

Conversational Indirectness Scale

INSTRUCTIONS: This questionnaire consists of statements about conversations. You are asked to indicate the extent to which you agree or disagree with each of the statements below on a 7-point scale (7 = **agree completely**, 1 = **disagree completely**).

1. I try to uncover people's motivations by what they say.
2. There are many times when I prefer to express myself indirectly.
3. Most of what I say can be taken at face value, and there is no need to look for a deeper meaning.
4. I try to consider all interpretations of a person's remarks before deciding what he or she really meant.
5. Many times it is important to deeply analyze what people say in order to understand their real meaning.
6. My remarks often have more than one meaning.
7. I will often look below the surface of a person's remark in order to decide what they really mean.
8. I don't usually spend very much time analyzing people's remarks.
9. Many times, people are not totally sure what I really mean when I say something.
10. In order to understand someone's remark, I will often look at why it was said rather than what was said.
11. Often times there are many different ways in which my remarks can be interpreted.
12. I don't usually look for deeper meanings in the remarks of others.

13. There is usually no need for people to look below the surface to understand what I really mean.

14. Often there is more to what I say than what appears on the surface.

15. In most conversations that I observe or take part in, I find that the most important meanings are often below the surface.

16. I try to be a successful communicator by uncovering a speaker's deeper meaning.

17. People have to spend time thinking about my remarks in order to understand my real meaning.

18. What I mean with a remark is usually fairly obvious.

19. I usually assume that there are no hidden meanings to what someone is saying.