, could you possibly ask your people to work overtime.

Michael: I could, but they’re feeling pretty pressured right now.

Robert: Oh yeah, I understand.

Michael: It’s hard for everybody right now.

Robert: Yeah, do you think we could set up a staff meeting for this week?
OK, I guess we need one don’t we?

I think it might help.

It probably would.

Would Thursday the 24th be possible?

I think that’ll be fine, what time?

Would 1 O’ clock be possible.

OK, let’s make it tentatively for then and I’ll get back to you if there’s a problem.

Fine should we get back the Jackson project?

Sure.

Perhaps you might ask your department to postpone working on the IBM project until after the Jackson project is done.

That’s a possibility but we’re under quite a bit of pressure to finish the IBM project on time.

I know, but I think it’s possible that Jackson project may be more important.

I’ll have to look into it.

OK, One last thing, would it be possible for you to make a presentation on the Jackson project to the monthly board meeting.

Shouldn’t be any problem.

Great. Is there anything else we need to talk about?

No, I think we covered it.

OK. I’ll see you later.

OK, bye.
### Target utterances & Normative ratings

<table>
<thead>
<tr>
<th>Target Version</th>
<th>Target utterance</th>
<th>Normative rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Assertive</td>
<td>Well, we have to discuss the Jackson project.</td>
<td>7.35</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>well, we discuss the Jackson project.</td>
<td>4.38</td>
</tr>
<tr>
<td>2. Assertive</td>
<td>Tell me what its present status is.</td>
<td>7.14</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Can you tell me its present status</td>
<td>3.69</td>
</tr>
<tr>
<td>3. Assertive</td>
<td>I have to have it by Friday</td>
<td>7.86</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>I had like to have it by Friday</td>
<td>4.92</td>
</tr>
<tr>
<td>4. Assertive</td>
<td>Tell me what kind of problems you are having?</td>
<td>6.89</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Can you tell me what kind of problems you are having?</td>
<td>4.20</td>
</tr>
<tr>
<td>5. Assertive</td>
<td>Tell them to hurry things up</td>
<td>8.23</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Perhaps you could ask them to hurry things up.</td>
<td>4.87</td>
</tr>
<tr>
<td>6. Assertive</td>
<td>You have to get this by Friday or well loose a big amount.</td>
<td>8.40</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>We should probably try to get this in by Friday or else we may loose a big amount.</td>
<td>4.97</td>
</tr>
<tr>
<td>7. Assertive</td>
<td>You are not going to get them so you must do the best you can without them.</td>
<td>6.93</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>I don’t think we are going to get them so I guess we’ll have to try to do the best we can without them.</td>
<td>4.20</td>
</tr>
<tr>
<td>8. Assertive</td>
<td>We must avoid that.</td>
<td>4.65</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>I sure hope we can avoid that.</td>
<td>8.53</td>
</tr>
<tr>
<td>9. Assertive</td>
<td>No, definitely not.</td>
<td>4.94</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>No, I guess not.</td>
<td>7.23</td>
</tr>
<tr>
<td>10. Assertive</td>
<td>Ask Jack’s department for some help.</td>
<td>3.96</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Could you ask Jack’s department for some help.</td>
<td>7.30</td>
</tr>
<tr>
<td>11. Assertive</td>
<td>Also, ask your people to work over time.</td>
<td>4.87</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Also, could you possibly ask your people to work overtime</td>
<td></td>
</tr>
<tr>
<td>Target Version</td>
<td>Target utterance</td>
<td>Normative rating</td>
</tr>
<tr>
<td>----------------</td>
<td>----------------------------------------------------------------------------------</td>
<td>------------------</td>
</tr>
<tr>
<td>12. Assertive</td>
<td>Yeah, we have to setup staff meeting for this week.</td>
<td>6.89</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Yeah, Do you think we could setup a staff meeting for this week.</td>
<td>3.96</td>
</tr>
<tr>
<td>13. Assertive</td>
<td>Let's meet Thursday the 24th.</td>
<td>7.39</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Let's meet Thursday the 24th be possible?</td>
<td>4.15</td>
</tr>
<tr>
<td>14 Assertive</td>
<td>Would Thursday the 24th be possible?</td>
<td>7.25</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Let's meet at 1 O'clock.</td>
<td>3.98</td>
</tr>
<tr>
<td>15. Assertive</td>
<td>Would 1 O'clock be possible?</td>
<td>6.83</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Fine, let's get back the Jackson project?</td>
<td>3.85</td>
</tr>
<tr>
<td>16. Assertive</td>
<td>Fine should we get back the Jackson project?</td>
<td>6.95</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>Have your department postpone working on the IBM project until the Jackson project is done.</td>
<td>4.13</td>
</tr>
<tr>
<td></td>
<td>Perhaps you might ask your department to postpone working on the IBM project until after the Jackson project is done.</td>
<td></td>
</tr>
<tr>
<td>17. Assertive</td>
<td>the Jackson project is done.</td>
<td>6.70</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>I know, but the Jackson project is for more important.</td>
<td>3.53</td>
</tr>
<tr>
<td>18. Assertive</td>
<td>OK. on last thing you will have to make a presentation on the Jackson project to be</td>
<td>6.90</td>
</tr>
<tr>
<td>Non-assertive</td>
<td>monthly board meeting.</td>
<td>3.98</td>
</tr>
<tr>
<td></td>
<td>OK. on last thing would it be possible for you to make a presentation on the Jackson project to monthly board meeting.</td>
<td></td>
</tr>
</tbody>
</table>