Appendix A: Overview of the Pilot Studies

A1 Pilot Study 1

Pilot Study 1 was conducted to evaluate the success of the intended manipulation. Specifically, it was investigated whether the empathic and non-empathic listening behaviors were perceived as distinct regarding good listening. Second, two advice-givers per age and gender group were to be selected based on the quality of their listening behavior (both empathic and non-empathic). It was tried to ensure that the selected older and younger advice-givers were comparable with respect to the quality of their listening behavior, their personal appearance, and their attributed person characteristics. Finally, it was investigated whether the response texts reflecting a high and a low level of wisdom-related knowledge were distinct in their ascribed wisdom and comparable with respect to comprehensibility and desirability.

A1.1 Sample

Participants were recruited through a data-base available at the MPI. The sample consisted of N = 80 persons (50 % women) aged 20-25 years (M = 22.35, SD = 1.71). The sample was positively selected: On average, participants had spent 12.55 years (SD = 1.08, range = 10 - 13) in formal school education. Eighty-five percent had completed the highest school track, the remaining 15 % had completed the medium

school track. The majority of participants were university students (72.5 %), followed by apprenticeship students (6.3 %), unemployed people (7.6 %), high-school students (5%), part- (3.8 %) and full-time employees (3.8%), and military service personnel (1.3%).

A1.2 Design

Each participant evaluated 10 videos of advice-givers. A mixed design was applied with *age of target* and *listening behavior* as between-subjects factors and *target* as a within-subjects factor. The order of targets was balanced in a way that each target was rated as the first, fifth, sixth, and tenth one by two participants. Each participant evaluated the two response texts. The order of the response texts was balanced across participants.

A1.3 Procedure

Participants were tested at the Max-Planck-Institute of Human Development. Participants were tested in group-sessions of 2-5 persons. Each participant worked at an individual computer on which stimulus material and questionnaires were presented. The sessions lasted 90 minutes. Participants received Euro 15 as compensation.

Participants were instructed to watch each video carefully. After each video they provided evaluations of the advice-giver. Altogether participants evaluated 10

targets. The next task consisted of the evaluation of the response texts. The session ended with demographic questionnaires. Participants received their compensation and were informed about the goals of the study.

A1.4 Measures

Level of Wisdom. The high and low wise response texts were evaluated regarding their wisdom. Participants evaluated the response texts on three bipolar 11-point Scales (*helpful, good advice,* and *wise,* see Table A1 for items and questionnaire format). The items were very highly correlated (see Table B.3) and therefore used as a composite scale. The internal consistency was very high (Cronbach's $\alpha = .93$).

Comparability of Response Texts. The stimulus texts were constructed to be similar in text characteristics independent of wisdom, such as *comprehensibility* and *abstractness*. Moreover the text low on wisdom-related knowledge should not be

Table A1
Items and Questionnaire Format of the Level of Wisdom Scale

	Die Antwort ist (The response is…)											
nicht weise (not wise)	0	1	2	3	4	5	6	7	8	9	10	weise (wise)
nicht hilfreich (not helpful)	0	1	2	3	4	5	6	7	8	9	10	hilfreich (helpful)
schlechter Rat (bad advice)	0	1	2	3	4	5	6	7	8	9	10	guter Rat (good advice)

Table A2
Items to Assess Comprehensibility, Concreteness, Social Desirability of Response Texts

Dimension	Items
Comprehensibility	Sehr schwer verständlich – sehr leicht verständlich (very difficult to comprehend – very easy to comprehend)
Abstractness	Sehr abstract – sehr konkret (very abstract – very concrete)
Social Desirability	In unserer Gesellschaft unerwünscht - in unserer Gesellschaft erwünscht (undesirable in our society –desirable in our society)

socially undesirable. Participants rated the response texts on these three dimensions: *comprehensibility*, *abstractness*, and *social desirability* (see Table A2 for items, Table B3 for intercorrelations). The rating format consisted of 11-point bipolar scales (Scale 0-10); see Table A1).

Good Listening Scale. The Good Listening Scale consisted of 6 bipolar items: a good listener, attentive, interested, empathetic, understanding, and concerned (see Table A3 for item descriptions and the questionnaire-format). The 6-item Good Listening Scale showed a high internal consistency (Cronbach's α =.97)[1].

[1] The internal consistency reported here refers to the final data-set including participants of Pilot Study 1 and of Pilot Study 2. For participants of Pilot Study 1 only the data for the first advice-giver rated were used.

Table A3

Items and Questionnaire Format of the Good Listening Scale

	Die zuhörende Person ist… (The listening person is…)											
Ein schlechter Zuhörer (a bad listener)	0	1	2	3	4	5	6	7	8	9	10	ein guter Zuhörer (a good listener)
unaufmerksam (unattentive)	0	1	2	3	4	5	6	7	8	9	10	aufmerksam (attentive)
uninteressiert (not interested)	0	1	2	3	4	5	6	7	8	9	10	interessiert (interested)
nicht mitfühlend (not empathetic)	0	1	2	3	4	5	6	7	8	9	10	mitfühlend (empathetic)
nicht verständnisvoll (not understanding)	0	1	2	3	4	5	6	7	8	9	10	verständnisvoll (understanding)
nicht besorgt (not concerned)	0	1	2	3	4	5	6	7	8	9	10	besorgt (concerned)

Comparability of Young and Old Advisors. Bipolar item pairs were used for the ratings of the still photos and videos on 11 point Likert-Scales. Table A4 provides an overview of the items. To investigate the comparability of the targets, videos were rated on the following dimensions: (a) NEO personality characteristics, (b) attractiveness, (c) intellectual competence, (d) warmth, (e) general life competence, and (f) social acceptability.

Estimated Age of Advisor. A single item was used to investigate the perceived age of the advice-giver: *How old is the listening person?* Means of the estimated Age of all advice-givers were shown in Table 10.

Table A4

Items to Investigate Comparability of Targets

Dimension	Items
NEO personality characteristics	unausgeglichen – ausgeglichen (Not balanced – balanced, N)
	sozial nicht aufgeschlossen – sozial aufgeschlossen (reserved – outgoing, E)
	unfreundlich – freundlich (unfriendly – friendly, A)
	nicht offen für Neues - offen für Neues (not open for new things - open for new things, O)
	unzuverlässig - zuverlässig (not reliable – reliable, C)
Attractiveness	Nicht gutaussehend – gutaussehend (not good-looking – good-looking)
Intellectual competence	unintelligent – intelligent (unintelligent – intelligent)
	ungebildet – gebildet (not well educated – well educated)
Warmth and social competence	kalt – warm (cold –warm)
	distanziert – nicht distanziert (not distanced – distanced)
	kann schlecht mit Menschen umgehen – kann gut mit Menschen umgehen (not able to deal well with people - well able to deal with people)
General life competence	nicht dominant – dominant (not dominant – dominant)
	nicht selbstsicher – selbstsicher (not self-assured - self-assured)
	jemand, der sein Leben nicht meistert – jemand, der sein Leben meistert (somebody who doesn't master his/her life - somebody who masters his/her life)
Social acceptability	nicht durchschnittlich - durchschnittlich (not average – average)
	uninteressant – interessant (not interesting – interesting)
	unsympathisch – sympathisch (not sympathetic – sympathetic)

A.2 Pilot Study 2

A2.1 Sample

Participants were recruited through a data-base available at the MPI in cooperation with the ABC group at the Max-Planck-Institute. The sample consisted of N = 48 persons (50 % women) aged 20-25 years (M = 22.04, SD = 1.61). Again, the sample was positively selected: On average, participants had spent 12.46 years (SD = 1.25, range = 8 - 13) in formal school education. Eighty-three percent had completed the highest school track, 14.6 % had completed the medium school track, and one person (2.1%) had completed the lowest school track. Most participants were university students (77.1 %), followed by apprenticeship students (8.3 %), high-school students (6.3%), unemployed people (4.2 %), and part- (2.1 %) and full-time employees (2.1%).

A2.2 Design

Each participant evaluated one video of an advice-giver. Based on the results of Pilot Study 1, three lay actors were selected who met the criteria of high values on the good listening scale in the empathic listening condition and low values on the good listening scale in the non-empathic listening condition.

A2.3 Procedure

The procedure for the evaluation of the video used in Pilot Study 2 was identical to the procedure used in Pilot Study 1. Every participant watched and evaluated, however, only one video and afterwards evaluated the advisors quality of listening and his or her personality variables.

Table A5

Means and Standard Deviations for Listening Behavior and Personality Characteristics of all Targets Across all Listening Conditions

	M	*SD*
Good Listening Scale	4.90	3.13
NEO Personality Characteristics		
Balanced	5.59	2.29
Outgoing	5.20	2.59
Friendly	5.40	2.66
Open	4.85	2.36
Reliable	6.09	2.42
Attractiveness		
Good-looking	4.59	2.29
Intellectual competence		
Intelligent	6.01	1.84
Well-educated	6.44	1.84
Warmth and social competence		
Warm	4.65	2.82
Distanced	6.47	2.44
Well able to deal with people	4.41	2.87
General life competence		
Dominant	4.66	2.25
Self-assured	5.63	2.46
somebody who masters his/her life	6.06	2.19
Social acceptability		
Average	5.75	1.92
Interesting	4.14	2.34
Sympathetic	4.59	2.80

A2.4 Measures

The measures of the advisor's quality of listening behavior and personality characteristics were the same as those used in Pilot Study 1. Table A5 shows means and standard deviations for all target characteristics measured in Pilotstudy 1 and 2.

A3 Sample for Selected Advice-Givers

The data of Pilot Study 1 and 2 were combined to identify the target characters that were used in the present study. Based on Pilot Study 1, 12 target characters whose listening behavior and estimated age met the set criteria were selected to be tested in Pilot Study 2.

Based on the combined data of Pilot Studies 1 and 2, eight target characters were selected for the main study. The final sample consisted of $N = 63$ participants ($n = 32$ women), ranging in age from 20 to 25 years ($M = 22.28$ years, $SD = 1.69$). The mean time spent in formal school education was 12.49 years ($SD = 1.20$, range = 8 - 13). Eighty-four percent had completed the highest school track, 14.3 % had completed the medium school track, and one person (1.6%) had completed the lowest school track. Most participants were university students (73 %), followed by apprenticeship students (9.5 %), unemployed people (7.9 %), high-school students (4.8%), and part- (3.2 %) and full-time employees (1.6%).

Appendix B: Results of Pilot Studies

B1 Manipulation Check of Response Texts: Order Effects

B1.1 Order Effects

The order of texts was balanced across participants. A repeated analyses of variances with the between subjects-factor *order of presentation* and *wisdom texts* as a within-subjects factor performed on the dependent variable *Level of Wisdom Scale* showed, however, that *order of presentation* had a significant influence on the evaluation of the wisdom level of the texts ($F_{(1, 78)}$ = 13.47, p< .001; η^2 = .15). *Level of Wisdom Scale* ratings for the texts were higher when the less wise text was presented as the first one. A significant interaction between order of presentation and wisdom text showed that the high-wise text was perceived as being wiser when presented after the low wise text compared to when presented as the first text (t = -4.32, df = 78, p < .001; see Table B1 for means and standard deviations).

Table B1

Interaction of Order of Presentation and Wisdom Text: Means and Standard Deviations of Level of Wisdom Scale

	High Wise Text		Low Wise Text	
	M	*SD*	*M*	*SD*
Presented First	5.54	2.23	2.93	2.44
Presented Second	7.55	1.92	2.89	1.83

B1.2 Comparability of Response Texts: Comprehensibility, Concreteness, and Social Desirability

Table B2.

Means and Standard Deviations for Comprehensibility, Concreteness, and Social Desirability

	High Wise Text		Low Wise Text	
	M	*SD*	*M*	*SD*
Comprehensibility	6.88	2.39	6.83	2.12
Abstractness	5.13	2.88	6.23	2.77
Social Desirability	7.28	1.69	6.36	2.44

Table B3

Intercorrelations Between All Response Text Characteristics

	1a	1b	1c	2	3	4
1 Level of Wisdom	.93**	.96**	.91**	.18	.30**	.42**
1a Helpful		.87**	.74**	.23*	.37**	.46**
1b Good Advice			.81**	.17	.30**	.39**
1c Wise				.10	.16	.32**
2 Comprehensibility					.33**	.18
3 Concreteness						.17
4 Social Desirability						

Note. ** $p < 0.01$.

B2 Manipulation Check of Video Stimulus Material

B2.1 Order effects

The order of the videos was randomized across participants. Significant order effects appeared for the video evaluated first versus the videos that were evaluated later.

A 2 (positive vs. negative listening behavior) by 10 (video presentation position) repeated multivariate analysis of variances revealed a strong main effect of video presentation position on judgments of good listening (F (9, 68) = 4.69, p <.001; η^2 = .38) indicating that across video presentation positions judgments of good listening increased (i.e., irrespective of the advice-giver shown). Moreover, a significant interaction between video presentation position and listening behavior condition F (9, 69) = 37.33, p < .001, η^2 = .49) was detected indicating that effect of the presentation position was particularly pronounced for the videos that demonstrated non-empathic, negative listening behavior. Therefore, only evaluations of the first trial were used to select the targets for the present study.

B2.3 Selection of Targets

The main criterion for the selection of the targets was their listening performance. Specifically, all selected targets showed a minimum value of 6.5 for *good listening* in the positive listening condition and a maximum value of 3.5 for *good listening* in the negative listening condition.

The second criterion for the selection of videos was the comparability between older and younger lay actors. The selected older and younger advice-givers were comparable with regard to 4 of the *NEO personality characteristics*: „balanced" (F (1, 59) =) = 1.32, p = .26; η^2 = .02), „outgoing" (F (1, 59) = 1.28, p = .26; η^2 = .02), „friendly" (F (1, 59) = .20, p = .66; η^2 = .00), and „open for new things" (F (1, 59) = .00, p = .98; η^2 =

.00). They were also perceived to be comparable in their *intellectual competence*: „intelligent" (F (1, 59) = 0.39, p = .54; η^2 = .01), „educated" (F (1, 59) = 0.36, p = .55; η^2 = .01). Older and younger advice-givers were perceived to be similar in their *warmth* and *social competence*: „warm" (F (1, 59) =.25, p = .62; η^2 = .00), and „well able to deal with people" (F (1, 59) = .26, p = .61; η^2 = .00). They were seen as being equally *dominant* (F (1, 59) = 3.42, p = .07; η^2 = .06). Both older and younger advice-givers were comparable regarding their *social acceptance*: „average" (F (1, 59) = 0.18, p = .68; η^2 = .00), and „interesting" (F (1, 59) = .06, p = .81; η^2 = .00) and they were *liked* equally well: „sympathetic" ($F_{(1, 59)}$ = .30, p = .58; η^2 = .00). It should be noted that for all variables apart from "dominant" and "average" the ratings for the advice-givers differed between the empathic and non-empathic listening condition: Advice-giver's who listened in an empathic way were judged more favorably than advice-givers in the non-empathic listening condition (see Table B4 for means and standard deviations for all variables).

Table B4

Means and Standard Deviations of Personality Characteristics of Younger and Older Targets

	Listening Behavior							
	Empathic				Non-Empathic			
	Old		Young		Old		Young	
	M	*SD*	*M*	*SD*	*M*	*SD*	*M*	*SD*
NEO Personality Characterisitics								
Balanced	6.88	1.59	6.50	2.34	4.33	1.95	3.56	1.97
Extraverted	7.19	1.72	7.81	1.64	3.40	1.99	3.88	2.31
Friendly	7.88	1.26	7.63	2.06	3.60	2.03	3.44	1.86
Open	6.69	1.54	6.56	2.22	3.33	1.91	3.44	1.36
Reliable*	8.31	.95	7.38	1.71	5.53	2.13	3.88	2.16
Attractiveness								
Good-looking*	4.88	1.96	5.50	2.80	2.87	1.19	4.69	2.27
Intellectual Competence								
Intelligent	6.50	1.63	6.31	1.96	5.13	1.73	4.75	1.91
Well-educated	6.81	1.76	6.94	1.77	5.80	1.57	5.13	2.09
Interpersonal Warmth and Social Competence								
Warm	7.63	1.67	6.56	2.42	2.33	1.95	2.88	2.22
Distanced*	3.63	2.25	5.63	2.60	8.47	1.51	7.69	1.30
Socially competent	7.06	2.17	6.69	2.73	1.87	1.60	2.81	2.20
General Life Competence								
Dominant	4.00	2.16	3.56	2.73	5.73	2.15	4.06	1.91
Somebody who masters his life*	7.31	2.12	6.50	1.90	5.60	2.20	4.00	2.37
Self-assured*	6.50	2.10	5.63	2.28	6.07	2.63	3.75	2.41
Social Acceptance								
Likeable	7.50	2.03	6.63	2.63	2.47	1.60	2.75	2.11
Interesting	5.13	2.25	5.69	2.68	2.80	1.61	2.50	1.93
Average	6.25	2.32	6.38	2.55	5.53	1.92	5.88	1.82
N	16		16		15		16	
Average	6.25	2.32	6.38	2.55	5.53	1.92	5.88	1.82

One interaction effect was found for *distanced* (F (1, 59) = 7.64, p <.01; η^2 = .12). In the empathic listening condition, older advice-givers were perceived as less distanced than younger advice-givers (t = - 2.33, p < .05). Younger and older advice-

givers were perceived to differ in their *attractiveness* and *general life competence*. Older advice-givers were seen as being less „good-looking" than younger advice-givers (F (1, 59) = 5.09, p <.05; η^2 = .08). In terms of general life competence, older advice-givers were rated higher on „somebody who masters his/her life" (F (1, 59) = 4.95, p <.05; η^2 = .08) and were also seen as being more „self-assertive" (F (1, 59) = 7.22, p <.01; η^2 = .11) than younger advice-givers. Older advice-givers were also seen as being more „reliable" than younger advice-givers (F (1, 59) = 8.20, p <.01; η^2 = .12).

Appendix C: Instructions to Lay Actors

Lay actors were told to imagine that they and the actress were well acquainted and that the young woman (the actress) would turn to them for advice. The positive, empathic listening-behavior was video-taped first. The lay actors were instructed to listen in a positive, empathic way. They were asked to feel with the person (actress), to express understanding, concern, and empathy, and to demonstrate attention and interest. After each take lay actors received feed-back by the author. They also had the opportunity to view themselves in the video. The feedback addressed the following aspects. Actors were asked (1) to *mirror* the actress's *posture* by leaning forward towards the actress and to sit calmly, (2) to keep *constant eye contact*, (3) to *nod frequently*, and (4) to demonstrate *concerned and interested facial expressions*. Lay actors were asked to avoid facial expression of confusion, contempt, or too much personal distress. The demonstration of concerned facial expressions was encouraged but proved to be difficult to realize because intentional posing of concern often happened asynchronously (mostly too late) or lay-actors „overacted".

The negative, non-empathic listening behavior was filmed afterwards. Lay actors were instructed to not listen well. They were instructed not to express *back-channel behaviors*, such as eye contact, head nods, concerned, and interested facial expressions. Instead, they were told to engage in three behaviors: They

were asked (1) to lean back after the first sentence of the actress (thus resulting in a non-mirrored posture for the whole sequence), (2) to drink from a glass of water (the point of time was standardized for everyone), and (3) to briefly take a look at their watch (again, the point of time was standardized for everyone)[2] but to try to keep a minimum level of politeness. To ensure a minimum of politeness, lay- actors were (1) instructed to keep eye contact whenever the actress looked up, (2) not to gaze at the ceiling and (3) not to show contemptuous and hostile facial expressions. The feedback addressed failures to follow the instructions.

[2] The leaning back scene and the watch scene were removed from the final video for two reasons: (1) the videos were shortened to 30 sec, and (2) the watch-looking behavior was performed very differently by the actors. Thus, only the drinking behavior was incorporated into the final video.

Appendix D: Wisdom Attribution Questionnaire (Scale Development)

The *Wisdom-Attribution Questionnaire* was developed for the study. An initial set of 50 items was used (see Table D1). These items were selected from studies on implicit theories of wisdom (Holliday & Chandler, 1986, Staudinger et al, 1998, Sternberg, 1985). Specifically, the most typical items describing wise persons of these studies were used. In previous studies subsets of this total item pool have been found to represent different factor-structures and hence aspects of the wisdom construct. Holliday & Chandler (1986), for example, found five factors: exceptional understanding, judgment an communication skills, general competencies, interpersonal skills and social unobtrusiveness (Holliday & Chandler, 1986). Sternberg's item pool was represented in 3 dimensions (multidimensional scaling approach): Reasoning ability vs. sagacity, learning from ideas and environment vs. judgment, expeditious use of information vs. perspicacity. Staudinger et al found a 4 factor-solution for the 31 most prototypical items: (1) exceptional knowledge about the use of wisdom, (2) exceptional knowledge about contexts and priorities of life, (3) exceptional personality functioning, and (4) exceptional knowledge about the acquisition of knowledge.

These factorial structures were found in studies that tried to describe the ideal wise person. In the present study we were interested in how much wisdom was ascribed to a specific target. The original pool of 50 items was used in exploratory factor analyses to explore whether the items reflected different facets of wisdom. A set of exploratory

factor analyses was performed. All factor analyses were performed using principal axis factoring.

At first, an exploratory factor analyses with the criterion of an Eigenvalue greater than 1 (without rotation) was performed (Factor Analysis 1). Seven factors were extracted in the initial solution. Examination of the Scree-plot (see Figure D1), however, revealed that there was a very strong first factor (Eigenvalue = 26.31) that accounted for 51 percent of the variance. A second factor (Eigenvalue = 2.88) accounted for additional 5 percent of the variance. The second factor analysis (Factor Analysis 2) was computed extracting two orthogonal factors. The factor loadings indicated that all items loading on the second factor had higher loadings on the first factor than on the second factor. A third factor analysis (Factor Analysis 3) was performed that allowed the two factors to be correlated. Results indicated that the two factors were correlated very highly (r = .68) also reflected in the fact that items loading on the second factor had high loadings on the first factor too.

Table D1

Initial Set of Items for Wisdom Attribution Questionnaire

1. benutzt Alltagsverständnis
2. denkt selbständig
3. reif
4. bewusst
5. verständnisvoll
6. versteht sich selbst
7. bedenkt alle Optionen in einer Situation
8. interessanter Gespraechspartner
9. denkt viel
10. sagt Dinge, die anzuhören sich lohnt
11. bedenkt alle Standpunkte
12. nachdenklich
13. logisch
14. neugierig
15. versteht und bewertet Informationen
16. sieht das Wesentliche einer Situation
17. weiss, wann man Rat gibt
18. kann mit Unsicherheit umgehen
19. kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht
20. äußert bei schwierigen Lebensfragen wertvolle Einsichten
21. versteht das Leben anderer
22. kann Rat ander berücksichtigen
23. kennt die Grenzen seines Wissens
24. vertrauenswürdig
25. versucht, aus Fehlern zu lernen
26. kennt die eigenen Stärken und Schwächen
27. besitzt Menschenkenntnis
28. ist ein guter Zuhörer
29. kann andere richtig einschätzen
30. guter Problemlöser
31. Ideen sind wichtig
32. kennt seine Grenzen
33. hat Intuition
34. kann sein Wissen anwenden
35. vernünftig

Table D1 (continued)

36. durchschaut die Dinge
37. aus Erfahrung gelernt
38. begreift Dinge in größeren Zusammenhängen
39. guter Ratgeber
40. weltoffen
41. überdenkt Entscheidungen sorgfältig
42. weiss viel über schwierige Lebensumstände
43. kann sich in Lebensprobleme einfühlen
44. weiss viel
45. tolerant
46. begreift die Natur menschlicher Existenz
47. zeigt Anteilnahme für andere
48. mitfühlend
49. versteht das Leben
50. guter Beobachter

D1 Factor Analysis 1 – SPSS Output

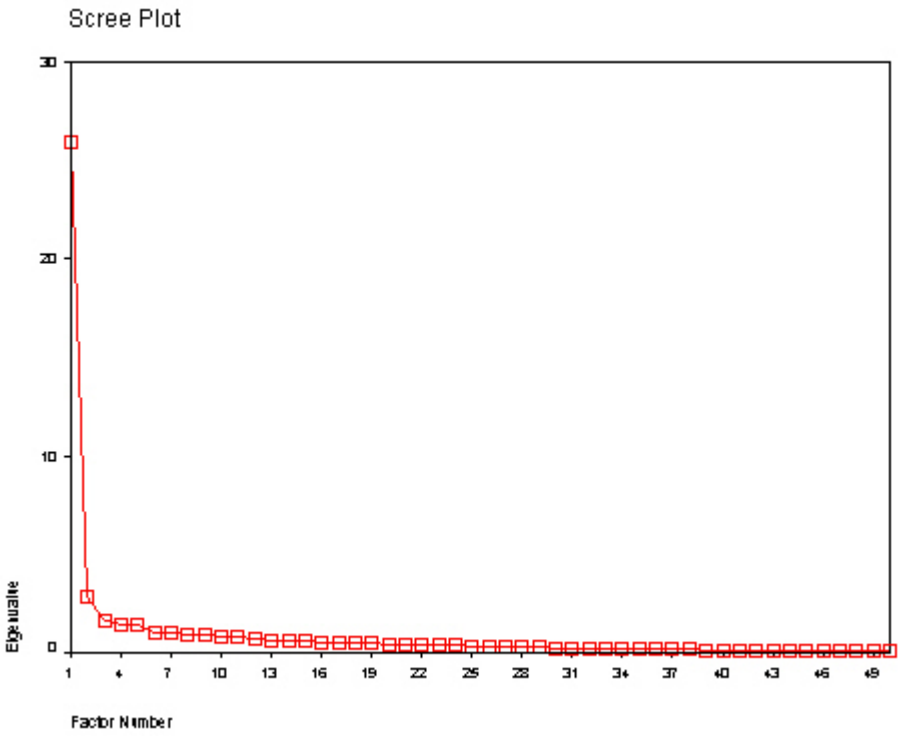

Figure D1.
Screeplot of Factor Analysis 1

Communalities

Item	Initial	Extraction
ALLT.1: benutzt Alltagsverständnis	.571	.423
DENS.1: denkt selbständig	.700	.589
REIF.1: reif	.783	.706
BEWU.1: bewusst	.832	.709
VERS.1: verständnisvoll	.796	.781
VSEL.1: versteht sich selbst	.539	.465
OPSI.1: bedenkt alle Optionen in einer Situation	.808	.749
GEPA.1: interessanter Gespraechspartner	.749	.649
VDEN.1: denkt viel	.774	.776
LOH.1: sagt Dinge, die anzuhören sich lohnt	.793	.709
DSTA.1: bedenkt alle Standpunkte	.785	.709
Nden.1: nachdenklich	.741	.571
LOG.1: logisch	.732	.632
NEUG.1: neugierig	.622	.454
VINF.1: versteht und bewertet Informationen	.799	.715
WES.1: sieht das Wesentliche einer Situation	.800	.700
RATW.1: weiss, wann man Rat gibt	.830	.710
UNSI.1: kann mit Unsicherheit umgehen	.820	.732
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.829	.735
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.879	.760
VLAN.1: versteht das Leben anderer	.849	.779
RATA.1: kann Rat ander berücksichtigen	.642	.521
GREW.1: kennt die Grenzen seines Wissens	.618	.534
VERT.1: vertrauenswürdig	.768	.711
FEHL.1: versucht, aus Fehlern zu lernen	.648	.586
STAR.1: kennt die eigenen Stärken und Schwächen	.718	.659
MENK.1: besitzt Menschenkenntnis	.824	.734
GZUH.1: ist ein guter Zuhörer	.879	.830
EINS.1: kann andere richtig einschätzen	.843	.772
GPRL.1: guter Problemlöser	.709	.594
IDEE.1: Ideen sind wichtig	.806	.730
GREN.1: kennt seine Grenzen	.456	.200
INTU.1: hat Intuition	.781	.598
WISA.1: kann sein Wissen anwenden	.735	.667
VERN.1: vernünftig	.665	.524
DURD.1: durchschaut die Dinge	.774	.686
ERFL.1: aus Erfahrung gelernt	.697	.526
ZUS.1: begreift Dinge in größeren Zusammenhängen	.803	.667
RATG.1: guter Ratgeber	.822	.772
OFF.1: weltoffen	.715	.606
ENTS.1: überdenkt Entscheidungen sorgfältig	.771	.628
LEBU.1: weiss viel über schwierige Lebensumstände	.823	.720
EINF.1: kann sich in Lebensprobleme einfühlen	.840	.748
WEIV.1: weiss viel	.797	.668
TOL.1: tolerant	.654	.536
NATM.1: begreift die Natur menschlicher Existenz	.793	.677
ANTA.1: zeigt Anteilnahme für andere	.857	.836
MITF.1: mitfühlend	.864	.826
VLEB.1: versteht das Leben	.729	.576
BEOB.1: guter Beobachter	.806	.725

Extraction Method: Principal Axis Factoring.

Total Variance Explained

Factor	Initial Eigenvalues			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	25.928	51.856	51.856	25.612	51.224	51.224
2	2.835	5.669	57.525	2.526	5.052	56.276
3	1.663	3.327	60.852	1.290	2.579	58.855
4	1.454	2.909	63.761	1.120	2.240	61.095
5	1.444	2.887	66.648	1.046	2.091	63.186
6	1.059	2.118	68.766	.680	1.360	64.546
7	1.016	2.031	70.797	.639	1.278	65.824
8	.950	1.900	72.697			
9	.873	1.745	74.443			
10	.823	1.646	76.088			
11	.778	1.556	77.644			
12	.699	1.397	79.041			
13	.633	1.267	80.307			
14	.627	1.254	81.562			
15	.604	1.208	82.770			
16	.556	1.111	83.881			
17	.547	1.094	84.975			
18	.501	1.002	85.977			
19	.488	.976	86.952			
20	.447	.894	87.847			
21	.441	.882	88.729			
22	.418	.836	89.564			
23	.386	.771	90.336			
24	.357	.714	91.049			
25	.337	.675	91.724			
26	.318	.635	92.359			
27	.291	.581	92.940			
28	.271	.541	93.482			
29	.258	.515	93.997			
30	.246	.493	94.490			
31	.235	.470	94.959			
32	.227	.453	95.413			
33	.206	.411	95.824			
34	.201	.403	96.227			
35	.197	.393	96.620			
36	.175	.350	96.970			
37	.162	.324	97.294			
38	.158	.315	97.609			
39	.145	.291	97.900			
40	.132	.264	98.164			
41	.125	.250	98.413			
42	.119	.239	98.652			
43	.114	.227	98.879			
44	.106	.212	99.091			
45	.101	.202	99.293			
46	.090	.180	99.474			
47	.084	.167	99.641			
48	.069	.137	99.778			
49	.059	.118	99.897			
50	.052	.103	100.000			

Extraction Method: Principal Axis Factoring.

Factor Matrix(a)

	Factor						
	1	2	3	4	5	6	7
ALLT.1: benutzt Alltagsverständnis	.499	-.027	-.188	.151	.240	-.145	.191
DENS.1: denkt selbständig	.655	-.271	-.234	-.113	.114	.017	.076
REIF.1: reif	.695	-.339	-.208	-.064	.165	.100	.153
BEWU.1: bewusst	.770	-.242	-.033	.199	-.033	-.119	.033
VERS.1: verständnisvoll	.758	.261	.028	.264	-.106	.017	.237
VSEL.1: versteht sich selbst	.578	-.096	-.162	.032	.128	.261	.096
OPSI.1: bedenkt alle Optionen in einer Situation	.645	-.393	.383	.166	-.057	.015	-.007
GEPA.1: interessanter Gespraechspartner	.774	.029	.089	.111	-.101	.042	-.131
VDEN.1: denkt viel	.772	-.189	-.042	.121	-.152	.321	-.047
LOH.1: sagt Dinge, die anzuhören sich lohnt	.775	-.217	.145	.080	-.128	.017	-.129
DSTA.1: bedenkt alle Standpunkte	.669	-.316	.358	.091	-.024	.136	-.078
nden.1: nachdenklich	.699	-.032	-.163	.129	.011	.186	.059
LOG.1: logisch	.620	-.398	-.047	.161	.244	-.031	.014
NEUG.1: neugierig	.539	.321	-.100	.020	-.007	.224	.007
VINF.1: versteht und bewertet Informationen	.819	-.056	.138	-.104	-.052	-.054	.070
WES.1: sieht das Wesentliche einer Situation	.785	-.174	.069	-.071	.138	-.160	-.002
RATW.1: weiss, wann man Rat gibt	.809	-.025	.047	-.050	-.130	-.181	-.013
UNSI.1: kann mit Unsicherheit umgehen	.797	.106	-.143	-.209	-.015	.084	-.115
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.813	.115	-.027	-.144	-.136	-.071	-.127
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.842	-.123	.031	-.145	-.061	-.029	-.100
VLAN.1: versteht das Leben anderer	.833	.053	-.030	-.080	-.237	.052	.129
RATA.1: kann Rat ander berücksichtigen	.615	.200	.275	.142	-.018	-.068	.043
GREW.1: kennt die Grenzen seines Wissens	.534	.201	.221	-.275	.015	.053	.284
VERT.1: vertrauenswürdig	.721	.419	.017	.074	.056	-.052	.056
FEHL.1: versucht, aus Fehlern zu lernen	.558	.038	.234	-.085	.444	-.052	-.104
STAR.1: kennt die eigenen Stärken und Schwächen	.593	.124	.310	-.293	.275	.129	.135
MENK.1: besitzt Menschenkenntnis	.795	.027	.070	-.248	-.110	-.152	.015
GZUH.1: ist ein guter Zuhörer	.785	.405	-.169	.061	-.050	-.007	-.122
EINS.1: kann andere richtig einschätzen	.805	.104	.000	-.266	-.193	-.076	.000
GPRL.1: guter Problemlöser	.733	-.015	.031	-.097	.072	.013	-.203
IDEE.1: Ideen sind wichtig	.791	.226	.015	.073	.065	.161	-.134
GREN.1: kennt seine Grenzen	.301	.195	.055	-.051	.246	.065	-.033
INTU.1: hat Intuition	.736	.189	.098	-.031	.054	-.077	.007
WISA.1: kann sein Wissen anwenden	.737	-.002	.078	-.103	.294	.013	-.140
VERN.1: vernünftig	.611	.037	.004	.219	.281	-.133	-.066
DURD.1: durchschaut die Dinge	.795	-.118	-.084	-.178	-.015	.008	.031
ERFL.1: aus Erfahrung gelernt	.552	-.069	-.432	.044	.124	-.079	-.082
ZUS.1: begreift Dinge in größeren Zusammenhängen	.694	-.320	-.250	-.003	-.053	-.072	.111
RATG.1: guter Ratgeber	.752	-.177	.051	.235	-.134	-.309	-.065
OFF.1: weltoffen	.677	-.116	.108	.267	-.105	.134	.151
ENTS.1: überdenkt Entscheidungen sorgfältig	.720	-.207	.143	.072	-.063	.112	-.156
LEBU.1: weiss viel über schwierige Lebensumstände	.765	-.073	-.202	-.278	-.078	-.006	-.076
EINF.1: kann sich in Lebensprobleme einfühlen	.851	.010	-.034	-.065	-.130	-.028	-.021
WEIV.1: weiss viel	.746	-.310	-.067	.013	.063	.059	.053
TOL.1: tolerant	.645	.244	.115	.037	-.008	-.080	.199
NATM.1: begreift die Natur menschlicher Existenz	.780	.153	.013	-.052	-.154	.014	.136
ANTA.1: zeigt Anteilnahme für andere	.719	.501	-.133	.199	.092	-.057	-.015
MITF.1: mitfühlend	.753	.462	-.044	.207	.034	-.008	-.024
VLEB.1: versteht das Leben	.688	-.241	-.116	-.067	-.028	-.115	.115
BEOB.1: guter Beobachter	.789	.185	-.147	.040	-.095	.056	-.182

Extraction Method: Principal Axis Factoring.

a 7 factors extracted. 6 iterations required.

D2 Factor Analysis 2

Communalities

	Initial	Extraction
ALLT.1: benutzt Alltagsverständnis	.571	.247
DENS.1: denkt selbständig	.700	.499
REIF.1: reif	.783	.590
BEWU.1: bewusst	.832	.650
VERS.1: verständnisvoll	.796	.633
VSEL.1: versteht sich selbst	.539	.341
OPSI.1: bedenkt alle Optionen in einer Situation	.808	.546
GEPA.1: interessanter Gespraechspartner	.749	.599
VDEN.1: denkt viel	.774	.624
LOH.1: sagt Dinge, die anzuhören sich lohnt	.793	.646
DSTA.1: bedenkt alle Standpunkte	.785	.532
nden.1: nachdenklich	.741	.488
LOG.1: logisch	.732	.535
NEUG.1: neugierig	.622	.392
VINF.1: versteht und bewertet Informationen	.799	.675
WES.1: sieht das Wesentliche einer Situation	.800	.646
RATW.1: weiss, wann man Rat gibt	.830	.655
UNSI.1: kann mit Unsicherheit umgehen	.820	.644
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.829	.673
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.879	.725
VLAN.1: versteht das Leben anderer	.849	.694
RATA.1: kann Rat ander berücksichtigen	.642	.415
GREW.1: kennt die Grenzen seines Wissens	.618	.315
VERT.1: vertrauenswürdig	.768	.701
FEHL.1: versucht, aus Fehlern zu lernen	.648	.307
STAR.1: kennt die eigenen Stärken und Schwächen	.718	.356
MENK.1: besitzt Menschenkenntnis	.824	.630
GZUH.1: ist ein guter Zuhörer	.879	.778
EINS.1: kann andere richtig einschätzen	.843	.654
GPRL.1: guter Problemlöser	.709	.537
IDEE.1: Ideen sind wichtig	.806	.676
GREN.1: kennt seine Grenzen	.456	.127
INTU.1: hat Intuition	.781	.579
WISA.1: kann sein Wissen anwenden	.735	.540
VERN.1: vernünftig	.665	.372
DURD.1: durchschaut die Dinge	.774	.648
ERFL.1: aus Erfahrung gelernt	.697	.305
ZUS.1: begreift Dinge in größeren Zusammenhängen	.803	.579
RATG.1: guter Ratgeber	.822	.586
OFF.1: weltoffen	.715	.467
ENTS.1: überdenkt Entscheidungen sorgfältig	.771	.559
LEBU.1: weiss viel über schwierige Lebensumstände	.823	.587
EINF.1: kann sich in Lebensprobleme einfühlen	.840	.725
WEIV.1: weiss viel	.797	.658
TOL.1: tolerant	.654	.474
NATM.1: begreift die Natur menschlicher Existenz	.793	.631
ANTA.1: zeigt Anteilnahme für andere	.857	.759
MITF.1: mitfühlend	.864	.779
VLEB.1: versteht das Leben	.729	.532
BEOB.1: guter Beobachter	.806	.655

Extraction Method: Principal Axis Factoring.

Total Variance Explained

Factor	Initial Eigenvalues			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	25.928	51.856	51.856	25.522	51.044	51.044
2	2.835	5.669	57.525	2.442	4.884	55.928
3	1.663	3.327	60.852			
4	1.454	2.909	63.761			
5	1.444	2.887	66.648			
6	1.059	2.118	68.766			
7	1.016	2.031	70.797			
8	.950	1.900	72.697			
9	.873	1.745	74.443			
10	.823	1.646	76.088			
11	.778	1.556	77.644			
12	.699	1.397	79.041			
13	.633	1.267	80.307			
14	.627	1.254	81.562			
15	.604	1.208	82.770			
16	.556	1.111	83.881			
17	.547	1.094	84.975			
18	.501	1.002	85.977			
19	.488	.976	86.952			
20	.447	.894	87.847			
21	.441	.882	88.729			
22	.418	.836	89.564			
23	.386	.771	90.336			
24	.357	.714	91.049			
25	.337	.675	91.724			
26	.318	.635	92.359			
27	.291	.581	92.940			
28	.271	.541	93.482			
29	.258	.515	93.997			
30	.246	.493	94.490			
31	.235	.470	94.959			
32	.227	.453	95.413			
33	.206	.411	95.824			
34	.201	.403	96.227			
35	.197	.393	96.620			
36	.175	.350	96.970			
37	.162	.324	97.294			
38	.158	.315	97.609			
39	.145	.291	97.900			
40	.132	.264	98.164			
41	.125	.250	98.413			
42	.119	.239	98.652			
43	.114	.227	98.879			
44	.106	.212	99.091			
45	.101	.202	99.293			
46	.090	.180	99.474			
47	.084	.167	99.641			
48	.069	.137	99.778			
49	.059	.118	99.897			
50	.052	.103	100.000			

Extraction Method: Principal Axis Factoring.

Factor Matrix(a)

	Factor	
	1	2
ALLT.1: benutzt Alltagsverständnis	.497	-.026
DENS.1: denkt selbständig	.654	-.268
REIF.1: reif	.693	-.332
BEWU.1: bewusst	.770	-.240
VERS.1: verständnisvoll	.755	.252
VSEL.1: versteht sich selbst	.577	-.094
OPSI.1: bedenkt alle Optionen in einer Situation	.641	-.368
GEPA.1: interessanter Gespraechspartner	.774	.029
VDEN.1: denkt viel	.769	-.180
LOH.1: sagt Dinge, die anzuhören sich lohnt	.775	-.214
DSTA.1: bedenkt alle Standpunkte	.665	-.299
nden.1: nachdenklich	.698	-.033
LOG.1: logisch	.619	-.390
NEUG.1: neugierig	.539	.319
VINF.1: versteht und bewertet Informationen	.819	-.058
WES.1: sieht das Wesentliche einer Situation	.784	-.175
RATW.1: weiss, wann man Rat gibt	.809	-.027
UNSI.1: kann mit Unsicherheit umgehen	.796	.102
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.812	.112
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.842	-.125
VLAN.1: versteht das Leben anderer	.832	.050
RATA.1: kann Rat ander berücksichtigen	.614	.195
GREW.1: kennt die Grenzen seines Wissens	.531	.184
VERT.1: vertrauenswürdig	.722	.424
FEHL.1: versucht, aus Fehlern zu lernen	.553	.033
STAR.1: kennt die eigenen Stärken und Schwächen	.587	.108
MENK.1: besitzt Menschenkenntnis	.793	.023
GZUH.1: ist ein guter Zuhörer	.785	.403
EINS.1: kann andere richtig einschätzen	.803	.098
GPRL.1: guter Problemlöser	.732	-.016
IDEE.1: Ideen sind wichtig	.791	.226
GREN.1: kennt seine Grenzen	.300	.191
INTU.1: hat Intuition	.737	.189
WISA.1: kann sein Wissen anwenden	.735	-.004
VERN.1: vernünftig	.609	.036
DURD.1: durchschaut die Dinge	.795	-.122
ERFL.1: aus Erfahrung gelernt	.548	-.065
ZUS.1: begreift Dinge in größeren Zusammenhängen	.693	-.314
RATG.1: guter Ratgeber	.748	-.166
OFF.1: weltoffen	.674	-.110
ENTS.1: überdenkt Entscheidungen sorgfältig	.719	-.204
LEBU.1: weiss viel über schwierige Lebensumstände	.762	-.074
EINF.1: kann sich in Lebensprobleme einfühlen	.852	.009
WEIV.1: weiss viel	.747	-.316
TOL.1: tolerant	.645	.241
NATM.1: begreift die Natur menschlicher Existenz	.780	.152
ANTA.1: zeigt Anteilnahme für andere	.718	.494
MITF.1: mitfühlend	.753	.462
VLEB.1: versteht das Leben	.688	-.243
BEOB.1: guter Beobachter	.788	.183

Extraction Method: Principal Axis Factoring.

a 2 factors extracted. 4 iterations required.

D3 Factor Analysis 3

Communalities

	Initial	Extraction
ALLT.1: benutzt Alltagsverständnis	.571	.247
DENS.1: denkt selbständig	.700	.499
REIF.1: reif	.783	.590
BEWU.1: bewusst	.832	.650
VERS.1: verständnisvoll	.796	.633
VSEL.1: versteht sich selbst	.539	.341
OPSI.1: bedenkt alle Optionen in einer Situation	.808	.546
GEPA.1: interessanter Gespraechspartner	.749	.599
VDEN.1: denkt viel	.774	.624
LOH.1: sagt Dinge, die anzuhören sich lohnt	.793	.646
DSTA.1: bedenkt alle Standpunkte	.785	.532
nden.1: nachdenklich	.741	.488
LOG.1: logisch	.732	.535
NEUG.1: neugierig	.622	.392
VINF.1: versteht und bewertet Informationen	.799	.675
WES.1: sieht das Wesentliche einer Situation	.800	.646
RATW.1: weiss, wann man Rat gibt	.830	.655
UNSI.1: kann mit Unsicherheit umgehen	.820	.644
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.829	.673
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.879	.725
VLAN.1: versteht das Leben anderer	.849	.694
RATA.1: kann Rat ander berücksichtigen	.642	.415
GREW.1: kennt die Grenzen seines Wissens	.618	.315
VERT.1: vertrauenswürdig	.768	.701
FEHL.1: versucht, aus Fehlern zu lernen	.648	.307
STAR.1: kennt die eigenen Stärken und Schwächen	.718	.356
MENK.1: besitzt Menschenkenntnis	.824	.630
GZUH.1: ist ein guter Zuhörer	.879	.778
EINS.1: kann andere richtig einschätzen	.843	.654
GPRL.1: guter Problemlöser	.709	.537
IDEE.1: Ideen sind wichtig	.806	.676
GREN.1: kennt seine Grenzen	.456	.127
INTU.1: hat Intuition	.781	.579
WISA.1: kann sein Wissen anwenden	.735	.540
VERN.1: vernünftig	.665	.372
DURD.1: durchschaut die Dinge	.774	.648
ERFL.1: aus Erfahrung gelernt	.697	.305
ZUS.1: begreift Dinge in größeren Zusammenhängen	.803	.579
RATG.1: guter Ratgeber	.822	.586
OFF.1: weltoffen	.715	.467
ENTS.1: überdenkt Entscheidungen sorgfältig	.771	.559
LEBU.1: weiss viel über schwierige Lebensumstände	.823	.587
EINF.1: kann sich in Lebensprobleme einfühlen	.840	.725
WEIV.1: weiss viel	.797	.658
TOL.1: tolerant	.654	.474
NATM.1: begreift die Natur menschlicher Existenz	.793	.631
ANTA.1: zeigt Anteilnahme für andere	.857	.759
MITF.1: mitfühlend	.864	.779
VLEB.1: versteht das Leben	.729	.532
BEOB.1: guter Beobachter	.806	.655

Extraction Method: Principal Axis Factoring.

Total Variance Explained

Factor	Initial Eigenvalues			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	25.928	51.856	51.856	25.522	51.044	51.044
2	2.835	5.669	57.525	2.442	4.884	55.928
3	1.663	3.327	60.852			
4	1.454	2.909	63.761			
5	1.444	2.887	66.648			
6	1.059	2.118	68.766			
7	1.016	2.031	70.797			
8	.950	1.900	72.697			
9	.873	1.745	74.443			
10	.823	1.646	76.088			
11	.778	1.556	77.644			
12	.699	1.397	79.041			
13	.633	1.267	80.307			
14	.627	1.254	81.562			
15	.604	1.208	82.770			
16	.556	1.111	83.881			
17	.547	1.094	84.975			
18	.501	1.002	85.977			
19	.488	.976	86.952			
20	.447	.894	87.847			
21	.441	.882	88.729			
22	.418	.836	89.564			
23	.386	.771	90.336			
24	.357	.714	91.049			
25	.337	.675	91.724			
26	.318	.635	92.359			
27	.291	.581	92.940			
28	.271	.541	93.482			
29	.258	.515	93.997			
30	.246	.493	94.490			
31	.235	.470	94.959			
32	.227	.453	95.413			
33	.206	.411	95.824			
34	.201	.403	96.227			
35	.197	.393	96.620			
36	.175	.350	96.970			
37	.162	.324	97.294			
38	.158	.315	97.609			
39	.145	.291	97.900			
40	.132	.264	98.164			
41	.125	.250	98.413			
42	.119	.239	98.652			
43	.114	.227	98.879			
44	.106	.212	99.091			
45	.101	.202	99.293			
46	.090	.180	99.474			
47	.084	.167	99.641			
48	.069	.137	99.778			
49	.059	.118	99.897			
50	.052	.103	100.000			

Extraction Method: Principal Axis Factoring.

a When factors are correlated, sums of squared loadings cannot be added to obtain a total variance.

Factor Matrix(a)

	Factor	
	1	2
ALLT.1: benutzt Alltagsverständnis	.497	-.026
DENS.1: denkt selbständig	.654	-.268
REIF.1: reif	.693	-.332
BEWU.1: bewusst	.770	-.240
VERS.1: verständnisvoll	.755	.252
VSEL.1: versteht sich selbst	.577	-.094
OPSI.1: bedenkt alle Optionen in einer Situation	.641	-.368
GEPA.1: interessanter Gespraechspartner	.774	.029
VDEN.1: denkt viel	.769	-.180
LOH.1: sagt Dinge, die anzuhören sich lohnt	.775	-.214
DSTA.1: bedenkt alle Standpunkte	.665	-.299
nden.1: nachdenklich	.698	-.033
LOG.1: logisch	.619	-.390
NEUG.1: neugierig	.539	.319
VINF.1: versteht und bewertet Informationen	.819	-.058
WES.1: sieht das Wesentliche einer Situation	.784	-.175
RATW.1: weiss, wann man Rat gibt	.809	-.027
UNSI.1: kann mit Unsicherheit umgehen	.796	.102
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.812	.112
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.842	-.125
VLAN.1: versteht das Leben anderer	.832	.050
RATA.1: kann Rat ander berücksichtigen	.614	.195
GREW.1: kennt die Grenzen seines Wissens	.531	.184
VERT.1: vertrauenswürdig	.722	.424
FEHL.1: versucht, aus Fehlern zu lernen	.553	.033
STAR.1: kennt die eigenen Stärken und Schwächen	.587	.108
MENK.1: besitzt Menschenkenntnis	.793	.023
GZUH.1: ist ein guter Zuhörer	.785	.403
EINS.1: kann andere richtig einschätzen	.803	.098
GPRL.1: guter Problemlöser	.732	-.016
IDEE.1: Ideen sind wichtig	.791	.226
GREN.1: kennt seine Grenzen	.300	.191
INTU.1: hat Intuition	.737	.189
WISA.1: kann sein Wissen anwenden	.735	-.004
VERN.1: vernünftig	.609	.036
DURD.1: durchschaut die Dinge	.795	-.122
ERFL.1: aus Erfahrung gelernt	.548	-.065
ZUS.1: begreift Dinge in größeren Zusammenhängen	.693	-.314
RATG.1: guter Ratgeber	.748	-.166
OFF.1: weltoffen	.674	-.110
ENTS.1: überdenkt Entscheidungen sorgfältig	.719	-.204
LEBU.1: weiss viel über schwierige Lebensumstände	.762	-.074
EINF.1: kann sich in Lebensprobleme einfühlen	.852	.009
WEIV.1: weiss viel	.747	-.316
TOL.1: tolerant	.645	.241
NATM.1: begreift die Natur menschlicher Existenz	.780	.152
ANTA.1: zeigt Anteilnahme für andere	.718	.494
MITF.1: mitfühlend	.753	.462
VLEB.1: versteht das Leben	.688	-.243
BEOB.1: guter Beobachter	.788	.183

Extraction Method: Principal Axis Factoring.

a 2 factors extracted. 4 iterations required.

Pattern Matrix(a)

	Factor	
	1	2
ALLT.1: benutzt Alltagsverständnis	.342	.197
DENS.1: denkt selbständig	.735	-.043
REIF.1: reif	.837	-.107
BEWU.1: bewusst	.773	.047
VERS.1: verständnisvoll	.166	.673
VSEL.1: versteht sich selbst	.476	.145
OPSI.1: bedenkt alle Optionen in einer Situation	.848	-.177
GEPA.1: interessanter Gespraechspartner	.448	.396
VDEN.1: denkt viel	.700	.123
LOH.1: sagt Dinge, die anzuhören sich lohnt	.746	.082
DSTA.1: bedenkt alle Standpunkte	.780	-.077
nden.1: nachdenklich	.476	.281
LOG.1: logisch	.861	-.216
NEUG.1: neugierig	-.051	.660
VINF.1: versteht und bewertet Informationen	.583	.304
WES.1: sieht das Wesentliche einer Situation	.703	.138
RATW.1: weiss, wann man Rat gibt	.539	.339
UNSI.1: kann mit Unsicherheit umgehen	.374	.499
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.372	.520
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.679	.228
VLAN.1: versteht das Leben anderer	.459	.450
RATA.1: kann Rat ander berücksichtigen	.146	.536
GREW.1: kennt die Grenzen seines Wissens	.108	.482
VERT.1: vertrauenswürdig	-.064	.880
FEHL.1: versucht, aus Fehlern zu lernen	.306	.298
STAR.1: kennt die eigenen Stärken und Schwächen	.236	.410
MENK.1: besitzt Menschenkenntnis	.468	.396
GZUH.1: ist ein guter Zuhörer	.001	.882
EINS.1: kann andere richtig einschätzen	.383	.497
GPRL.1: guter Problemlöser	.477	.319
IDEE.1: Ideen sind wichtig	.219	.657
GREN.1: kennt seine Grenzen	-.045	.385
INTU.1: hat Intuition	.230	.585
WISA.1: kann sein Wissen anwenden	.465	.335
VERN.1: vernünftig	.336	.328
DURD.1: durchschaut die Dinge	.645	.211
ERFL.1: aus Erfahrung gelernt	.422	.170
ZUS.1: begreift Dinge in größeren Zusammenhängen	.816	-.084
RATG.1: guter Ratgeber	.669	.132
OFF.1: weltoffen	.556	.170
ENTS.1: überdenkt Entscheidungen sorgfältig	.698	.070
LEBU.1: weiss viel über schwierige Lebensumstände	.567	.257
EINF.1: kann sich in Lebensprobleme einfühlen	.521	.406
WEIV.1: weiss viel	.852	-.061
TOL.1: tolerant	.110	.609
NATM.1: begreift die Natur menschlicher Existenz	.302	.557
ANTA.1: zeigt Anteilnahme für andere	-.152	.968
MITF.1: mitfühlend	-.091	.942
VLEB.1: versteht das Leben	.726	.005
BEOB.1: guter Beobachter	.270	.600

Extraction Method: Principal Axis Factoring. Rotation Method: Oblimin with Kaiser Normalization.
a Rotation converged in 14 iterations.

Structure Matrix

	Factor	
	1	2
ALLT.1: benutzt Alltagsverständnis	.476	.430
DENS.1: denkt selbständig	.706	.459
REIF.1: reif	.764	.465
BEWU.1: bewusst	.805	.575
VERS.1: verständnisvoll	.625	.786
VSEL.1: versteht sich selbst	.575	.470
OPSI.1: bedenkt alle Optionen in einer Situation	.728	.402
GEPA.1: interessanter Gespraechspartner	.718	.701
VDEN.1: denkt viel	.785	.601
LOH.1: sagt Dinge, die anzuhören sich lohnt	.802	.591
DSTA.1: bedenkt alle Standpunkte	.727	.455
nden.1: nachdenklich	.668	.606
LOG.1: logisch	.714	.372
NEUG.1: neugierig	.399	.625
VINF.1: versteht und bewertet Informationen	.791	.702
WES.1: sieht das Wesentliche einer Situation	.797	.618
RATW.1: weiss, wann man Rat gibt	.771	.707
UNSI.1: kann mit Unsicherheit umgehen	.715	.755
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.727	.774
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.835	.692
VLAN.1: versteht das Leben anderer	.766	.763
RATA.1: kann Rat ander berücksichtigen	.512	.635
GREW.1: kennt die Grenzen seines Wissens	.437	.556
VERT.1: vertrauenswürdig	.537	.836
FEHL.1: versucht, aus Fehlern zu lernen	.509	.507
STAR.1: kennt die eigenen Stärken und Schwächen	.516	.571
MENK.1: besitzt Menschenkenntnis	.739	.716
GZUH.1: ist ein guter Zuhörer	.603	.882
EINS.1: kann andere richtig einschätzen	.722	.758
GPRL.1: guter Problemlöser	.695	.644
IDEE.1: Ideen sind wichtig	.668	.807
GREN.1: kennt seine Grenzen	.218	.354
INTU.1: hat Intuition	.630	.742
WISA.1: kann sein Wissen anwenden	.693	.652
VERN.1: vernünftig	.560	.558
DURD.1: durchschaut die Dinge	.790	.652
ERFL.1: aus Erfahrung gelernt	.538	.458
ZUS.1: begreift Dinge in größeren Zusammenhängen	.758	.473
RATG.1: guter Ratgeber	.760	.589
OFF.1: weltoffen	.672	.549
ENTS.1: überdenkt Entscheidungen sorgfältig	.746	.547
LEBU.1: weiss viel über schwierige Lebensumstände	.742	.644
EINF.1: kann sich in Lebensprobleme einfühlen	.798	.762
WEIV.1: weiss viel	.810	.520
TOL.1: tolerant	.525	.684
NATM.1: begreift die Natur menschlicher Existenz	.682	.763
ANTA.1: zeigt Anteilnahme für andere	.509	.864
MITF.1: mitfühlend	.552	.880
VLEB.1: versteht das Leben	.729	.501
BEOB.1: guter Beobachter	.680	.785

Extraction Method: Principal Axis Factoring. Rotation Method: Oblimin with Kaiser Normalization.

Factor Correlation Matrix

Factor	1	2
1	1.000	.683
2	.683	1.000

Extraction Method: Principal Axis Factoring. Rotation Method: Oblimin with Kaiser Normalization.

D4 Factor Analysis 4

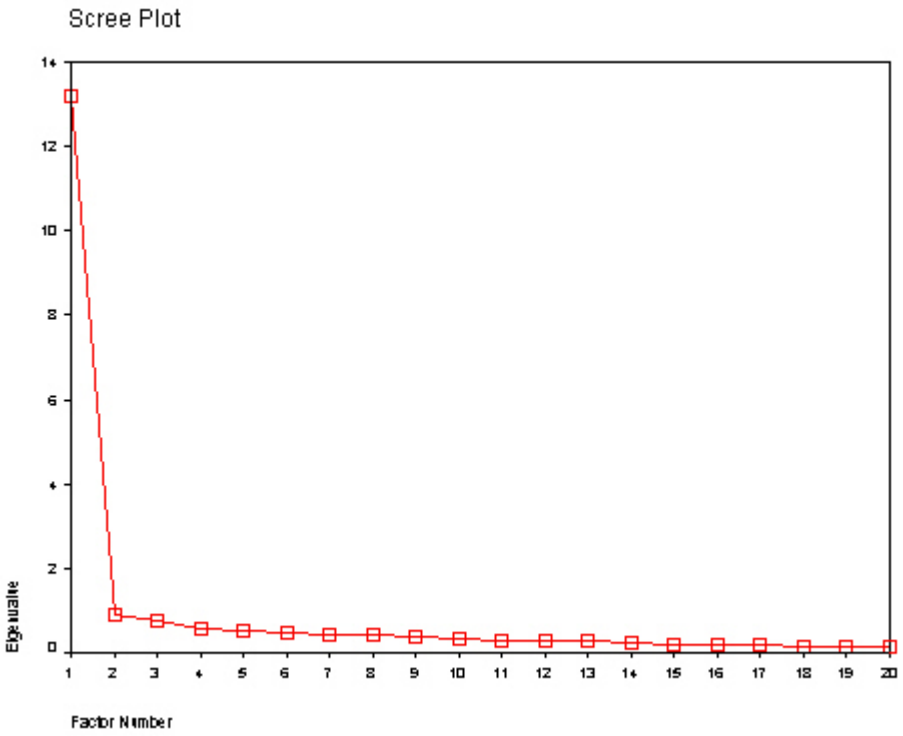

Figure D2.
Screeplot of Factor Analysis 4 (20 best items)

Communalities

	Initial	Extraction
BEWU.1: bewusst	.713	.573
GEPA.1: interessanter Gespraechspartner	.672	.595
VDEN.1: denkt viel	.649	.577
LOH.1: sagt Dinge, die anzuhören sich lohnt	.712	.614
VINF.1: versteht und bewertet Informationen	.730	.684
WES.1: sieht das Wesentliche einer Situation	.690	.583
RATW.1: weiss, wann man Rat gibt	.733	.678
UNSI.1: kann mit Unsicherheit umgehen	.744	.646
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.780	.707
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.772	.739
VLAN.1: versteht das Leben anderer	.760	.723
MENK.1: besitzt Menschenkenntnis	.728	.675
RATG.1: guter Ratgeber	.691	.556
EINS.1: kann andere richtig einschätzen	.747	.691
IDEE.1: Ideen sind wichtig	.641	.579
DURD.1: durchschaut die Dinge	.692	.640
LEBU.1: weiss viel über schwierige Lebensumstände	.695	.616
EINF.1: kann sich in Lebensprobleme einfühlen	.787	.750
NATM.1: begreift die Natur menschlicher Existenz	.674	.609
BEOB.1: guter Beobachter	.686	.626

Extraction Method: Principal Axis Factoring.

Total Variance Explained

Factor	Initial Eigenvalues			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	13.210	66.052	66.052	12.859	64.293	64.293
2	.922	4.608	70.660			
3	.742	3.709	74.369			
4	.571	2.856	77.226			
5	.500	2.501	79.727			
6	.453	2.267	81.994			
7	.433	2.165	84.160			
8	.406	2.028	86.188			
9	.373	1.865	88.052			
10	.335	1.677	89.730			
11	.289	1.443	91.173			
12	.272	1.359	92.531			
13	.267	1.333	93.864			
14	.236	1.182	95.047			
15	.213	1.063	96.109			
16	.190	.948	97.057			
17	.178	.889	97.946			
18	.148	.741	98.687			
19	.138	.688	99.375			
20	.125	.625	100.000			

Extraction Method: Principal Axis Factoring.

Factor Matrix(a)

	Factor
	1
BEWU.1: bewusst	.757
GEPA.1: interessanter Gespraechspartner	.772
VDEN.1: denkt viel	.760
LOH.1: sagt Dinge, die anzuhören sich lohnt	.783
VINF.1: versteht und bewertet Informationen	.827
WES.1: sieht das Wesentliche einer Situation	.763
RATW.1: weiss, wann man Rat gibt	.823
UNSI.1: kann mit Unsicherheit umgehen	.803
ZWIM.1: kommt gut mit schwierigen zwischenmenschlichen Situationen zurecht	.841
LEFR.1: äußert bei schwierigen Lebensfragen wertvolle Einsichten	.860
VLAN.1: versteht das Leben anderer	.850
MENK.1: besitzt Menschenkenntnis	.821
RATG.1: guter Ratgeber	.745
EINS.1: kann andere richtig einschätzen	.831
IDEE.1: Ideen sind wichtig	.761
DURD.1: durchschaut die Dinge	.800
LEBU.1: weiss viel über schwierige Lebensumstände	.785
EINF.1: kann sich in Lebensprobleme einfühlen	.866
NATM.1: begreift die Natur menschlicher Existenz	.780
BEOB.1: guter Beobachter	.791

Extraction Method: Principal Axis Factoring.

a 1 factors extracted. 3 iterations required.

Appendix E: Overview of „Perception of Experimental Conditions" Questionnaire

Table E1

Intercorrelations of Perception of Experimental Conditions Questionnaire

Perception of Experimental Conditions	Influence of Age	Influence of Video	Influence of Response
Perceived Consistency of advisor's behavior	-.09	-.05	.05
Importance of advisor's characteristics			
Influence of age		-.03	.09
Influence of video			.17*
Influence of response			

Note. * $p < 0.05$.