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Norwegian Students' Judgment of Effective Flirting Tactics, and the **Effect of Sex and Context**

Master's thesis in Psychology Supervisor: Mons Bendixen May 2019



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Preface and Acknowledgments

Data used in this study are part of a bigger research project, that was pre-registered (Open Science Framework, date created 21.11. 2019). I recruited all the participants in this study and performed all statistical analysis. The questionnaires were developed in cooperation with Mons Bendixen, Leif Edward Ottesen Kennair and Trond Viggo Grøntvedt.

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Abstract

Flirting is a mate acquisition tactic, akin to self-promotion. Previous self-promotion studies have found clear gender and context effects in tactics judgment, but similar studies on flirting tactics have not been performed. Sexual strategy theory (SST) predicts these sex and context effects, but do not connect specific tactics to the various attractive mating cues (e.g. sexual availability). By applying a Sex of actor by Mating context (short-term and long-term) factorial design, the present study investigated the effect of sex and context on effectiveness judgment for twenty flirting tactics. Four hundred sixty-six Norwegian students completed one of four versions of an electronic survey, randomly assigned. Supporting the main hypothesis flirting tactics strongly associated with cues to sexual availability was judged as more effective for female actors in a short-term mating context. Flirting tactics not associated with cues to sexual availability had mixed results and are discussed in an SST framework. The effects of covariates (sex of rater, SOI, and extraversion) on tactic judgment were limited to certain flirting domains, and these effects was small or moderate. The present results suggest that the judgment of effective flirting tactics can be predicted by SST, and provides some conceptual implications on how the different tactics can be categorized and measured.

Keywords: flirting, judgment, mating contexts, sexual strategies, gender differences

Sammendrag

Flørting er en taktikk for å skaffe seg en partner, som ligner på selvpromotering. Tidligere forskning på selvpromotering viser at kjønn og kontekst påvirker hvordan vi vurderer ulike taktikker, men lignende studier på flørting har ikke blitt gjennomført. Seksuell strategi teori (SST) predikerer kjønn og kontekst forskjeller, men knytter ikke spesifikke taktikker til ulike signaler om partner attraktivitet (f.eks. seksuell tilgjengelighet). Ved å bruke et 2 (kjønn på flørter) x 2 (kort vs. Langtids kontekst) faktorielt design, undersøker denne studien effekten av kjønn og kontekst på vurderingen av tjue effektive flørtetaktikker. Fire hundre og sekstiseks norske studenter gjennomførte en av fire versjoner av en elektronisk survey, tilfeldig tildelt. Hovedhypotesen ble støttet, og flørtetaktikker (sterkt assosiert med signal på seksuell tilgjengelighet) ble vurdert som mest effektive for kvinner i en korttidskontekst. Flørtetaktikker som ikke er assosiert med seksuell tilgjengelighet, hadde varierende resultater og er diskutert i et SST rammeverk. Effekten av kovariater (kjønn på deltaker, SOI og extroversjon) var begrenset til enkelte flørte domener og disse effektene var små eller moderate. Resultatene i denne studien indikerer at vurderingen av effektive flørtetaktikker kan predikeres av SST, og gir konseptuelle implikasjoner for hvordan ulike flørtetaktikker kan kategoriseres og bli målt.

Nøkkelord: flørting, bedømmelser, mating kontekst, seksuelle strategier, kjønnsforskjeller

Introduction

From an evolutionary perspective, sexual competition for mates and sexual access is based on Trivers' parental investment theory (1972). He proposed that the more investing sex (in humans and other mammals this is the female) should be more selective when choosing a mate, and the less investing sex (male) should compete more vigorously for access to potential partners. Buss and Schmitt (1993) argued the importance of not only differing between the sexes but also between different mating context (e.g. long-term mating vs. shortterm mating) when examining human mating. This created a specified theoretical framework for prediction making, sexual strategies theory (SST). Self-promotion studies have shown the predictive power of SST in the judgment of the efficiency of different tactics (Bendixen & Kennair, 2015; Schmitt, 2002; Schmitt & Buss, 1996). The results show that what makes someone attractive for short sexual encounters are judged more or less efficient from those that make someone attractive for more committed long-term relationships. Also, some tactics are judged more effective when applied by women, and others more effective when applied by men. The efficiency of some self-promotion tactics may also differ for one sex but not for the other across mating contexts, resulting in a statistical Sex of actor x Mating context interaction effect (Bendixen & Kennair, 2015; Fisher, Cox & Gordon, 2009; Schmitt, 2002; Schmitt & Buss, 1996).

Flirtation is a form of mate acquisition tactic, akin to self-promotion. But opposed to self-promotion these types of tactics must be target directed with the intention of developing a relationship or having sex (Henningsen, 2004; Moore, 2002; Wade & Feldman, 2016; Witty, 2003; Scheflen, 1965). Flirtation can be both verbal (Clark et al., 1999; Grammer, Kruck, Juette, & Fink, 2000; Whitty, 2004) and non-verbal behavior (Moore, 2010; Renninger, Wade & Grammer 2004). Both men and women use non-verbal signals, such as space-maximization movements (command of personal and physical space, such as stretching legs or arms), direct glancing and auto-manipulations (self-directed behavior, such as face rubbing or playing with one's hair), to communicate interest in someone (Renninger, Wade & Grammer, 2004). Previous research has mostly been focusing on the non-verbal behaviors that women produce (see Moore 2010; for a comprehensive overview of non-verbal flirting behaviors). The results often show that women who are seeking potential mates exhibit a higher frequency of these non-verbal flirting signals, and are approached more than women who exhibit fewer of these signals (Guéguen, 2008; Moore, 1985).

The current study will consider the efficiency of different flirting tactics from an SST perspective (differing between temporal mating context and sex of actor). Further the effects of sex of respondents and individual differences, such as sociosexuality (SOI-R; Penke & Asendorpf, 2008) and extraversion (Donnellan, Oswald, Baird & Lucas, 2006). To fully understand how an evolutionary framework can be used to explain flirting and sexual behavior, we will start by taking a closer look at two central forces (natural and sexual selection) that drives human evolution forward. Further, we will see how sexual selection is related to Trivers' parental investment theory (1972), and how this can be used to predict men and women's sexual strategies and partner preferences.

Natural and Sexual Selection

Evolution refers to change over time, and in all living organisms, it refers to the heritable characteristics of biological populations throughout generations (Buss, 2015). When developing the theory of natural and sexual selection, Darwin (1871) provided answers for why and how these changes take place, and why organisms appear so well designed for their local environments. In doing so he discovered one critical fact: the existence of adaptations. Adaptations are the result of the tendency that favorable variations are preserved, and unfavorable variations die out, generation after generation. Adaptations refer to favorable mechanisms or designs for survival or reproduction in a relevant environment. These can be both physical (e.g. physical appearance or attributes to increase survival) or psychological (traits- specialized evolved mechanisms for information interpretation, activated by specific cues, in a specific context).

In the theory of natural selection, the focus lies on adaptations that have arisen as a consequence of successful survival (Buss, 2015). The organisms best adapted to their environment will have a greater probability to survive and reproduce a greater number of offspring. In this way, the genetic material that is best fitted for survival in the environment in question, will in a higher degree be passed on to the next generation.

In contrast to natural selection, sexual selection focuses on adaptations that have arisen as a consequence of successful mating. This can accrue in two different ways, intrasexual competition or intersexual selection. Intrasexual competition refers to competition between members of the same sex, where the winner gets mating access to members of the other sex and the opportunity to pass on genetic material to the next generation. In this way,

characteristics that are linked with losing fails to pass on, and favorable characteristics that can help the competitors in combat (e.g. greater size, strength or athletic skills) will evolve.

Intersexual selection, on the other hand, is based on traits that make an individual more attractive for the opposite sex. If members of one sex have some consensus about which qualities that are desired in a mate, individuals of the opposite sex that possess those qualities will be preferred when choosing a mate. In contrast, the individuals who lack these desired qualities will fail to get mates and reproduce. In this case, evolution occurs simply because attractive mate qualities increase in frequency generation after generation.

In this way, characteristics that lead to either success at being preferably chosen as a partner by the opposite sex (intersexual attraction), or successful competition (intrasexual competition) will evolve simply because they give organisms reproductive advantage (Buss & Schmitt, 1993). I the following we will see how differences in parental investment, between the two sexes, can influence sexual selection for men and women.

Sexual Selection and Parental Investment Theory

The theory of parental investment was first presented by Trivers (1972). He proposed that one central force behind sexual selection is the amount of minimum parental investment men and women have for a potential offspring. The sex with the highest minimal obligatory investment, which in humans and other mammals is the female (due to pregnancy and breastfeeding), will be the choosier when selecting a partner. This is because the cost of being abandoned to raise a child alone might be particularly high. Men, on the other hand, will have a lower amount of obligatory investment and should compete more vigorously for access to the high investing member of the opposite sex. Trivers' theory on parental investment (1972) has widespread empirical support across dozens of species (Trivers, 1985). This pattern is also found in species where the sex roles are reversed, and the male was observed to be the more investing sex (e.g., Mormon cricket, Panamanian poison arrow frog and several species in the pipefish seahorse family). In these cases, the female is often larger than the male and compete more aggressively with each other for sexual access to the choosier, more investing sex.

In humans, men have the chance to, and often do, invest more in their offspring than other mammals, to increase their chance of survival (e.g., through different forms of protection, provisioning, learning, and social status) (Trivers, 1972). In this way, women may choose their mates for their willingness and ability to invest and this is hypothesized to be a

crucial part of women's mate selection criteria. In this way, men in the mating game, seeking the most attractive mates, are predicted to compete by acquiring and displaying these types of resources. For men, the primary reproductive challenges are connected to getting access to reproductive valuable women. It is therefore hypothesized that men will value characteristics in a partner that signal cues to reproductive value and that women should compete to display those characteristics. Based on this, humans mate preferences and mating decisions are hypothesized to be strategic products of selection. The next section will further elaborate how men and women historically have met different challenges (related to parental investment) and how this is connected to variances in partner preferences and sexual strategies

Sexual Strategies and Partner Preferences as Solutions for Adaptive Problems

Sexual strategies theory (Buss & Schmitt, 1993) provides an explanation for the origins of the strategies men and women exhibit. The theory is based on the assumption that human mating is inherently strategic: Humans seek particular mates to solve specific adaptive problems that their ancestors have been confronted with during the time of human evolution. The term *strategies* refer to the problem solving and goal-directed nature of human mating behavior and do not imply that the strategies necessarily are consciously implemented by the individual. Some of the problems men and women have confronted are the same for the two sexes (e.g. the problem of finding a mate with good gene quality and good parental skills) and other problems are more gender specific. For males, some of these problems are related to identifying which women are sexually accessible and fertile. For females, some of these problems are related to resource investment and commitment.

Buss and Schmitt (1993) argued the importance of not only differing between the sexes but also between different mating context (e.g., long-term mating and short-term mating) when examining human mate selection and sexual strategies. Long-term mating refers to relationships of long duration (e.g. being in a steady relationship or marriage) and short-term mating refers to relationships of short duration (brief affairs, one-night stands, or temporary liaisons). Both men and woman engage in these two mating contexts, but based on their different adaptive challenges, they have adapted different partner preferences and tendencies towards long and short-term mating strategies.

Because of the lower levels of minimum parental investment incurred by men and that they historically have increased their reproductive success by increasing the number of women they inseminate, men have adapted a greater preference for short-term mating

(Schmitt & Buss, 1996). In short-term mating, reproductive challenges are connected to getting access to a large number of partners, identifying which women are sexually available and fertile, and minimizing own commitment and investment. To solve these challenges men have evolved specialized adaptations embodied in the psychological preferences they express in short-term mates. In this way, women who express cues to sexual accessibility (promiscuity or looseness) and fertility (youthful physical appearance) should be favored in this context (Buss, 1989; 2006).

For men, there are also several reproductive advantages in choosing a long-term relationship. These advantages include obtaining a woman of high mate-value, avoid the cost of not pursuing a long-term mate (repeatedly seeking a short-term mate can be costly in reassures and time, especially in context where women show reluctance to mate quickly) and increase the genetic quality of children (most men can obtain a much more desirable mate if they are willing to invest and commit). Perusing a long-term relationship also solves the problem of concealed ovulation in women (increase the probability of paternity), and to reap the benefits of mutual cooperation and division of labor.

Adaptive problems when pursuing a long-term relationship is therefore connected to paternity confidence and finding reproductively valuable women. This leads to preferences for mates with good genetic quality, who will be sexually exclusive (to secure fatherhood) and have good parental skills (Buss & Schmitt, 1993).

For women, the cost of pursuing a short-term sexual strategy is likely to be higher than for men. Both sexes are faced with the risk of impairing their value as a long-term partner by acquiring a social reputation as promiscuous, but for women, this is likely to be more severe. This is ultimately based on the asymmetry between men and women in parenthood confidence. Historically, human society has been mildly polygynous, and men high in status and resource have had permission to acquire multiple mates (Betzig, 1989). Based on this association, men able to acquire multiple partners may be credited with being high in resources and status (Bar-Tal & Sax, 1976). A woman's sexual contact with many men may be interpreted precisely opposite. Because women of high mate value are generally choosier then women of low mate value (Buss, 1988), sexual promiscuity may be interpreted as a sign that a woman cannot obtain a high-quality long-term partner. Since low mate value is associated with greater sexual availability, a woman may suffer reputational damage due to a short-term sexual strategy. In this way, cues of a woman having multiple partners should in a greater extent be disfavored by men seeking a long-term partner.

Despite the risks associated with woman pursuing short-term mating, there are also

some potential reproducible benefits. These benefits include immediate resource extraction, gaining increased protection and the use of short-term mating to evaluate long-term prospects. Another possible explanation for women pursuing a short-term strategy pertains to mate switching. This behavior includes mate expulsion, mate replacement or mate insurance, and can be beneficial for a woman if her existing partner stops bringing in resources, starts abusing her or in some way declines in his value as a mate (Buss, 2015). To cope with these adaptive problems ancestral women may have benefited from using such behavior to get rid of or trade up a low-value, long-term mate (see Buss, Goetz, Duntley, Asao & Conroy-Beam, 2017; for a comprehensive discussion).

In short-term mating, reproductive challenges for women are therefore connected to protection, immediate resource extraction and assessing prospective long-term mates. To solve these problems women should favor characteristics in a mate that signal immediate resource provisioning (and dislike frugality) and great physical strength. Because women, more than men, use short-term mating for evaluating a potential long-term mate, they are expected to have more similar partner preferences in short and long-term mating. So why should women, from a reproductive standpoint, pursue a long-term relationship, especially if she can get a more desirable mate for a brief encounter? Historically the key lies in male parental investment that women get access to in long-term relationships. This is related to men's ability to provide mother and child with food and protection. In ancestral environments, a lone woman may have been especially vulnerable, e.g. for aggressive males when pregnant (Smuts, 1992). Additionally, a long-term mate could provide opportunities for learning, transfer status, power or resources to the offspring (Buss, 1989). Sexual strategies theory (Buss & Schmitt, 1993) therefore predicts that women pursuing a long-term strategy will select mates with characteristics that signal the ability and willingness to provide these resources. This will only accrue under certain conditions: a) where resources can be accrued, defended, and monopolized; b) where men tend to control these resources; c) where male variance in resource holdings is sufficiently high; d) where some men are in fact willing to invest these resources in a woman and her child; and e) where women have sufficient mate value to attract an investing mate. In humans, these conditions are often met and because of this, women should have evolved preferences for mates who show willingness and ability to invest resources in offspring.

Based on the theory presented above it is proposed that men and women have developed specific psychological mechanisms and behavior to solve their respective adaptive problems for reproductive success, in short- and long-term mating. These mechanisms,

combined with the context in which they are activated, create the evolved sexual strategies for men and women. We will now take a closer look at the tactics men and women use when competing for access to the most desirable mates, and how this is related to flirting.

Self-promotion and Flirting in Temporal Mating Context

In temporal mating context (long or short-term mating) men and women can implement two kinds of mate attraction tactics, such as competitor derogation and self-promotion (Bleske-Rechek & Buss, 2006; Schmitt, 2002; Schmitt & Buss, 1996). Competitor derogation refers to the attempt to reduce the perceived mate attractiveness of other competitors. This can be done by convincing potential mates that the competitor lacks positive traits or by enhancing negative traits of the competitor (Schmitt & Buss, 1996). Self-promotion means "displaying a desired attribute" (Schmitt, 2002). In this context, the behavior in question is thought to be evolved because they are found sexually attractive by members of the opposite sex. This will only work effectively if the behavior reliably present, enhance, exaggerate or fake the kind of trait the opposite sex finds attractive.

Temporal mating context is important when considering the efficiency of self-promotion and derogation tactics (Bendixen & Kennair. 2015; Schmitt & Buss, 1996): a trait that makes someone attractive for short-term sex might reduce their mate value in a long-term context. For example, a woman derogating another woman by spreading rumors of her ease of sexual access might be extremely effective for dissuading a man seeking a long-term partner but not at all effective if he is seeking a short-term mate (Schmitt & Buss, 1996).

In addition, the efficiency of self-promotion strategies will vary due to sex within specific mating contexts (Bendixen & Kennair, 2015; Fisher, Cox & Gordon, 2009; Schmitt & Buss, 1996). A tactic used by a woman to promote herself in long-term mating context might not be as useful when implemented by a man (e.g., enhancing their facial looks to look younger, see Buss, 1988; 1989). Similarly, men promoting high future earnings might find this tactic more effective than women in a long-term mating context (Buss, 1988; 1989).

Flirting is a form of mate acquisition tactic, akin to self-promotion. Through flirtation one signals to potential partners an interest in developing a relationship, having sex or spending time with them (Henningsen, 2004; Moore, 2002; Wade & Feldman, 2016; Wade & Slemp, 2015; Whitty, 2003). Both singles and married individuals flirt, and it can be used for either courtship initiation or quasi-courtship purposes (Wade & Feldman, 2016). The term quasi-courtship refers to instances where flirtatious behavior is used when one or both parties

are not interested in sexual contact (Scheflen, 1965; Henningsen, 2004). The difference between these two terms lies in the motivation that generates the behavior; quasi-courtship (behavior with no sexual intent) and courtship behavior (sexually motivated flirting behavior). In this study flirting will be defined as behavior that is sexually motivated.

Flirting and self-promotion tactics are to some degree overlapping phenomena, and some self-promoting tactics are shown to be part of the flirting tactics men and women judge as most effective (e.g. dressing revealingly) (Wade & Feldman, 2016; Bendixen & Kennair, 2015). Flirting can also be behavior that is not self-promoting (e.g. making eye contact or asking for favors). What ultimately separates self-promotion and flirting tactics is whether the tactic is target directed. An example could be a man driving an expensive car, and in this way promoting himself by showing off his economic resources to everyone. I this scenario, he will be using a self-promotion tactic, without any flirting involved. To use a flirting tactic, he would have to direct his self-promotion behavior to specific individuals, with the intention of developing a relationship or having sex. This would occur if he had sat down beside a woman and put his car keys on the table, while buying her a drink, to signal his interest through wealth and generosity. How effective this would be will again be depending on contextual and individual factors, which we will come back to later.

Flirting tactics can function as cues of desired mate features (such as intelligence, commitment or sexual availability). Based on men and women have different partner preferences, they are thought to engage in different mate acquisition tactics. One example is that women prefer partners who are rich in resources (Regan et al., 2000; Buss & Shackelford, 2008; Schwarz & Hassebrauck, 2012; Buss, Shackelford, Kirkpatrick & Larsen, 2001), and value cues that indicate strong future resource investment in a long-term context (Buss 1989; 2006). Supporting the notion that men's generosity might have evolved as a mating signal, a study on people's charity contributions (while in presence of different observers) showed that men are more generous in the presence of a potential partner than in the presence of no observer or the same sex (Iredale, Vugt & Dunbar, 2008).

Since men seek a parental investment from women that is primarily physical (Trivers, 1972), they are predicted to seek women who give cues to fertility and sexual access (Buss, 1989; 2006). In this way, one assumption is that effective flirtation techniques for women will be based on behavior that indicates sexual access (such as physical approach). For men, flirtation techniques that indicate cues of commitment will be more effective since women have a greater preference for long-term mating. These assumptions have empirical support (Wade & Slemp, 2015; Wade & Feldman, 2016). In both studies the results were in

line with the hypotheses; men rated flirtation techniques that indicated sexual availability (e.g. dressing revealingly, touching him) as most effective, and women rated flirtation techniques related to cues of emotional commitment and exclusivity (e.g. holding hands, spending time with her) the highest. A problem with these studies is that they did not consider the tactics from an SST perspective regarding temporal mating context. Because of this limitation, they could not make direct comparisons of what tactics were more effective across short and long-term mating context when applied by each sex.

Previous research on self-promotion has controlled for mating context and the results suggest that sexual availability is more efficient for women in a short-term context, and cues of commitment are more effective for males (Bendixen & Kennair, 2015; Schmitt & Buss, 1996). Previous research has also shown that there is a gender difference in how men and women interpret flirtatious behavior, as men often view flirting as more sexual than women and perceive rejection as less potent (Henningsen, 2004; Moore, 2002). This implies that behavior interpreted by women as quasi-courtship behavior, may be interpreted as courtship initiating by men, often referred to as the sexual over- and under perception bias (Haselton, 2003).

By now we have established that there are gender differences in what qualities men and women look for in a potential long and short-term partner. These differences also affect what mating behavior men and women exhibit and what is evaluated as effective tactics in the two mating contexts. Another critical point, affecting how we judge and exhibit mating behavior, is the effect of individual differences such as personality or relationship status. In the present study, the focus is on how sex of the participant, openness for casual sex and the personality trait extraversion can affect the judgment of effective flirting tactics. We will now take a closer look at what previous studies have found.

The Effect of Individual Differences on Tactic Effectiveness Judgment

Sociosexuality (SOI) refers to the willingness to engage in sexual activities outside of romantically committed relationships (Simpson & Gangestad, 1991). Individuals with unrestricted sociosexuality have more positive attitudes toward sex without commitment or closeness, relative to more restricted individuals. They also have more casual sex partners and desire and fantasize more about having casual sex. Sociosexuality is also linked to relationship commitment, as restricted individuals more than unrestricted individuals, prefer to engage in sexual activity in more committed relationships (Penke & Asendorpf, 2008).

Unrestricted individuals also tend to be involved in relationships characterized by less commitment, love, and emotional dependency, than more restrictive individuals (Simpson & Gangestad, 1992). Further, Townsend and Wasserman (1998) reported that women with high SOI scores, relative to those with low SOI scores, required fewer signs of male willingness to invest in order to engage in sexual relations.

Sociosexuality was previously assessed as the overall orientation towards uncommitted sex (SOI) (Simpson & Gangestad, 1991). Penke and Asendorpf (2008) revised this scale by establishing three theoretical meaningful components (past behavioral experience, attitude towards uncommitted sex, and sociosexual desire). When developing the SOI-R scale, Penke and Asendorpf found that less restrictive individuals were more likely to flirt with a stranger. Although not studying the effect of mating context, they reported that SOI-R correlated substantially with global ratings of flirting effectiveness in women and men. Global flirting ratings referred to video observations when interacting with a stranger. The results showed that behavior (quantity of past short-term sexual encounters) and male desire (general sex drive, desire for sexual variety and sensation seeking) correlated positively with predictions for flirting with a stranger. Attitude (openness for casual sex) turned out to be negatively associated with global flirting ratings for both men and women, which implies that people do follow their flirting tendency towards attractive strangers (in line with their SOI desire and behavior), even if this contradicts their explicit attitudes. One important note is that the results from this study predicted flirting behavior in relation to SOI in a real-life context, and not tactic effectiveness judgment for hypothetical men and women, as the present study does.

Studies on self-promotion, using a similar research design as the present study, showed that sociosexuality was linked with two tactics related to sexual availability; "Make propositions" and "Acting seductively". The results showed that unrestricted respondents rated these tactics as more effective than more restricted respondents (Bendixen & Kennair, 2015). Further sexual exclusivity was rated less effective by unrestricted participants, and this was even more pronounced in women judging other women.

Extraversion has been positively linked with SOI. Relative to less extraverted individuals, more extraverted individuals tend to have more positive attitudes to uncommitted sex and more often engage in unrestricted forms of sexual behavior (Penke & Asendorpf, 2008; Simpson & Gangestad, 1992). Similar results are also found in cross-cultural studies (Schmitt & Shackelford, 2008). Since extraverts, compared to introverts, generally have a more positive mood are more outgoing, and more often attend social gatherings (full of

potential mates) this trait might be beneficial in terms of mating success (Nettle & Clegg, 2008). Schmitt and Buss (2001) found that married extraverted women got more sexual invitations from other men. Additionally, Nettle (2005) found that extraversion was a strong predictor for lifetime number of sexual partners. Male extraverts were more likely to engage in extra-pair mating and female extraverts were more likely to leave existing partners for new ones. Based on the findings presented above, one can assume that extraversion and SOI will influence the judgment of effective flirtation tactics related to cues to sexual availability.

Sex of the participant has not been found to have a systematically moderating effect on the judgment of self-promotion tactics (Schmitt, 2002), but had some effect on tactics related to sexual availability and commitment in Bendixen and Kennair's study (2015).

The Current Study

The present study will examine how people judge the effectiveness of flirtation tactics when utilized by men and women in two different mating-contexts, and the influence of individual factors, such as sex of the rater, sociosexuality (SOI-R; Penke & Asendorpf, 2008), and extraversion (Donnellan, Oswald, Baird, & Lucas, 2006). Studying the effectiveness of various flirting tactics from an SST perspective (differing between mating contexts), and presenting the same tactics for men and women, have not been done in previous research on flirting tactic effectiveness judgment (Wade & Feldman, 2016). Also, what cues the different flirting tactics might reflect have not been fully established. Previous research on self-promotion (Bendixen & Kennair, 2015; Schmitt, 2002; Schmitt & Buss, 1996) has shown that tactics signaling cues to sexual availability are rated differently across sex of flirter and mating context, in line with predictions made by SST. Because of this, the current study wanted to explore if these effects also can be found in the judgment of effective flirting tactics. Studies on self-promotion showed that sociosexuality was linked with tactics related to sexual availability (Bendixen & Kennair, 2015). Extraversion has been positively linked with SOI, and more extraverted individuals, compared to less extraverted individuals, tend to have more positive attitudes towards uncommitted sex and more often engage in unrestricted forms of sexual behavior (Penke & Asendorpf, 2008; Simpson & Gangestad, 1992). Sex of participant is also found to have some effect on tactics related to sexual availability and commitment in self-promotion studies (Bendixen & Kennair, 2015). The broader research question in the current study is: *Does sex of flirter, mating* context, and individual differences affect the judgment of effective flirtation tactics?

Main hypothesis (H1). Based on sexual strategies theory (Buss & Schmitt, 1993) and previous research on self-promotion (Bendixen & Kennair, 2015; Schmitt, 2002; Schmitt & Buss, 1996) the present study predicts that flirtation tactics that include cues to sexual availability will be judged as more effective when they are employed by women in a short-term mating context compared to women in a long-term mating context and to men in both mating contexts.

Additional hypotheses and explorative research questions regarding individual differences.

Participant sex. In studies on self-promotion, Bendixen and Kennair (2015) found that men judged tactics that involved cues to sexual availability as more effective than women did. Recent unpublished work (Kennair, Bendixen & Buss, in prep) suggest that men are more positive in general to explicit sexualized behavior than women.

Hypothesis I_{sex} : Male participants will judge flirtation tactics that include cues to sexual availability as more effective than female participants.

Sociosexuality and extraversion. Extraversion is positively linked with sociosexuality (Simpson & Gangestad, 1992; Nettle, 2005; Penke & Asendorpf, 2008) and previous research on self-promotion (Bendixen & Kennair, 2015) suggest that SOI and extraversion will correlate positively with tactics signaling sexual availability.

Hypothesis Sociosexuality: Relative to those more restricted, less sociosexual restricted individuals will rate flirtation tactics that signal sexual availability as more efficient.

Hypothesis Extraversion: Relative to those more introverted, extraverted individuals will rate flirtation tactics that signal sexual availability as more efficient.

Method

Sample and Design

The sample in this study are students (manly from different faculties at NTNU, in Trondheim). Data were collected between autumn 2018 and January 2019. This study wanted to examine the effects of gender and context on tactic effectiveness judgment, and therefore applied a 2 (Sex of Actor: female vs male) x 2 (Mating context: short-term vs long-term) factorial design identical to the one applied by Bendixen and Kennair (2015). There were four versions of the questionnaire covering 40 different flirting tactics, sociosexuality, mate value, extraversion, religiosity, and demographics (sex of participant and relationship status). Participants were randomly assigned to one of the four versions: (1) females flirting for shortterm sex, (2) females flirting for a long-term relationship, (3) males flirting for short-term sex, and (4) males flirting for a long-term relationship, to increase internal validity (securing that the results are not affected by who is placed in each group). 466 people completed the survey, and 454 reported their age. To increase the homogeneity of the sample, participants over the age of 30 (Schmitt et al., 2002), and under the age of 18 were removed (n = 440). Participants not considering themselves to be heterosexual were also removed, resulting in a final sample of 415 respondents for analysis, with a mean age of 22.80 (SD = 2.47). This is 89 % of the original sample, of which 56 % were women.

Procedure

The primary participants were students attending lectures at different faculties (i.e., convenience sample) at the Norwegian University of Science and Technology (NTNU) in Trondheim. They were given an invitation to, and information about, the study orally in lecture breaks combined with a link that lead to a website for responding to an electronic questionnaire (SelectSurvey). Information on the study was presented on the first page of the questionnaire, also informing all participants that responding was fully voluntary and that their responses would remain completely anonymous. All participants had the opportunity to break off whenever they wanted during the responding. They only gave their informed consent by pressing "Agree" on the final page of the questionnaire. Participants were encouraged to complete their survey in private settings. To reach out to a larger population, the primary participants were asked to share the link for the survey on their Facebook profile

(or similar) and to encourage their social networks to respond to the questionnaire and to share the link further (snowballing procedure). In addition, flyers were handed out to students and posters were passed at various campuses, containing information about the study combined with a link and a QR-code to the website. The procedure was approved by the Norwegian Data Protection Services (NSD) (Appendix D).

Measurements

Flirting tactics. The flirting items used in this study were chosen by carefully consulting the list of flirting-items developed by Wade and Feldman (2016). Additionally, items from Hall & Xing (2015) and items assumed to be effective was included, producing a final list of 40 items. Because the goal was to make direct comparisons of the effectiveness of the flirting tactics across context and sex, the items were identical in all four versions of the questionnaire. The focus in the current study is only on tactics related to sexual availability, resulting in a final list of 20 flirting tactics for analysis. The consistency for all 20 tactics were $\alpha = 0.86$, but based on conceptual differences for the items they were further divided in to three sub-scales with high internal consistency; display, such as dressing sexy (3 items, α = .61), communication, such as smiling and making eye contact (2 items, α = .70), and different forms of physical approach or contact (13 items, $\alpha = 0.83$). Despite high internal consistency, the different items included in physical contact or approach are conceptually different. They were therefore separated based on the content of each item (e.g. holding hands is s conceptually different for having sex or moving close to and touching her lower back are conceptually different from giving a hug), resulting in three homogenous scales; initial physical contact (5 items, $\alpha = .78$), friendly physical contact (4 items, $\alpha = .73$), and sexualized physical contact (4 items, $\alpha = .77$). The consistency of the scales was measured by Cronbach's alpha, and high consistency implies that the items included in each scale are related to each other, resulting in high scale reliability. Based on low correlations with the other tactics and that they did not improve the consistency of the scales, two flirting tactics were tested individually (Nodding enthusiastically and Lifting eyebrows). Tactics covered by communication and friendly physical contact, as well as "Nodding enthusiastically", and "Lifting eyebrows" were conceptually not considered as explicit signals of sexual availability. Such tactics could also indicate signals of commitment, or more subtle indicators of liking another person, and do not necessarily have to be used in a mating context (could be used

among friends or family). The items within each scale are listed in Appendix A. All tactics were judged on effectiveness and scale scores ranged from 1 (not very effective), through 4 (moderately effective) to 7 (very effective) in the relevant sex/ context setting. An open question was presented at the end of each questionnaire, encouraging the participants to name any effective flirting tactic, not mentioned in the study. These results are presented in Appendix B and C.

Sociosexuality. To measure participants sociosexuality the 9-item revised Sociosexuality Orientation inventory (SOI-R; Penke & Asendorpf, 2008) was used. Here, 3 theoretically meaningful components of sociosexuality are measured: past behavioral experiences (e.g. How many different partners have you had sex within the past 12 months?), the attitude toward uncommitted sex (e.g. Sex without love is OK), and sociosexual desire (e.g. In everyday life, how often do you spontaneous fantasies about having sex with someone you have just met?). Internal consistency was good (α = .84). All items are presented in Appendix A.

Extraversion. Extraversion was measured by the 4-item extraversion scale from the Mini-IPIP (Donnellan et al., 2006). The measure included items such as; I am the life of the party, and, I don't talk a lot (reversed). All items are presented in Appendix A ($\alpha = .82$).

Estimates of Power and Statistical Analyses

Assuming medium group effects (f = 0.25, alpha = 0.01) power analyses (G*power; Mayr, Erdfelder, Buchner, & Faul, 2007). suggest a total samples size of 336 for ANCOVA (analysis of covariance) to gain 95 % power (probability of correctly rejecting H0, i.e., when H0 is false) when the number of groups is eight (four questionnaire versions, two sexes). If the number of men who respond is equal to the number of women, n = 84 responses are needed for each of the four questionnaires. Because men are both a minority in most student populations and they are regularly less likely to respond to questionnaires, there would need to be a sample of 500 participants to secure at least 168 men. During the recruitment process, the goal of reaching 42 men and women in each group was reached at 466 participants.

The statistical analysis was performed in Stata/MP 15.1 (StataCorp., 2017). The main hypotheses were tested using a 2-way (Sex of Actor x Mating context) univariate analyses of variance (ANOVA), measuring what impact gender and context had on tactic effectiveness judgment. Hypotheses involving sex of the rater and individual differences were tested using a 3-way ANOVA (ANCOVA). Due to the high number of tests, the alpha levels were

adjusted, to reduce the changes of committing an alpha or beta error (probability of falsely rejecting or keeping H0). Since the number of tests is nine (number of flirting tactics), the criteria for rejecting H0 (0.05) was divided by nine, resulting in the critical alpha level of 0.006. To measure the differences between two groups Cohen's d (Cohen, 1988) was applied. He defines the effect size as small at .20, medium at .50 and large at .80. This means that if two groups' means don't differ by 0.2 standard deviations or more, the difference is trivial, even if it is statistically significant. In the current study, negative d values denote female actors being judged more effective. Additionally, post-hoc power analysis was performed to check for adequate statistical power, 0.80 or above (Cohen, 2013).

Results

The results will be presented in the following structure: First, all Means and SDs, for sex of flirter and mating context will be presented in Table 1. Further, for each domain covering the different flirting tactics, the main effects of mating context and sex of actor will be presented, in addition to effects of sex of rater, SOI and extraversion on tactic judgment. Effect size and statistical power will be presented throughout.

Flirting Tactics

Flirtation tactics that include cues to sexual availability were predicted to be judged as more effective when they are employed by women in a short-term mating context. Of the flirting tactics predicted to signal these cues, tree included various forms of displaying bodily attributes and nine included various forms of physical approach or contact (initial and sexualized contact). The remaining tactics not associated with cues to sexual availability included two items for non-verbal communication, two items were tested individually, and the last four tactics involved various forms of physical approach or contact (friendly contact). As we can see from Table 1, tactics involving display of bodily attributes were judged as most effective in a short-term context, and more effective when applied by women. These tactics were rated as least effective when applied by men in a short-term context. Communicative tactics were judged more than moderately effective across gender and mating context. These tactics were judged a bit more effective when applied in a long-term mating context, and there were small differences between the rated effectiveness for men and women. "Nodding enthusiastically" was judged more effective in a long-term context and a bit more effective for women than for men, but these differences were very small. "Lifting eyebrows" was rated as the least effective tactic across gender and context and was judged a bit more effective in short-term context, and more effective when applied by women. Initial physical contact was rated as most effective in a short-term context, and most effective when applied by women. Friendly physical contact was rated as most effective in a long-term context, with small differences between the sexes in each mating context. These tactics were rated as least effective for women to use in a short-term context. Sexualized physical contact was rated as the most effective tactics across gender and mating context and was most effective when applied by women in a short-term context (the only rating with a mean close to very effective).

To summarize; women using tactics related to display, initial physical contact and sexualized physical contact, are judged more effective when applied by women in a short-term context compared to women in long-term contexts and compared to men in both mating contexts. Tactics related to communication, and friendly physical contact were judged more effective in long-term than in short-term context for both men and women. In a short-term context, these tactics were judged a bit more effective for men, than for women, and in a long-term context, they were judged a bit more effective for women, than for men.

 Table 1. Flirting tactic effectiveness judgment for all twenty tactics.

	Mating context				
	Short term		Long term		
Tactics	M	SD	M	SD	
Display (3)					
Men	4.70	1.04	4.09	0.96	
Women	5.26	1.06	4.25	1.12	
Communication (2)					
Men	5.82	1.00	5.94	0.83	
Women	5.60	1.22	5.99	0.99	
Nods enthusiastically (1)				
Men	3.98	1.58	4.83	1.47	
Women	4.41	1.35	4.85	1.46	
Lift eyebrows (1)					
Men	4.06	1.78	3.92	1.74	
Women	4.56	1.70	4.04	1.53	
Initial physical contact ((5)				
Men	4.90	0.93	4.63	1.12	
Women	5.43	0.94	4.85	0.93	
Friendly physical contact	et (4)				
Men	4.37	1.13	5.07	1.00	
Women	4.26	1.11	5.08	1.02	
Sexualized physical con	tact (4)				
Men	5.50	1.04	5.20	1.08	
Women	6.28	0.83	5.57	1.10	

Note. Men and women are the sex of the actor. Scale scores ranged from 1 (*not very effective*), through 4 (*moderately effective*) to 7 (*very effective*). Numbers in parenthesis are the number of items within each scale.

In the current sample, female participants had a mean SOI-R score of 4.41 (SD = 1.43), and the male participants had a SOI-R mean score at 5.48 (SD = 1.57). The mean score for extroversion was M = 3.56 (SD = 0.80) for female participants, and M = 3.54 (SD = 0.76) for male participants. ANOVA for extroversion and SOI showed no significant effects with sex of flirter or mating context (e.g. extroversion on sex of flirter, F = 0.17, p = 0.68, SOI on flirting context, F = 1.20, p = 0.27). SOI had a significant effect on sex of flirter (Eta squared = 0.111, d = 0.71) showing that men are less restricted than women.

Analyses for Testing the Hypotheses and Research Questions

Display. There was a significant difference between men and women F(1,409) = 13.30, p < .001, and flirting context F(1,409) = 66.99, p < 0.001, in the judgement of flirtation tactics related to displaying bodily attributes. These tactics was judged as more effective for women, than for men (d = -0.35, power = 0.92), and was more effective in short-term, than long-term context (d = -0.77, power = 1.00). The 3-way ANOVA showed no significant effect of sex of rater on tactic effectiveness judgment. There was an interaction effect between sex of rater and flirting context F(1, 405) = 7.39, p = 0.009, but since the critical alpha is 0.006 this is considered not significant. The test was also slightly short of power (0.75). ANCOVA results showed no significant effect of the covariates (SOI and extraversion).

Communication. The 2-way ANOVA test showed no significant difference between male and female flirters on tactic effectiveness judgment. Flirting context had an effect F(1, 408) = 6.71, p = 0.01, but this was not significant, based on the critical alpha level. The test was also slightly short of power (0.77). The 3-way ANOVA showed that the judgment of communicative tactics where affected by the sex of the rater F(1, 404) = 16.45, p < .001, and female raters (M = 6.01) judged these tactics as more effective than male raters (M = 5.62), d = -0.39, power = 0.98. The results from ANCOVA showed that extraversion had a significant effect on the judgment of communicative tactics F(1, 404) = 11.98, p < .001, power = 0.95, but did not significantly interact with sex of participant, sex of flirter or flirting context.

Individual items (Eyebrows and Nodding). The judgment of the flirting tactic "Lifting eyebrows" was not significantly affected by sex of flirter, flirting context or sex of rater. "Nodding enthusiastically" was significantly affected by flirting context F(1,407) =

42.32, p < .001, and was judged as more effective in long-term, than short-term context (d = 0.43, power = 0.99). Sex of rater also had and significant effect on tactic judgement F(1, 403) = 20.53, p = 0.002, and was judged more effective by female raters (M = 4.73), than by males (M = 4.27), d = -0.31, power = 0.88.

Initial physical contact. There was a significant difference between men and women F(1, 408) = 15.64, p < .001, and flirting context F(1, 408) = 17.38, p < .001, in the judgement of flirtation tactics related to initial contact. These tactics was judged as more effective for women than for men (d = -0.40, power = 0.99), and more effective in short-term, than long-term context (d = -0.43, power = 0.99). Sex of rater had no significant effect on tactic judgement, neither had SOI or extraversion.

Friendly physical contact. Flirtation tactics related to friendly contact were judged significantly different in short and long-term context F(1, 408) = 58.96, p < .001. The tactics was judged as more effective in long-term, than short-term context (d = 0.72, power = 0.99). Further, there were no significant results related to sex of participant, SOI or extraversion.

Sexualized physical contact. Flirtation tactics related to sexual contact were judged significantly different for men and women, F(1, 404) = 31.62, p < .001, in short and long-term context F(1, 404) = 25.97, p < .001. The tactics was judged as moderately more effective for women, than for men (d = -0.56, power = 0.99), and moderately more effective in short-term than in long-term contexts (d = -0.50, power = 0.99). There was no significant effect of sex of rater, but ANCOVA analyses showed that SOI had a small effect on tactic judgement F(1, 406) = 8.04, p = 0.005, power = 0.80, but did not significantly interact with sex of participant, sex of flirter or flirting context.

Discussion

In this study, the goal was to see if the judgment of effective flirting tactics were influenced by sex of the flirter, mating context and individual differences of the rater. Based on sexual strategy theory (Buss & Schmitt, 1993) and previous research on self-promotion (Bendixen & Kennair, 2015; Schmitt & Buss, 1996) it was hypothesized that the flirting tactics in this study, related to cues to sexual availability, would be judged as more effective for women in a short-term context, compared to women in a long-term context and men in both mating contexts. To measure this, the flirting tactics were carefully selected from previous flirting studies (Wade & Feldman, 2016; Hall & Xing, 2015). The selected tactics were further judged by male and female raters, in four different versions of the questionnaire, differing in sex of actor and mating context. The results in this study indicate that the judgment of effective flirtation tactics is influenced by sex of the flirter and mating context. Supporting the main hypothesis (H1), findings regarding the following flirting domains; display, initial physical contact, and sexualized physical contact were rated as more effective for women and more effective in a short-term mating context. The remaining flirting domains were not assumed to give cues to sexual availability but had some significant findings. The flirting domain Communication and "Lifting eyebrows" was not affected by sex of flirter or mating context. "Nodding enthusiastically when they talk" and Friendly physical contact was not affected by sex of flirter, but was rated as more effective in a long-term context. Further, additional hypotheses concerning the effect of covariates (sex of actor, sociosexuality, and extraversion) were examined using ANCOVA. No interaction effect was found, but sex of rater affected the judgment of the domain of communication and "Nodding enthusiastically when they talk", and females rated these tactics as more effective than males. Additionally, extraversion influenced the judgment of communicative tactics and SOI affected the judgment of sexual physical contact.

Sexual strategy theory (Buss & Schmitt, 1993) only predicts what type of signals that will be most effective for women and men to send, in a short and long-term context but do not specify what type of behavior or tactics that gives these types of cues. The current results suggest that flirtation tactics in the domains of display, initial physical contact, and sexual physical contact were in line with predictions based upon SST for cues to sexual availability. Although the effect size was small in some cases, additional post- hoc power analysis

indicates that these findings all had a statistical power over 0.90 and are therefore valid support for H1. Although the different tactics included in these domains varies from explicit physical contact, behavior that indicate a desire for physical contact or behavior that draws the attention of the person they are flirting with to bodily attributes, they all typically send clear signals of sexual availability. In this way, these types of flirting tactics leave little room for misinterpretation and will most likely not be used in a quasi-courtship context (instances where flirtatious behavior is used when one or both parties are not interested in sexual contact) (Scheflen, 1965; Henningsen, 2004). From an SST perspective, flirting that explicitly encourages sexual contact will be very effective for a woman seeking a short-term mate because these actions indicate that the female is willing to give sexual access (Buss, 1989; 2006). In this way, women giving cues to sexual availability will ease some of the mate selection problems men have confronted in a short-term context (e.g. the problem of partner number and the problem of finding sexual accessible women) (Buss & Schmitt, 1993). Additionally, enhancing bodily attributes (display) might send signals of fertility (youthful physical appearance). Men seem to have a stronger evolved preference for youthfulness because it increases reproductive fitness. In a long-term context, men's recurring adaptive problem has been paternity certainty. Because the present tactics could be connected to promiscuity, it is proposed that this might explain why these tactics were rated as less effective in a long-term context. Although self-promotion (displaying a desired attribute) and flirting (signals to potential partners an interest in developing a relationship, having sex) are considered overlapping phenomena's, they do differ from each other. Flirting tactics such as making eye contact or asking for favors are not self-promoting. Also, self-promotion does not have to be target directed. Despite these differences, the present results suggest that patterns found in self-promotion studies for tactics giving cues to sexual availability (Bendixen & Kennair, 2015; Schmitt & Buss, 1996) are the same for flirting tactics sending similar signals. This suggests that regardless of the tactics being self-promoting or flirtatious they are judged as most effective for women and more effective in a short-term context if they send clear signals to sexual availability.

The remaining tactics (not predicted to signal sexual availability) had some interesting results. The judgment of communicative tactics (smiling at and making eye contact with) were not significantly different for male and female flirters or mating context. This could be an effect of the fact that these tactics are more innocent indicators of liking another person. Making eye contact with someone and smiling to them are central behaviors when you want

to flirt with someone, or even when you only want to get to know them (not necessarily with the intention of any sexual contact). As mentioned in the introduction, flirting can be used for either courtship initiation or quasi-courtship purposes (Wade & Feldman, 2016; Scheflen, 1965; Henningsen, 2004). In the present study, communicative tactics were predicted to signal courtship initiation, but these tactics could 1) be used for both courtship and quasi-courtship flirting, 2) be more prosocial, extroverted behavior, with no intent of sex or developing a relationship. Because the respondents in this study only rated the tactics on effectiveness for other men and women, it is even more difficult to decide if these types of tactics are used with the motivation for sex or developing a romantic relationship or not.

As presented in Table 1, these tactics were judged relatively high for both men and women in both mating contexts. These findings are similar to the findings provided by Wade and Feldman (2016). Smiling and making eye contact were presented as effective flirting tactics for both sexes, and had similar means as the present study. Although Wade and Feldman (2016) proposed that these tactics are part of the effective flirting tactics men and women use, the current study argues that these tactics might not be directly connected to the mating cues provided by SST (e.g. commitment, sexual availability). This is because the signals they send (e.g. Wanting to interact with someone) are not specifically connected to the evolved partner preferences that are specific for men or women in sexual selection. This behavior might have a stronger connection to prosocial, extroverted behavior, and although this might be very effective in a flirting context in general, is it not necessarily connected to sex and context differences. Based on this, it is proposed that this type of behavior is fundamental in the early phases of getting to know someone, but not necessarily exclusively connected to *courtship flirting*.

Tactics related to friendly physical contact (which included tactics such as holding hands and giving a hug) were not affected by sex of actor and was rated as more effective in a long-term context. These types of tactics might be more related to a long-term sexual strategy, as they include behavior that gives a public display of affection. Because of this, these tactics could be thought of as cues of commitment or sexual exclusivity. If this is the case, these tactics should, in line with predictions from SST, be rated as more effective for male flirters if they signal commitment (since women have a greater preference for long-term mating). If the tactics involve cues of sexual exclusivity, they should be more effective for women seeking a long-term mate (since men in this context have been confronted with the problem of paternity confidence). This study did not find any significant result supporting any of these notions, but

as we can see in Table 1, these tactics are judged as a bit more effective in a long-term context, than a short-term context for both men and women. In other cultures, this type of behavior might be used in a quasi-courtship interaction and not necessarily involve a desire for sexual contact or development of a relationship (e.g. interactions with friends or family). In a study on the amount of touching in peer interaction, American adolescents spent less time leaning against, stroking, kissing, and hugging their peers, than did the French adolescents (Field, 1999). In this way, similar research in other cultures might find other results than the present study. Since the present study was conducted on a Norwegian sample (having specific social norms for this type of behavior), it is argued that these tactics are connected to courtship flirting for the present participants. More research is needed to determine what type of cues these tactics imply and if the results are consistent across cultures.

"Nodding enthusiastically when they talk" had similar results as Friendly physical contact; not affected by sex of actor, and rated as more effective in a long-term context. This item was selected from Hall and Xing's (2015) study on flirting behavior and the correlation with five flirting styles. In their study, flirting behavior was measured in frequency when participants were interacting with potential partners. The item was assumed to signal agreement and an interest in the other person. It is argued that this behavior might be more relevant in a long-term context. According to SST, one of the benefits ancestral men and women have gained from long-term mating, are the establishment of a coordinated mutual relationship, so the couple could function more efficiently (e.g. through division of labor, care, and provisioning). "Nodding enthusiastically when they talk" could function as a signal of a common understanding, and can indicate that it will be easier to cooperate in the future.

Another important notion is that affirmative behavior, signaling a high degree of interest in someone, in real-life often include more than only nodding (e.g. saying "yes", smiling, lifting eyebrows). In Hall and Xing's study, this was the case, and both men and women used nodding and additionally "yes-saying" when communicating with a person they found attractive. In the present study, the item "Nodding" (from Hall and Xing, 2015) was expanded to "Nodding enthusiastically when they talk", to emphasize a high degree of interest in the other person. It is argued that this tactic might be difficult to use in the current research design, and more research is needed to establish who affirmative flirting behavior can be measured in questioners.

There was no significant finding related to the flirting tactic "Looks at and lifts

eyebrows", and it is argued that this could be a result of the fact that this tactic is insufficient and ambiguous operationalize in the current study. In this study, the participants only got to read the flirting tactics and not see it in a real-life context. What people think of when they only have this type of limited information (isolated from the context the behavior is activated in and lacking further information about what the behavior looks like) are probably quite different. Lifting one's eyebrows can indicate lots of different feelings, e.g. that a person is surprised, scared or interested. It is argued that this type of flirting may be more effective in person and that it needs more detailed information when used in a questionnaire. It is also possible that this type of tactic is not an effective flirting tactic alone. In Hall and Xing (2015) study, that used a different research design, this behavior was part of a category including many forms of expressiveness in the face of the flirters.

Effect of Sex of Rater, Sociosexual Orientation and Extraversion

The current study wanted to explore the effect of sex of rater on tactic judgment. Communicative tactics and "Nodding enthusiastically when they talk" were the only tactics affected by sex of rater, and was rated as more effective by female participants. Although the effect size was under medium, additional post- hoc power analysis showed that these findings had a statistical power over 0.80. These findings do not support the hypothesis, as these tactics were not predicted to signal sexual availability. The current result shows a different pattern than those provided by recent self-promotion studies (Bendixen and Kennair, 2015). Earlier in the discussion, it was proposed that "Nodding enthusiastically when they talk" could be connected to long-term mating, and if this is the case the present findings are in line with predictions made by SST (because women have a greater preference for this mating context).

Studies on women's non-verbal behavior found that men who were smiled at were more likely to approach the women and consider her more favorably, than men who were not smiled at (Gueguen, 2008). It might be that females consider the flirting tactics in the domain of communication as more effective because it is an effective behavior women often use to signal interest in a man.

Other studies on self-promotion (including appearance and resource-related tactics) found that sex of rater, being the same or opposite of sex of actor, did not affect the sex difference in tactics effectiveness judgment (Schmitt, 2002). Because Schmitt's study was

limited to appearance and resource tactics, Bendixen and Kennair (2015) argued that further research should examine how sex of rater may affect the judgment of other tactics such as cues to sexual availability. The present study has examined these conditions, and it is proposed that sex of rater does not affect the judgment of effective flirting tactics related to sexual availability. It might be that sexual over- and under perception bias (Haselton, 2003) is mostly in effect for actors, not observers, but based on the varying results provided by the different studies, more research is needed.

Findings in this study showed that SOI only had a small effect on sexualized physical contact. The four tactics included in this domain are strongly associated with sexual availability, and additional post- hoc power analysis showed that this test had a statistical power of 0.80 and is therefore valid. Since there was no other finding on the effect of SOI on the judgment of tactics associated with sexual availability, the additional hypothesis was only partly supported. Previous research on self-promotion (Bendixen & Kennair, 2015), did find an effect of SOI, and less sociosexual restricted individuals rated tactics that signaled sexual availability as more efficient, relative to those more restricted. Although Bendixen and Kennair found an effect of SOI on sexual availability tactics, the overall findings (covering other self-promotion and derogation tactics) were inconsistent. They argued that the findings partly could reflect a self-relevant aspect of competition, as participants SOI level affected the tactic evaluation of tactics they would most likely have implemented themselves. This argument could also be relevant in the present study since the only significant finding was on tactics strongly associated with sexual availability.

Since extraversion is positively linked with sociosexuality (Penke & Asendorpf, 2008; Simpson & Gangestad, 1992; Nettle, 2005) it was expected that more extravert individuals would rate flirtation tactics related to sexual availability more effective than those who score lower on this dimension. In this study, extraversion only affected the judgment of communicative tactics. The effect of extroversion on communicative tactics was small, and more extraverted people judged these tactics as more effective than less extraverted people. This might be a result of the fact that this type of behavior is more prosocial and that extroverted people use this kind of behavior more frequently than less extroverted individuals.

Other research on real-life mating behavior confirms that SOI and extraversion do have an impact on how individuals act and what they desire in a mating context (Penke and Asendorpf, 2008; Simpson & Gangestad, 1992; Nettle, 2005), but based on the results provided in the current study it is proposed that individual differences of the rater only effects

how they pursue flirting and mating behavior in real-life, and not necessarily how they rate effective tactics when used by others.

Limitations and Implications for Further Research

Previous research on the judgment of effective flirting tactics did not differ between mating contexts, and did not present the same flirting tactics for men and women (Wade & Feldman, 2016). By applying a 2 x 2 (mating context by sex of actor) factorial design, the current study could make direct comparisons between men and women in short and long-term contexts. The present study did not focus on people's actual use of tactics, but on how people judged the efficiency of flirtation tactics when used by a hypothetical man or a woman, in a short or long-term mating context. Because of this, the results shed light on only what people think is efficient and not necessarily what is efficient when flirting. A critical point, that might impair the practical implications for the results, is that the respondents did not have any information about the flirters. For example, could the flirters mate-value and attractiveness effect how efficient a tactic would be in a real-life setting (Penke & Asendorpf, 2008; Clark, 2006). What type of person the raters imagined when thinking about a hypothetical man or women, will also probably vary between the raters, and the present study did not include such information to control for these variances. In this way, the current study cannot address whether men and women use different flirting tactics or that some flirting tactics are more efficient for men or women in real life.

Eastwick and Finkel (2008) argue that evolutionary approaches only can be used for predicting partner preferences and not actual mate choice. For partner preferences to evolve, they must affect actual mating decisions (Buss, 2015). This is because these decisions have reproductive consequences. However, there are several reasons why there still is a mismatch between what qualities we desire in a perfect hypothetical partner and what we end up with. This is related to the fact that we can't always get what we want, and because there are a limited number of highly desirable mates in the mating pool, people sometimes must make compromises. Another factor is that one's own mate-value limits the access to highly desirable mates. It is argued that SST has predictive power for gender differences in actual partner choice, but in real-life settings, these tendencies will often be compromised. This might partly explain why speed date studies have mixed results (e.g. Eastwick, Luchies, Finkel, & Hunt, 2014, for a recent meta-analysis). In addition, these types of experiments

often have low ecological validity and often uses a small sample size (not representative for the mating pool the participants are part of). These notions were picked up on by Li et al. (2013), and they suggest that the speed dating literature must include a wider variance on the relevant traits for potential partners, especially for long-term partners. This is because short-term mate choice is less differentiated with a higher focus on physical appearance for both sexes, in line with predictions from SST. A recent study on age preference and actual mate choice found that age of ideal partners and actual partners overlapped (Grøntvedt & Kennair, 2013). More research is needed to establish if the gender and contexts effects in the present study and previous self-promotion studies (Bendixen & Kennair, 2015) have their parallel in real-life mating behavior.

The present study used a convenience sample, consisted of students from different faculties. A random sample would be preferable to increase the external validity and representativeness. Another limitation is the use of students as a representative sample of the Norwegian population, and further research should include people of different age- and social groups. Additionally, the present study only examined students from Norway. Behavioral science has been criticized for making broad claims about human phycology and behavior based on samples drawn from Western, Educated, Industrialized, Rich and Democratic (WEIRD) societies (Henrich, Heine, & Norenzayan, 2010). In their review, Henrich et al. (2010) found that WEIRD subjects were particularly unusual compared to the broader population and was among the least representative population for human behavior. In a flirting context, people in more restrictive or religious cultures might view other tactics or less explicit sexual signs as effective when flirting, than those used in the present study (mostly based on ratings from an American sample; Wade & Feldman, 2016). Also, less gender egalitarian cultures might find other results concerning the effects of sex and context, compared to the present findings (Norway is considered the world's most gender egalitarian culture). Based on these notions, more research in other cultures, using the same factorial design as the present study, is warranted.

Another limitation is that the current study had no control over what time the participants answered the questionnaire. Some participants may have answered the questionnaire after attending a party, and others may have answered after a school lecture. This could have influenced the participant's mood, concentration level, and mindset when answering the survey. Other limitations connected to the questionnaire is that there was no information about the surroundings of the flirting, such as if the flirter knew the person they were flirting with, or if this was the first interaction. It is hard to evaluate how effective

having sex with someone is compared to smiling to someone, without this type of information. This surely should have an impact on how effective the different flirting tactics are in real-life settings, and further research should include these terms. Another limitation is that the respondents were asked to judge specific aspects of a type of behavior, isolated from other surroundings (as discussed for the item "Look at him/her and lifts her/his eyebrows"). This could lead to confusion, and be interpreted differently by the participants. Further research could explore the effectiveness of different combinations of the flirting tactics, and if possible, present them in a specific setting (e.g. first meeting at a bar).

As discussed above, not all items included in this study are cues to sexual availability, and it is proposed that further research could use the results and conceptual implication presented in the current study when creating measures for various flirting behavior. In Appendix B suggestions from respondents on effective flirting tactics are presented. To measure sexual availability in a flirting context, tactics such as "offering sleepover", "say: you look good", "holding eye contact" and "using humor with a sexual undertone" could be used. Tactics that could be used for measuring other signals (e.g. commitment) are also presented, such as; "Take an interest in his/her family and friends", "displaying/ showing affection in public" or "trying new things to impress him/her".

Conclusion

The current study wanted to examine if sex of flirter, mating context and individual differences impact the judgment of effective flirtation tactics. The results suggest that flirting tactics are judged differently for men and women, in short and long-term mating context, but that individual differences do not have a systematically effect on these judgments. Supporting the main hypothesis, flirting tactics including explicit sexualized behavior, displaying bodily attributes and some types of physical approach or contact are judged as more effective for women in a short-term context. This is in line with predictions made by SST (Buss & Schmitt, 1993) for cues to sexual availability, and previous findings in self-promotion studies (Bendixen & Kennair, 2015; Schmitt, 2002; Schmitt & Buss, 1996). Flirting tactics not predicted to signal sexual availability had mixed results, and the conceptual implications suggested for each tactic or domain could be highly relevant in the development of further hypotheses. It is also proposed that some of the tactics might not be as relevant for courtship flirting as first assumed and that some tactics should be more clearly operationalized in further research. The present study suggests that flirtation may be a product of our evolved mate acquisition adaptations and that they are judged differently for men and women and in a short and long-term mating context.

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Appendix A

The twenty flirting tactics covered by the questionnaire:

Display ($\alpha = .61$)

- Dresses sexy
- Dresses to impress him/her
- Show off upper body

Communication ($\alpha = .70$)

- Smiles at him/ her
- Makes eye contact with him/her

Individually tested items:

- He/she nods enthusiastically when they talk
- Looks at him/her and lifts her/his eyebrows

Initial physical contact ($\alpha = .78$)

- Moves closer to him/her
- Dances with him/her
- Touches his/hers arm
- Touches his/ hers lower back
- Touches his/her foot (with his/her own foot)

Friendly physical contact ($\alpha = .73$)

- Gives him/her a hug
- Hold hands with him/her
- Tickles him/her
- Kisses him/her on the cheek

Sexualized physical contact ($\alpha = .77$)

- Makes body contact with him/her
- Kisses him/her on the mouth
- Rubs against him/her
- Has sex with him/her

The Revised Sociosexual Orientation Inventory (SOI–R) (α = 84)

Please respond honestly to the following questions:

1. With how many different partners have you had sex within the past 12 months?

2. With how many different partners have you had sexual intercourse on one and only one occasion?

3. With how many different partners have you had sexual intercourse without having an interest in a long-term committed relationship with this person?

4. I do not want to have sex with a person until I am sure that we will have a long-term, serious relationship. (Reversely coded)

```
(Strongly disagree) 1 2 3 4 5 6 7 8 9 (Strongly agree)
```

5. Sex without love is OK.

```
(Strongly disagree) 1 2 3 4 5 6 7 8 9 (Strongly agree)
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- 6. I can imagine myself being comfortable and enjoying "casual" sex with different partners. (Strongly disagree) 1 2 3 4 5 6 7 8 9 (Strongly agree)
- 7. How often do you have fantasies about having sex with someone with whom you do not have a committed romantic relationship?

1 (never), 2 (very seldom), 3 (about once every two or three months), 4 (about once a month), 5 (about once every two weeks), 6 (about once a week), 7 (several times per week), 8 (nearly every day), 9 (at least once a day)

8. How often do you experience sexual arousal when you are in contact with someone with whom you do not have a committed romantic relationship?

1 (never), 2 (very seldom), 3 (about once every two or three months), 4 (about once a month), 5 (about once every two weeks), 6 (about once a week), 7 (several times per week), 8 (nearly every day), 9 (at least once a day)

9. In everyday life, how often do you have spontaneous fantasies about having sex with someone you have just met?

1 (never), 2 (very seldom), 3 (about once every two or three months), 4 (about once a month), 5 (about once every two weeks), 6 (about once a week), 7 (several times per week), 8 (nearly every day), 9 (at least once a day)

The 4-item Mini-IPIP scale (extraversion) ($\alpha = .82$).

- 1. I am the life of the party
- 2. I don't talk a lot (Reversely coded)
- 3. I talk a lot to different people at parties
- 4. I keep in the background (Reversely coded)

(strongly disagree)1,2,3,4,5 (strongly agree)

Appendix B

Forslag fra respondenter til effektive flørtetaktikker

Kvinne lang:

- Vise særegenheter (fjolle)
- Sende bilder, kun til han
- Legge fremtidige planer
- "Shit testing" (stille vanskelige spørsmål for å se om han vippes av pinnen)
- Spør om vi skal gå hjem sammen/ spise nattmat
- Gi en lang klem, ser deg i øynene og kysser deg
- Utfordre han
- Vise interesse i hans venner og familie (bli kjent med de)
- Ta en interesse i hans interesser, spørre om han kan lære henne noe
- Være helt åpen og si hva man mener
- Si at man er romantisk interessert i den andre
- Ta initiativ til å møtes
- Selvtillit
- Utfordre, gjøre seg kostbar. Sårbarhet, vise at hun trenger mannen
- Få kontakt sammen ved å synkronisere pust og øyenkontakt.
- Vente med å ha sex og gi klare signaler på at man liker den andre (via f.eks. komplimenter)

Kvinne kort:

- 1. Virke kostbar
- 2. Holde seg i nærheten av han en hel kveld
- 3. Se på han og tenke på sex, holde blikk kontakt
- 4. Bruke seksuell humor, være direkte om sex (spør rett ut)
- 5. Si at han er kjekk
- 6. Sende "nudes"
- 7. Si "skal vi ha sex" (foreslått flere ganger)
- 8. Ta på penis
- 9. Tilby overnatting
- 10. Leke dum

11. Hyppig kontakt på sosiale medier

Mann lang:

- 1. Interessert i hennes venner og familie, bruke tid med dem
- 2. prøve nye ting for henne
- 3. Være i nuet og ha fin dynamikk med hennes kroppsspråk
- 4. Tagge henne i interne "memes" på facebook
- 5. Vise omsorg for medmennesker og dyr
- 6. Utfordre henne intellektuelt, uten å være belærende
- 7. Lære bort ting
- 8. Vise kjærlighet offentlig
- 9. Gjøre små gester i hverdagen
- 10. Holde oppe døren, trekke ut stolen
- 11. Ikke bry seg om andre jenter

Mann kort:

- 1. Tar første kontakt (initierer til samtale)
- 2. Invitere med på aktiviteter
- 3. Fremheve maskuline trekk
- 4. Fremtre som alfa, styre samtaler, ta initiativ
- 5. Være kostbar
- 6. Puste i nakken, eller ved øret
- 7. Selvtillit
- 8. Vulgaritet
- 9. Vise at han er dyktig i noe

Appendix C

Tilbakemelding på survey og flørtetaktikker:

- 1. "Ingen av nevnte spørsmål er flørtetaktikker, de er heller ting man gjør sammen etter man har kommet forbi flørtestadiet"
- 2. "NB! Mener at mange av disse småtingene lagt sammen er det som utgjør den reelle effektiviteten"
- 3. "Skjønte ikke spørsmål, spørs helt på kontekst og hvor lenge de har kjent hverandre"
- 4. "Burde det vært andre spørsmål på 2, 3 og 4? Eller skulle alt besvares med bakgrunn i nr. 1?"

Appendix D

NSD godkjenning

NORSK SENTER FOR FORSKNINGSDATA

NSD sin vurdering

Prosjekttittel

HVA ER EFFEKTIVE FLØRTETAKTIKKER?

Referansenummer

518364

Registrert

20.09.2018 av Mons Bendixen - mons.bendixen@ntnu.no

Behandlingsansvarlig institusjon

NTNU Norges teknisk-naturvitenskapelige universitet / Fakultet for samfunns- og utdanningsvitenskap (SU) / Institutt for psykologi

Prosjektansvarlig (vitenskapelig ansatt/veileder eller stipendiat)

Mons Bendixen, mons.bendixen@ntnu.no, tlf: 97504635

Type prosjekt

Studentprosjekt, masterstudium

Kontaktinformasjon, student

Miriam Tekeste Tallaksen, miriam_tek@hotmail.com, tlf: 97401506

Prosjektperiode

01.11.2018 - 01.07.2019

Status

01.11.2018 - Vurdert

Vurdering (2)

01.11.2018 - Vurdert

Det er vår vurdering at behandlingen vil være i samsvar med personvernlovgivningen, så fremt den gjennomføres i tråd med det som er dokumentert i meldeskjemaet 01.11.2018 med vedlegg, samt i meldingsdialogen mellom innmelder og NSD. Behandlingen kan starte.

MELD ENDRINGER

Dersom behandlingen av personopplysninger endrer seg, kan det være nødvendig å melde dette til NSD ved å oppdatere meldeskjemaet. På våre nettsider informerer vi om hvilke endringer som må meldes. Vent på svar før endringen gjennomføres.

TYPE OPPLYSNINGER OG VARIGHET

Prosjektet vil behandle særlige kategorier av personopplysninger frem til 01.07.2019.

LOVLIG GRUNNLAG

Prosjektet vil innhente samtykke fra de registrerte til behandlingen av personopplysninger. Vår vurdering er at prosjektet legger opp til et samtykke i samsvar med kravene i art. 4 nr. 11 og art. 7, ved at det er en frivillig, spesifikk, informert og utvetydig bekreftelse, som kan dokumenteres, og som den registrerte kan trekke tilbake.

Lovlig grunnlag for behandlingen vil dermed være den registrertes uttrykkelige samtykke, jf. personvernforordningen art. 6 nr. 1 a), jf. art. 9 nr. 2 bokstav a, jf. personopplysningsloven § 10, jf. § 9 (2).

PERSONVERNPRINSIPPER

NSD finner at den planlagte behandlingen av personopplysninger vil følge prinsippene i personvernforordningen:

- om lovlighet, rettferdighet og åpenhet (art. 5.1 a), ved at de registrerte får tilfredsstillende informasjon om og samtykker til behandlingen
- formålsbegrensning (art. 5.1 b), ved at personopplysninger samles inn for spesifikke, uttrykkelig angitte og berettigede formål, og ikke viderebehandles til nye uforenlige formål
- dataminimering (art. 5.1 c), ved at det kun behandles opplysninger som er adekvate, relevante og nødvendige for formålet med prosjektet
- lagringsbegrensning (art. 5.1 e), ved at personopplysningene ikke lagres lengre enn nødvendig for å oppfylle formålet

DE REGISTRERTES RETTIGHETER

Så lenge de registrerte kan identifiseres i datamaterialet vil de ha følgende: åpenhet (art. 12), informasjon (art. 13), innsyn (art. 15), retting (art. 16), sletting (art. 17), begrensning (art. 18), underretning (art. 19), dataportabilitet (art. 20).

NSD vurderer at informasjonen som de registrerte vil motta oppfyller lovens krav til form og innhold, jf. art. 12.1 og art. 13.

Vi minner om at hvis en registrert tar kontakt om sine rettigheter, har behandlingsansvarlig institusjon plikt til å svare innen en måned.

FØLG DIN INSTITUSJONS RETNINGSLINJER

NSD legger til grunn at behandlingen oppfyller kravene i personvernforordningen om riktighet (art. 5.1 d), integritet og konfidensialitet (art. 5.1. f) og sikkerhet (art. 32).

Select Survey er databehandler i prosjektet. NSD legger til grunn at behandlingen oppfyller kravene til bruk av databehandler, jf. art 28 og 29.

For å forsikre dere om at kravene oppfylles, må prosjektansvarlig følge interne retningslinjer/rådføre seg med behandlingsansvarlig institusjon.

OPPFØLGING AV PROSJEKTET

NSD vil følge opp ved planlagt avslutning for å avklare om behandlingen av personopplysningene er avsluttet.

Lykke til med prosjektet!

Kontaktperson hos NSD: Kajsa Amundsen Tlf. Personverntjenester: 55 58 21 17 (tast 1)

01.11.2018 - Vurdert

Det er vår vurdering at behandlingen vil være i samsvar med personvernlovgivningen, så fremt den gjennomføres i tråd med det som er dokumentert i meldeskjemaet 01.01.2018 med vedlegg, samt i meldingsdialogen mellom innmelder og NSD. Behandlingen kan starte.

MELD ENDRINGER

Dersom behandlingen av personopplysninger endrer seg, kan det være nødvendig å melde dette til NSD ved å oppdatere meldeskjemaet. På våre nettsider informerer vi om hvilke endringer som må meldes. Vent på svar før endringen gjennomføres.

TYPE OPPLYSNINGER OG VARIGHET

Prosjektet vil behandle særlige kategorier av personopplysninger frem til 01.07.2019.

LOVLIG GRUNNLAG

Prosjektet vil innhente samtykke fra de registrerte til behandlingen av personopplysninger. Vår vurdering er at prosjektet legger opp til et samtykke i samsvar med kravene i art. 4 nr. 11 og art. 7, ved at det er en frivillig, spesifikk, informert og utvetydig bekreftelse, som kan dokumenteres, og som den registrerte kan trekke tilbake.

Lovlig grunnlag for behandlingen vil dermed være den registrertes uttrykkelige samtykke, jf. personvernforordningen art. 6 nr. 1 a), jf. art. 9 nr. 2 bokstav a, jf. personopplysningsloven § 10, jf. § 9 (2).

PERSONVERNPRINSIPPER

NSD finner at den planlagte behandlingen av personopplysninger vil følge prinsippene i personvernforordningen:

- om lovlighet, rettferdighet og åpenhet (art. 5.1 a), ved at de registrerte får tilfredsstillende informasjon om og samtykker til behandlingen
- formålsbegrensning (art. 5.1 b), ved at personopplysninger samles inn for spesifikke, uttrykkelig angitte og berettigede formål, og ikke viderebehandles til nye uforenlige formål
- dataminimering (art. 5.1 c), ved at det kun behandles opplysninger som er adekvate, relevante og nødvendige for formålet med prosjektet
- lagringsbegrensning (art. 5.1 e), ved at personopplysningene ikke lagres lengre enn nødvendig for å oppfylle formålet

DE REGISTRERTES RETTIGHETER

Så lenge de registrerte kan identifiseres i datamaterialet vil de ha følgende: åpenhet (art. 12), informasjon (art. 13), innsyn (art. 15), retting (art. 16), sletting (art. 17), begrensning (art. 18), underretning (art. 19), dataportabilitet (art. 20).

NSD vurderer at informasjonen som de registrerte vil motta oppfyller lovens krav til form og innhold, jf. art. 12.1 og art. 13.

Vi minner om at hvis en registrert tar kontakt om sine rettigheter, har behandlingsansvarlig institusjon plikt til å svare innen en måned.

FØLG DIN INSTITUSJONS RETNINGSLINJER

NSD legger til grunn at behandlingen oppfyller kravene i personvernforordningen om riktighet (art. 5.1 d), integritet og konfidensialitet (art. 5.1. f) og sikkerhet (art. 32).

Survey Select er databehandler i prosjektet. NSD legger til grunn at behandlingen oppfyller kravene til bruk av databehandler, jf. art 28 og 29.

For å forsikre dere om at kravene oppfylles, må prosjektansvarlig følge interne retningslinjer/rådføre seg med behandlingsansvarlig institusjon.

OPPFØLGING AV PROSJEKTET

NSD vil følge opp ved planlagt avslutning for å avklare om behandlingen av personopplysningene er avsluttet.

Lykke til med prosjektet!

Kontaktperson hos NSD: Kajsa Amundsen Tlf. Personverntjenester: 55 58 21 17 (tast 1)

Appendix E

Spørreskjema (4 versjoner)



Bedømmelse av effektive flørtetaktikker 2

Du inviteres herved til å delta i et forskningsprosjekt som skal undersøke studenters vurdering av hva som er effektive flørtetaktikker og hvilke forhold som kan påvirke dette. Å delta innebærer at du besvarer et nettbasert spørreskjema. Noen av spørsmålene berører følsomme tema knyttet til seksualitet og religiøsitet. For enkelte vil det å besvare spørreskjemaet kunne medføre et visst ubehag og sjenanse, og vi anbefaler alle deltakere å sitte i skjermede omgivelser når man besvarer spørsmålene.

Den enkelte deltaker vil ikke kunne gjenkjennes i publikasjoner av funnene. Ved besvarelse registreres ingen direkte personidentifiserbare opplysninger, men ved besvarelse registreres automatisk datamaskinens IP-adresse. IP-adressen fjernes ved overføring av data for statistiske analyser 2 uker etter datainnsamlingens slutt og er ikke tilgjengelig for forskerne etter den tid. IP-adressene og svarene slettes fra Select Surveys servere samtidig. Så lenge du kan identifiseres i datamaterialet (gjennom datamaskinens IP-adresse), har du rett til:

- innsyn i hvilke personopplysninger som er registrert om deg,
- å få rettet personopplysninger om deg,
- få slettet personopplysninger om deg,
- få utlevert en kopi av dine personopplysninger (dataportabilitet), og
- å sende klage til personvernombudet eller Datatilsynet om behandlingen av dine personopplysninger.

NTNU er behandlingsansvarlig for undersøkelsen. NTNUs personvernombud er Thomas Helgesen (Mob. 930 79 038).

Det er helt frivillig å delta i prosjektet, og du kan når som helst trekke deg eller avbryte uten å måtte begrunne dette nærmere. Det har ingen konsekvenser for deg. Det tar rundt 10 minutter å besvare spørsmålene. Du samtykker i å delta ved å klikke på «Bekreft innsending» på siste side i skjemaet. Hvis du har spørsmål til studien, eller ønsker å benytte deg av dine rettigheter, ta kontakt med: Mons Bendixen (tlf. 73 59 74 84) eller Leif Edward Ottesen Kennair (tlf. 73 59 19 56) ved Psykologisk institutt, NTNU.

På oppdrag fra NTNU har NSD – Norsk senter for forskningsdata AS vurdert at behandlingen av personopplysninger i dette prosjektet er i samsvar med personvernregelverket.

Med vennlig hilsen,

Miriam Tekeste Tallaksen, mastergradsstudent Mons Bendixen, førsteamanuensis Leif Edward Ottesen Kennair, professor Institutt for psykologi, NTNU



Bedømmelse av effektive flørtetaktikker 2

FLØRTETAKTIKKER MENN KAN BRUKE FOR ET LANGVARIG OG

FORPLIKTENDE FORHOLD

1. Hvor effektive mener du hver av de følgende handlingene er når en mann vil flørte med en kvinne med tanke på et langvarig og forpliktende forhold?

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Han kler seg sexy	0	0	0	0	C	0	0
Han går på kino sammen med henne	\circ	\circ	\circ	\circ	\circ	O	0
Han nikker ivrig når hun snakker	\circ	0	0	0	C	0	0
Han tar henne på korsryggen	\circ	\circ	\circ	\circ	\circ	O	\circ
Han småprater med henne	0	0	0	0	0	0	0
Han ringer henne	\circ	\circ	\circ	\circ	\circ	O	0
Han gir henne blomster	0	0	0	0	0	0	0
Han fremhever musklene på overkroppen sin	\circ	\circ	\circ	\circ	\circ	O	0
Han beveger seg nærmere henne	0	O	0	0	0	0	0
Han danser med henne	C	\circ	\circ	\circ	0	0	\circ

2.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Han får henne til å le	C	O	\circ	0	0	O	\circ
Han pynter seg ekstra for henne	C	\circ	\circ	\circ	\circ	O	\circ
Han ser rett på henne og hever øyenbrynene	C	0	0	O	O	C	0
Han erter og tuller med henne	C	\circ	\circ	0	\circ	O	\circ
Han tar henne på armen	C	O	\circ	0	0	O	0
Han har dype samtaler med henne	C	O	\circ	0	\circ	O	\circ
Han smiler til henne	C	O	\circ	0	0	O	0
Han spanderer middag på henne	C	\circ	\circ	\circ	\circ	C	\circ
Han får kroppskontakt med henne	C	O	C	C	0	O	\circ
Han ler/fniser av vitsene hennes	\circ	\circ	\circ	0	\circ	\circ	\circ

3.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Han berører foten hennes (med egen fot)	С	0	O	0	C	O	C
Han får øyekontakt med henne	O	O	\circ	\circ	\circ	O	0
Han holder hender med henne	С	O	C	C	C	O	C
Han kysser henne på munnen	C	0	\circ	\circ	\circ	O	C

Han gnir seg inntil henne	C	O	O	O	O	O	O
Han spiser middag sammen med henne	\circ						
Han har sex med henne	\circ	0	0	0	0	0	0
Han kjøper en drink til henne	\circ	\circ	\circ	\circ	\circ	\circ	0
Han gjør tjenester for henne	\circ	0	0	0	0	0	0
Han gir henne gaver	C	C	C	C	C	O	C

4.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Han kiler henne	0	O	0	0	\circ	O	0
Han gir henne komplimenter	O	\circ	\circ	\circ	\circ	O	\circ
Han gir henne en klem	C	O	0	0	\circ	O	0
Han sier til henne at "jeg er glad i deg"	O	\circ	\circ	\circ	\circ	O	\circ
Han viser interesse for henne i samtaler	0	O	0	0	\circ	O	0
Han kysser henne på kinnet	C	\circ	\circ	\circ	\circ	O	\circ
Han kommer med tilfeldige kommentarer til henne	0	0	C	C	0	0	C
Han tekster henne	C	O	\circ	\circ	\circ	O	\circ
Han tar en øl/kaffe sammen med henne	C	O	C	0	C	O	0
Han bruker tid sammen med henne	C	0	C	С	C	О	О

5. Hvilken flørtetaktikk som ikke er nevnt i listen mener du er svært effektiv hvis man er mann?



C Gift/samboer

Bedømmelse av effektive flørtetaktikker 2

	beaginine se av energive ngi tetarcirker 2
	BAKGRUNNSINFORMASJON
6.	Vennligst oppgi ditt kjønn: C Mann C Kvinne C Annen oppfatning av kjønn
7.	Hvor gammel er du (i hele år)?
8.	Din sivilstatus:

	C Har kjæreste C Fast seksualpartner med forpliktelse (eksklusivitet) C Fast seksualpartner uten forpliktelse (åpent seksuelt forhold) C "Friends with benefits" C Singel, men har "one night stands" av og til C Singel
Э.	Hvem er du seksuelt tiltrukket av?
	C Bare menn
	C Mest menn
	C Menn og kvinner like mye
	C Mest kvinner
	C Bare kvinner
	C Ingen / vet ikke



Bedømmelse av effektive flørtetaktikker 2

Vennligst svar så ærlig som mulig	pă de følger	nde spøi 0	rsmăler 1	ne. 2	3	4	5 - 6	7 - 9	10 - 19	20+
Hvor mange ulike partnere har du	hatt cov	-	ı		3	4	5 - 0	7 - 7		ZU+
(samleie) med de siste 12 månede		C	O	0	0	C	C	C	С	0
Hvor mange forskjellige partnere l samleie med èn gang og kun èn g		0	C	O	C	O	C	0	C	C
Hvor mange forskjellige partnere I samleie med uten at du har hatt i for et langvarig, forpliktende forho personen?	nteresse	0	0	С	О	C	0	0	0	0
På skalaen fra 1 til 9 hvor enig ell	er uenia er	du i føld	iende ii	tsagn:						
På skalaen fra 1 til 9, hvor enig ell	er uenig er Veldig uenig 1	du i følg 2	gende u	tsagn:		5	6	7	8	Veldi enig 9
På skalaen fra 1 til 9, hvor enig ell Jeg vil ikke ha sex med en person før jeg er sikker på at forholdet kommer til å være seriøst og varig	Veldig uenig	_		tsagn:		5 C	6 C	7 C	8 C	enig
Jeg vil ikke ha sex med en person før jeg er sikker på at forholdet	Veldig uenig 1	2	3	4		5 C	-	•	-	enig 9

	Aldri 1	Veldig sjeldent 2	En gang hver 2- 3 mnd.	Ca. en gang pr. mnd.	Ca. en gang hver 2. uke 5	Ca. en gang i uka 6	Flere ganger i uka 7	Nesten daglig 8	Minst en gang daglig 9
Hvor ofte fantaserer du om å ha sex med noen du ikke er i et forpliktende kjærlighetsforhold til?	O	O	О	O	О	О	O	O	О
Hvor ofte opplever du seksuell opphisselse når du er i kontakt med noen du ikke har et forpliktende kjærlighetsforhold til?	0	С	C	0	0	0	0	O	С
I det daglige, hvor ofte opplever du spontane fantasier om sex med noen du nettopp har møtt?	О	O	O	0	0	0	O	C	О



OM DEG SELV

Bedømmelse av effektive flørtetaktikker 2

13. Hvor enig eller uenig er du i følgende: Helt Ganske Litt Verken Litt Ganske Helt uenig uenig uenig /eller enig enig enig 1 2 3 4 5 6 7 Medlemmer av det motsatte kjønn som jeg liker, tenderer til å like meg tilbake \mathbf{C} O \mathbf{C} \mathbf{C} \mathbf{C} \mathbf{C} \mathbf{C} Medlemmer av det motsatte kjønn legger merke til meg Jeg får mange komplimenter fra medlemmer av det motsatte kjønn Medlemmer av det motsatte kjønn er ikke veldig tiltrukket Jeg får seksuelle invitasjoner fra medlemmer av det motsatte kjønn \mathbf{C} \circ \mathbf{C} Medlemmer av det motsatte kjønn er tiltrukket av meg Jeg kan få så mange seksuelle partnere som jeg ønsker Jeg mottar ikke mange komplimenter fra medlemmer av \bigcirc det motsatte kjønn

Stemmer

svært

dårlig

1

Stemmer Verken

/eller

3

dårlig

2

Stemmer

svært

godt

5

Stemmer

godt

4

14. Kryss av for hver påstand på det alternativet som best beskriver deg.

Jeg er festens midtpunkt	C	C	C	C	C
Jeg snakker ikke mye	\circ	\circ	\circ	\circ	\circ
Jeg snakker med mange forskjellige mennesker i selskap	C	0	0	C	0
Jeg holder meg i bakgrunnen	\circ	\circ	\circ	\circ	\circ
Jeg ser på meg selv som religiøs	C	0	0	C	0
Jeg mener det er viktig å rette seg etter religiøse regler og	0	0	C	0	0

Du sender inn svarene dine ved å klikke på «Ferdig».

Da bekrefter du at du har fått informasjon om prosjektet, og du samtykker i at opplysningene du har gitt blir behandlet frem til prosjektet avsluttes i juli 2019.



Bedømmelse av effektive flørtetaktikker 1

Du inviteres herved til å delta i et forskningsprosjekt som skal undersøke studenters vurdering av hva som er effektive flørtetaktikker og hvilke forhold som kan påvirke dette. Å delta innebærer at du besvarer et nettbasert spørreskjema. Noen av spørsmålene berører følsomme tema knyttet til seksualitet og religiøsitet. For enkelte vil det å besvare spørreskjemaet kunne medføre et visst ubehag og sjenanse, og vi anbefaler alle deltakere å sitte i skjermede omgivelser når man besvarer spørsmålene.

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- å få rettet personopplysninger om deg,
- få slettet personopplysninger om deg,
- få utlevert en kopi av dine personopplysninger (dataportabilitet), og
- å sende klage til personvernombudet eller Datatilsynet om behandlingen av dine personopplysninger.

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Det er helt frivillig å delta i prosjektet, og du kan når som helst trekke deg eller avbryte uten å måtte begrunne dette nærmere. Det har ingen konsekvenser for deg. Det tar rundt 10 minutter å besvare spørsmålene. Du samtykker i å delta ved å klikke på «Bekreft innsending» på siste side i skjemaet. Hvis du har spørsmål til studien, eller ønsker å benytte deg av dine rettigheter, ta kontakt med: Mons Bendixen (tlf. 73 59 74 84) eller Leif Edward Ottesen Kennair (tlf. 73 59 19 56) ved Psykologisk institutt, NTNU.

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Med vennlig hilsen,

Miriam Tekeste Tallaksen, mastergradsstudent Mons Bendixen, førsteamanuensis Leif Edward Ottesen Kennair, professor Institutt for psykologi, NTNU



Bedømmelse av effektive flørtetaktikker 1

FLØRTETAKTIKKER MENN KAN BRUKE FOR EN «ONE NIGHT STAND»

1. Hvor effektive mener du hver av de følgende handlingene er når en mann vil flørte med en kvinne med tanke på et *kortvarig, mer tilfeldig* forhold («one night stand»)?

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Han kler seg sexy	0	C	C	C	C	0	0
Han går på kino sammen med henne	0	\mathbf{C}	O	O	\circ	\circ	\circ
Han nikker ivrig når hun snakker	O	C	C	C	C	0	C
Han tar henne på korsryggen	0	\circ	\circ	\circ	\circ	\circ	\circ
Han småprater med henne	C	0	0	0	C	O	\circ
Han ringer henne	\circ	O	\circ	\circ	\circ	\circ	\circ
Han gir henne blomster	C	0	0	0	C	O	\circ
Han fremhever musklene på overkroppen sin	0	\mathbf{C}	O	\circ	\circ	\circ	\circ
Han beveger seg nærmere henne	0	C	C	O	C	O	0
Han danser med henne	0	C	O	\circ	\circ	\circ	\circ

2.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Han får henne til å le	0	0	\circ	0	0	0	0
Han pynter seg ekstra for henne	0	0	\circ	\circ	\circ	O	\circ
Han ser rett på henne og hever øyenbrynene	O	C	0	C	C	C	C
Han erter og tuller med henne	C	0	\circ	\circ	\circ	C	\circ
Han tar henne på armen	O	0	\circ	0	0	C	0
Han har dype samtaler med henne	0	0	\circ	\circ	\circ	O	\circ
Han smiler til henne	C	0	0	0	0	O	0
Han spanderer middag på henne	0	O	\circ	\circ	\circ	\circ	\circ
Han får kroppskontakt med henne	0	O	0	0	0	O	0
Han ler/fniser av vitsene hennes	0	O	\circ	\circ	\circ	\circ	\circ

3.

	Svært lite effektivt			Moderat effektivt			Svært effektivt
	1	2	3	4	5	6	7
Han berører foten hennes (med egen fot)	C	0	C	C	C	O	O
Han får øyekontakt med henne	O	\circ	\circ	C	C	\circ	\circ
Han holder hender med henne	C	O	C	C	C	0	O
Han kysser henne på munnen	O	O	\circ	0	0	O	0
Han gnir seg inntil henne	C	O	C	C	C	0	O

Han spiser middag sammen med henne	\circ	O	0	C	0	O	0
Han har sex med henne	C	C	C	C	C	C	C
Han kjøper en drink til henne	0	O	\circ	\circ	0	\circ	0
Han gjør tjenester for henne	\circ	0	0	C	0	O	0
Han gir henne gaver	С	0	C	С	C	С	С
	Svært lite effektivt			Moderat effektivt			Svært effektivt
	1	2	3	4	5	6	7
Han kiler henne	C	O	O	O	0	0	C
Han gir henne komplimenter	\circ	O	0	0	\circ	\circ	0
Han gir henne en klem	0	0	0	C	0	O	0
Han sier til henne at "jeg er glad i deg"	\circ	0	\circ	\circ	O	0	0
Han viser interesse for henne i samtaler	0	0	0	C	0	O	0
Han kysser henne på kinnet	\circ	0	\circ	C	\circ	O	\circ
Han kommer med tilfeldige kommentarer til henne	C	0	0	O	C	0	O
Han tekster henne	\circ	O	0	0	O	O	0
Han tar en øl/kaffe sammen med henne	0	C	C	C	O	C	C
Han bruker tid sammen med henne	O	0	0	O	O	O	0

5. Hvilken flørtetaktikk som ikke er nevnt i listen mener du er svært effektiv hvis man er mann?



4.

Bedømmelse av effektive flørtetaktikker 1

	BAKGRUNNSINFORMASJON
6.	Vennligst oppgi ditt kjønn:
	C Mann
	C Kvinne
	C Annen oppfatning av kjønn
7.	Hvor gammel er du (i hele år)?
<i>,</i> .	Two gammer of du (Friele dr):
8.	Din sivilstatus:
	C Gift/samboer
	C Har kjæreste

	C Fast seksualpartner med forpliktelse (eksklusivitet) C Fast seksualpartner uten forpliktelse (åpent seksuelt forhold) C "Friends with benefits" C Singel, men har "one night stands" av og til C Singel
Э.	Hvem er du seksuelt tiltrukket av?
	C Bare menn
	C Mest menn
	C Menn og kvinner like mye
	C Mest kvinner
	C Bare kvinner
	C Ingen / vet ikke



Bedømmelse av effektive flørtetaktikker 1

Vennligst svar så ærlig som mulig på		0	1	2	3	4	5 - 6	7 - 9	10 - 19	20+
Hvor mange ulike partnere har du h (samleie) med de siste 12 måneder		0	0	C	0	0	C	0	C	0
Hvor mange forskjellige partnere ha samleie med èn gang og kun èn ga		C	0	C	C	O	С	O	C	C
Hvor mange forskjellige partnere ha samleie med uten at du har hatt int	eresse	0	C	C	0	0	C	O	O	0
for et langvarig, forpliktende forhold personen? På skalaen fra 1 til 9, hvor enig eller		du i følg	jende u	tsagn:						
personen?		du i følg 2	gende u 3	tsagn:		5	6	7	8	Veldi enig 9
personen? På skalaen fra 1 til 9, hvor enig eller Jeg vil ikke ha sex med en person før jeg er sikker på at forholdet	uenig er Veldig uenig					5 C	6 C	7 C	8 C	enig
personen? På skalaen fra 1 til 9, hvor enig eller Jeg vil ikke ha sex med en person	vuenig er Veldig uenig 1	2	3	4				•	-	enig 9

	Aldri 1	Veldig sjeldent 2	En gang hver 2- 3 mnd.	Ca. en gang pr. mnd.	Ca. en gang hver 2. uke 5	Ca. en gang i uka 6	Flere ganger i uka 7	Nesten daglig 8	Minst en gang daglig 9
Hvor ofte fantaserer du om å ha sex med noen du ikke er i et forpliktende kjærlighetsforhold til?	0	O	O	O	O	О	O	0	С
Hvor ofte opplever du seksuell opphisselse når du er i kontakt med noen du ikke har et forpliktende kjærlighetsforhold til?	C	С	С	С	С	О	0	О	С
I det daglige, hvor ofte opplever du spontane fantasier om sex med noen du nettopp har møtt?	C	0	О	О	О	0	0	0	C



OM DEG SELV

det motsatte kjønn

13. Hvor enig eller uenig er du i følgende:

Bedømmelse av effektive flørtetaktikker 1

Helt Ganske Litt Verken Litt Ganske Helt uenig uenig uenig /eller enig enig enig 1 2 3 4 5 6 7 Medlemmer av det motsatte kjønn som jeg liker, tenderer til å like meg tilbake \mathbf{C} \mathbf{C} \circ \mathbf{C} \mathbf{C} \mathbf{C} \mathbf{C} Medlemmer av det motsatte kjønn legger merke til meg Jeg får mange komplimenter fra medlemmer av det motsatte kjønn Medlemmer av det motsatte kjønn er ikke veldig tiltrukket \mathbf{C} Jeg får seksuelle invitasjoner fra medlemmer av det motsatte kjønn \circ \mathbf{C} \mathbf{C} \mathbf{C} \mathbf{C}

14. Kryss av for hver påstand på det alternativet som best beskriver deg.

Medlemmer av det motsatte kjønn er tiltrukket av meg Jeg kan få så mange seksuelle partnere som jeg ønsker Jeg mottar ikke mange komplimenter fra medlemmer av

Stemmer				Stemmer
svært	Stemmer	Verken	Stemmer	svært
dårlig	dårlig	/eller	godt	godt
1	2	3	4	5

 \bigcirc

Jeg er festens midtpunkt	C	C	C	C	C
Jeg snakker ikke mye	\circ	\circ	\circ	\circ	\circ
Jeg snakker med mange forskjellige mennesker i selskap	C	0	0	C	0
Jeg holder meg i bakgrunnen	\circ	\circ	\circ	\circ	\circ
Jeg ser på meg selv som religiøs	C	0	0	C	0
Jeg mener det er viktig å rette seg etter religiøse regler og	0	0	C	0	0

Du sender inn svarene dine ved å klikke på «Ferdig».

Da bekrefter du at du har fått informasjon om prosjektet, og du samtykker i at opplysningene du har gitt blir behandlet frem til prosjektet avsluttes i juli 2019.



Bedømmelser av effektive flørtetaktikker 4

Du inviteres herved til å delta i et forskningsprosjekt som skal undersøke studenters vurdering av hva som er effektive flørtetaktikker og hvilke forhold som kan påvirke dette. Å delta innebærer at du besvarer et nettbasert spørreskjema. Noen av spørsmålene berører følsomme tema knyttet til seksualitet og religiøsitet. For enkelte vil det å besvare spørreskjemaet kunne medføre et visst ubehag og sjenanse, og vi anbefaler alle deltakere å sitte i skjermede omgivelser når man besvarer spørsmålene.

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- innsyn i hvilke personopplysninger som er registrert om deg,
- å få rettet personopplysninger om deg,
- få slettet personopplysninger om deg,
- få utlevert en kopi av dine personopplysninger (dataportabilitet), og
- å sende klage til personvernombudet eller Datatilsynet om behandlingen av dine personopplysninger.

NTNU er behandlingsansvarlig for undersøkelsen. NTNUs personvernombud er Thomas Helgesen (Mob. 930 79 038).

Det er helt frivillig å delta i prosjektet, og du kan når som helst trekke deg eller avbryte uten å måtte begrunne dette nærmere. Det har ingen konsekvenser for deg. Det tar rundt 10 minutter å besvare spørsmålene. Du samtykker i å delta ved å klikke på «Bekreft innsending» på siste side i skjemaet. Hvis du har spørsmål til studien, eller ønsker å benytte deg av dine rettigheter, ta kontakt med: Mons Bendixen (tlf. 73 59 74 84) eller Leif Edward Ottesen Kennair (tlf. 73 59 19 56) ved Psykologisk institutt, NTNU.

På oppdrag fra NTNU har NSD – Norsk senter for forskningsdata AS vurdert at behandlingen av personopplysninger i dette prosjektet er i samsvar med personvernregelverket.

Med vennlig hilsen,

Miriam Tekeste Tallaksen, mastergradsstudent Mons Bendixen, førsteamanuensis Leif Edward Ottesen Kennair, professor Institutt for psykologi, NTNU



Bedømmelser av effektive flørtetaktikker 4

FLØRTETAKTIKKER KVINNER KAN BRUKE FOR ET LANGVARIG OG

FORPLIKTENDE FORHOLD

1. Hvor effektive mener du hver av de følgende handlingene er når en kvinne vil flørte med en mann med tanke på et *langvarig og forpliktende forhold*?

	Svært							
	lite			Moderat			Svært	
	effektivt			effektivt		effektivt		
	1	2	3	4	5	6	7	
Hun kler seg sexy	0	0	0	\circ	C	O	C	
Hun går på kino sammen med han	O	\circ	\circ	\circ	\circ	O	0	
Hun nikker ivrig når han snakker	0	\circ	\circ	\circ	\circ	O	0	
Hun tar han på korsryggen	0	\circ	\circ	\circ	\circ	O	0	
Hun småprater med han	0	\circ	\circ	\circ	\circ	O	0	
Hun ringer han	O	\circ	\circ	\circ	\circ	O	0	
Hun gir han blomster	0	\circ	\circ	\circ	\circ	O	0	
Hun presser brystene sammen	0	\circ	\circ	\circ	\circ	O	0	
Hun beveger seg nærmere han	C	0	0	\circ	0	O	C	
Hun danser med han	0	\circ	\circ	\circ	\circ	O	C	

2.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Hun får han til å le	C	0	0	C	0	O	C
Hun pynter seg ekstra for han	C	0	\circ	\circ	\circ	\circ	0
Hun ser rett på han og hever øyenbrynene	C	0	C	C	C	C	C
Hun erter og tuller med han	C	0	\circ	\circ	\circ	\circ	0
Hun tar han på armen	C	0	C	C	0	O	C
Hun har dype samtaler med han	C	\circ	C	\circ	\circ	\circ	0
Hun smiler til han	C	0	C	C	C	C	C
Hun spanderer middag på han	C	\circ	\circ	C	\circ	\circ	0
Hun får kroppskontakt med han	C	C	C	C	C	C	C
Hun ler/fniser av vitsene hans	0	0	\circ	\circ	\circ	\circ	0

3.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt		effektiv	
	1	2	3	4	5	6	7
Hun berører foten hans (med egen fot)	C	O	C	C	C	O	C
Hun får øyekontakt med han	0	\circ	\circ	\circ	\circ	\circ	\circ
Hun holder hender med han	C	O	C	C	C	O	C
Hun kysser han på munnen	O	\circ	\circ	\circ	\circ	O	\circ
Hun gnir seg inntil han	C	O	C	C	C	O	C

Н	un spiser middag sammen med han	С	0	0	0	0	С	0
Н	un har sex med han	C	O	0	C	0	C	O
Н	un kjøper en drink til han	0	0	C	C	0	0	C
Н	un gjør tjenester for han	C	C	C	C	0	C	C
Н	un gir han gaver	0	O	0	0	\circ	C	C
4.								
		Svært						

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Hun kiler han	O	0	C	0	0	0	O
Hun gir han komplimenter	C	\circ	C	\circ	\circ	\circ	C
Hun gir han en klem	O	0	O	0	0	0	O
Hun sier til han at "jeg er glad i deg"	C	\circ	C	\circ	\circ	0	C
Hun viser interesse for han i samtaler	О	0	C	\circ	\circ	0	O
Hun kysser han på kinnet	C	\circ	C	\circ	\circ	0	C
Hun kommer med tilfeldige kommentarer til han	O	0	О	0	0	0	O
Hun tekster han	C	\circ	C	\circ	\circ	\circ	C
Hun tar en øl/kaffe sammen med han	0	0	C	\circ	\circ	0	C
Hun bruker tid sammen med han	0	\circ	0	\circ	\circ	O	0
Hvilken flørtetaktikk som <i>ikke</i> er nevnt i listen	mener du er	svært	<i>effektiv</i> hv	is man er	kvinne?		

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5.

	Bedømmelser av effektive flørtetaktikker 4
	BAKGRUNNSINFORMASJON
6.	3 113
	C Mann C Kvinne
	C Annen oppfatning av kjønn
7.	Hvor gammel er du (i hele år)?
8.	Din sivilstatus:
Ο.	C Gift/samboer
	C Har kjæreste

	C Fast seksualpartner med forpliktelse (eksklusivitet) C Fast seksualpartner uten forpliktelse (åpent seksuelt forhold) C "Friends with benefits" C Singel, men har "one night stands" av og til C Singel
9.	Hvem er du seksuelt tiltrukket av?
	C Bare menn
	C Mest menn
	C Menn og kvinner like mye
	C Mest kvinner
	C Bare kvinner
	C Ingen / vet ikke



Bedømmelser av effektive flørtetaktikker 4

OM SEX OG SEKSUELL AKTIVITET										
10. Vennligst svar så ærlig som mulig på de følgende spørsmålene.										
		0	1	2	3	4	5 - 6	7 - 9	10 - 19	20+
Hvor mange ulike partnere har du ha (samleie) med de siste 12 månedene		C	C	C	0	O	C	O	C	C
Hvor mange forskjellige partnere har du hatt samleie med èn gang og kun èn gang?			O	O	C	O	O	O	C	0
Hvor mange forskjellige partnere har samleie med uten at du har hatt inte for et langvarig, forpliktende forhold personen?	С	0	C	0	С	0	С	0	С	
11. På skalaen fra 1 til 9, hvor enig eller	11. På skalaen fra 1 til 9, hvor enig eller uenig er du i følgende utsagn:									
, ,	Veldig	. 3		J						Veldig
	uenig 1	2	3	4		5	6	7	8	enig 9
Jeg vil ikke ha sex med en person før jeg er sikker på at forholdet kommer til å være seriøst og varig	C	С	O	C		C	О	C	C	C
Sex uten kjærlighet er OK	0	C	O	C		C	O	O	\circ	C
Jeg er komfortabel med tanken på å ha tilfeldig sex med ulike partnere	C	0	0	0		С	0	0	0	С
12. Hvor ofte opplever du følgende?										

	Aldri 1	Veldig sjeldent 2	En gang hver 2- 3 mnd.	Ca. en gang pr. mnd.	Ca. en gang hver 2. uke 5	Ca. en gang i uka 6	Flere ganger i uka 7	Nesten daglig 8	Minst en gang daglig 9
Hvor ofte fantaserer du om å ha sex med noen du ikke er i et forpliktende kjærlighetsforhold til?	0	O	O	O	O	О	O	0	С
Hvor ofte opplever du seksuell opphisselse når du er i kontakt med noen du ikke har et forpliktende kjærlighetsforhold til?	C	С	С	С	С	О	0	О	С
I det daglige, hvor ofte opplever du spontane fantasier om sex med noen du nettopp har møtt?	C	0	О	О	О	0	0	0	C



Bedømmelser av effektive flørtetaktikker 4

OM DEG SELV

13. Hvor enig eller uenig er du i følgende:

	Helt uenig 1	uenig 2	uenig 3	/eller 4	enig 5	Ganske enig 6	enig
Medlemmer av det motsatte kjønn som jeg liker, tenderer til å like meg tilbake	0	C	0	0	С	C	0
Medlemmer av det motsatte kjønn legger merke til meg	O	O	0	O	O	\circ	\circ
Jeg får mange komplimenter fra medlemmer av det motsatte kjønn	0	C	0	С	С	C	C
Medlemmer av det motsatte kjønn er ikke veldig tiltrukket av meg	0	C	C	0	О	C	0
Jeg får seksuelle invitasjoner fra medlemmer av det motsatte kjønn	0	C	0	С	С	C	C
Medlemmer av det motsatte kjønn er tiltrukket av meg	\circ	\circ	O	C	C	\circ	\mathbf{C}
Jeg kan få så mange seksuelle partnere som jeg ønsker	C	0	C	C	O	0	0
Jeg mottar ikke mange komplimenter fra medlemmer av det motsatte kjønn	C	C	0	О	C	C	C

14. Kryss av for hver påstand på det alternativet som best beskriver deg.

Stemmer				Stemmer
svært	Stemmer	Verken	Stemmer	svært
dårlig	dårlig	/eller	godt	godt
1	2	3	4	5

Jeg er festens midtpunkt	C	C	C	C	C
Jeg snakker ikke mye	\circ	\circ	\circ	\circ	\circ
Jeg snakker med mange forskjellige mennesker i selskap	C	0	0	C	0
Jeg holder meg i bakgrunnen	\circ	\circ	\circ	\circ	\circ
Jeg ser på meg selv som religiøs	C	0	0	C	0
Jeg mener det er viktig å rette seg etter religiøse regler og	0	0	C	0	0

Du sender inn svarene dine ved å klikke på «Ferdig».

Da bekrefter du at du har fått informasjon om prosjektet, og du samtykker i at opplysningene du har gitt blir behandlet frem til prosjektet avsluttes i juli 2019.



Bedømmelser av effektive flørtetaktikker 3

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- å få rettet personopplysninger om deg,
- få slettet personopplysninger om deg,
- få utlevert en kopi av dine personopplysninger (dataportabilitet), og
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Bedømmelser av effektive flørtetaktikker 3

FLØRTETAKTIKKER KVINNER KAN BRUKE FOR EN "ONE NIGHT

STAND"

1. Hvor effektive mener du hver av de følgende handlingene er når en kvinne vil flørte med en mann med tanke på et *kortvarig, mer tilfeldig* forhold («one-night stand»)?

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt		effektivt	
	1	2	3	4	5	6	7
Hun kler seg sexy	0	0	0	\circ	C	O	C
Hun går på kino sammen med han	O	\circ	\circ	\circ	\circ	O	0
Hun nikker ivrig når han snakker	0	\circ	\circ	\circ	\circ	O	0
Hun tar han på korsryggen	0	\circ	\circ	\circ	\circ	O	0
Hun småprater med han	0	\circ	\circ	\circ	\circ	O	0
Hun ringer han	O	\circ	\circ	\circ	\circ	O	0
Hun gir han blomster	0	\circ	\circ	\circ	\circ	O	0
Hun presser brystene sammen	0	\circ	\circ	\circ	\circ	O	0
Hun beveger seg nærmere han	C	0	0	\circ	0	O	C
Hun danser med han	0	\circ	\circ	\circ	\circ	O	C

2.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Hun får han til å le	C	0	0	0	0	O	C
Hun pynter seg ekstra for han	C	0	\circ	\circ	\circ	O	C
Hun ser rett på han og hever øyenbrynene	C	0	0	0	\circ	O	C
Hun erter og tuller med han	C	0	\circ	\circ	\circ	O	C
Hun tar han på armen	0	0	0	0	0	O	C
Hun har dype samtaler med han	C	0	\circ	\circ	\circ	O	C
Hun smiler til han	O	0	0	0	0	O	O
Hun spanderer middag på han	C	0	\circ	\circ	\circ	O	C
Hun får kroppskontakt med han	O	0	0	0	0	O	O
Hun ler/fniser av vitsene hans	C	0	\circ	\circ	\circ	O	0

3.

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Hun berører foten hans (med egen fot)	С	0	C	C	C	O	C
Hun får øyekontakt med han	C	O	\circ	\circ	\circ	O	C
Hun holder hender med han	С	0	C	C	C	O	C
Hun kysser han på munnen	0	\circ	C	\circ	C	O	0
Hun gnir seg inntil han	С	O	C	0	C	O	C

			-	_		^	-	
	Hun spiser middag sammen med han	0	0	0	0	0	0	0
	Hun har sex med han	O	0	O	C	C	O	C
	Hun kjøper en drink til han	\mathbf{C}	\circ	\mathbf{C}	\circ	\mathbf{c}	C	C
	Hun gjør tjenester for han	\circ	0	\circ	0	\circ	0	0
	Hun gir han gaver	C	0	C	C	\mathbf{c}	O	O
4.								

	Svært						
	lite			Moderat			Svært
	effektivt			effektivt			effektivt
	1	2	3	4	5	6	7
Hun kiler han	C	C	C	0	C	C	O
Hun gir han komplimenter	C	0	\circ	\circ	\circ	O	\circ
Hun gir han en klem	0	0	\circ	0	\circ	O	0
Hun sier til han at "jeg er glad i deg"	C	0	\circ	\circ	\circ	O	\circ
Hun viser interesse for han i samtaler	0	0	0	0	0	0	0
Hun kysser han på kinnet	C	0	\circ	\circ	\circ	O	C
Hun kommer med tilfeldige kommentarer til han	0	C	C	C	0	О	0
Hun tekster han	C	0	\circ	\circ	\circ	O	\circ
Hun tar en øl/kaffe sammen med han	C	0	\circ	0	\circ	O	0
Hun bruker tid sammen med han	0	0	0	0	\circ	0	C
Hvilken flørtetaktikk som <i>ikke</i> er nevnt i listen	mener du e	r <i>svært</i> (<i>effektiv</i> hv	vis man er	kvinne?		

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	Bedømmelser av effektive flørtetaktikker 3
	BAKGRUNNSINFORMASJON
6.	Vennligst oppgi ditt kjønn:
	C Mann
	C Kvinne
	C Annen oppfatning av kjønn
7.	Hvor gammel er du (i hele år)?
8.	Din sivilstatus:
	C Gift/samboer
	C Har kjæreste

	C Fast seksualpartner med forpliktelse (eksklusivitet) C Fast seksualpartner uten forpliktelse (åpent seksuelt forhold) C "Friends with benefits" C Singel, men har "one night stands" av og til C Singel
9.	Hvem er du seksuelt tiltrukket av? C Bare menn C Mest menn C Menn og kvinner like mye C Mest kvinner
	© Bare kvinner © Ingen / vet ikke



Bedømmelser av effektive flørtetaktikker 3

OM SEX OG SEKSUELL A	AKTIV	CTET								
10. Vennligst svar så ærlig som mulig på de følgende spørsmålene.										
		0	1	2	3	4	5 - 6	7 - 9	10 - 19	20+
Hvor mange ulike partnere har du ha (samleie) med de siste 12 månedene		C	C	O	0	0	C	O	C	C
Hvor mange forskjellige partnere ha samleie med èn gang og kun èn gan		C	O	O	C	O	O	O	C	0
samleie med uten at du har hatt inte	Hvor mange forskjellige partnere har du hatt samleie med uten at du har hatt interesse for et langvarig, forpliktende forhold med			С	C	О	0	О	0	С
11. På skalaen fra 1 til 9, hvor enig eller	uenig er d	du i følg	ende u	tsagn:						
, ,	Veldig			3						Veldig
	uenig 1	2	3	4		5	6	7	8	enig 9
Jeg vil ikke ha sex med en person før jeg er sikker på at forholdet kommer til å være seriøst og varig	C	О	0	C		С	О	С	C	С
Sex uten kjærlighet er OK	O	C	O	O		C	O	O	\circ	C
Jeg er komfortabel med tanken på å ha tilfeldig sex med ulike partnere	0	0	0	C		0	0	0	0	С
12. Hvor ofte opplever du følgende?										

	Aldri 1	Veldig sjeldent 2	En gang hver 2- 3 mnd.	Ca. en gang pr. mnd. 4	Ca. en gang hver 2. uke 5	Ca. en gang i uka 6	Flere ganger i uka 7	Nesten daglig 8	Minst en gang daglig 9
Hvor ofte fantaserer du om å ha sex med noen du ikke er i et forpliktende kjærlighetsforhold til?	O	О	C	C	С	С	C	O	О
Hvor ofte opplever du seksuell opphisselse når du er i kontakt med noen du ikke har et forpliktende kjærlighetsforhold til?	C	С	C	С	С	С	С	0	C
I det daglige, hvor ofte opplever du spontane fantasier om sex med noen du nettopp har møtt?	С	C	C	С	С	С	C	0	C



Bedømmelser av effektive flørtetaktikker 3

OM DEG SELV

13. Hvor enig eller uenig er du i følgende:

	Helt uenig 1	Ganske uenig 2	Litt uenig 3	Verken /eller 4	Litt enig 5	Ganske enig 6	Helt enig 7
Medlemmer av det motsatte kjønn som jeg liker, tenderer til å like meg tilbake	0	C	0	0	0	0	C
Medlemmer av det motsatte kjønn legger merke til meg	C	\circ	O	O	O	\circ	\circ
Jeg får mange komplimenter fra medlemmer av det motsatte kjønn	0	C	0	0	0	C	О
Medlemmer av det motsatte kjønn er ikke veldig tiltrukket av meg	0	C	C	0	0	C	С
Jeg får seksuelle invitasjoner fra medlemmer av det motsatte kjønn	0	C	C	С	С	C	О
Medlemmer av det motsatte kjønn er tiltrukket av meg	\mathbf{C}	\circ	O	C	C	C	O
Jeg kan få så mange seksuelle partnere som jeg ønsker	C	O	O	C	O	O	C
Jeg mottar ikke mange komplimenter fra medlemmer av det motsatte kjønn	O	C	C	О	О	O	0

14. Kryss av for hver påstand på det alternativet som best beskriver deg.

Stemmer				Stemmer
svært	Stemmer	Verken	Stemmer	svært
dårlig	dårlig	/eller	godt	godt
1	2	3	4	5

Jeg er festens midtpunkt	C	C	0	C	C
Jeg snakker ikke mye	\circ	\circ	\circ	\circ	\circ
Jeg snakker med mange forskjellige mennesker i selskap	C	0	0	C	C
Jeg holder meg i bakgrunnen	\circ	\circ	\circ	\circ	\circ
Jeg ser på meg selv som religiøs	C	0	0	C	C
Jeg mener det er viktig å rette seg etter religiøse regler og	C	0	C	0	0

Du sender inn svarene dine ved å klikke på «Ferdig».

Da bekrefter du at du har fått informasjon om prosjektet, og du samtykker i at opplysningene du har gitt blir behandlet frem til prosjektet avsluttes i juli 2019.



