Physical attractiveness and self-disclosure in mixed-sex dyads.
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AB 48 male and 48 female undergraduates identified as very attractive or very unattractive worked in an interview-like situation with a listener of the opposite sex who was presented so as to maximize or minimize his or her natural attractiveness. Intimacy of self-disclosure was significantly greater for females than for males, significantly greater for unattractive than for attractive Ss, and significantly greater to an attractive than to an unattractive listener. Results are discussed in terms of sex differences in American socialization processes, interpersonal response style differences between attractive and unattractive people, and the social stimulus value of good looks.