Smiles and Leniency

Overview¹
Dale Carnegie stated that smiling helps win friends and influence people. Research on the effects of smiling has backed this up and shown that a smiling person is judged to be more pleasant, attractive, sincere, sociable, and competent than a non-smiling person.

There is evidence that smiling can attenuate judgments of possible wrongdoing. This phenomenon termed the "smile-leniency effect" was the focus of a study by Marianne LaFrance & Marvin Hecht in 1995.

Questions to Answer
Does smiling increase leniency? Are different types of smiles differentially effective?

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<th>VARIABLE</th>
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| Smile    | 1 is false smile  
          | 2 is felt smile   
          | 3 is miserable smile  
          | 4 is neutral control |
| Leniency | A measure of how lenient the judgments were. |

References

¹ This case study is from http://onlinestatbook.com/2/case_studies/leniency.html
Exercises

Please use SPSS to answer the following questions. For each question, please copy and paste corresponding SPSS outputs to a word document and interpret your results.

1. Create boxplots for the four conditions and interpret it.
2. Compare four groups in terms of the mean and standard deviation.
3. Compute a one-way ANOVA and report it in APA format.
4. Use the Tukey test to compare each mean to each other mean and report it in APA format.