

SSS

Please indicate **to what extent the following statements apply to you**. Use the following scale to record your answers:

1	2	3	4	5
not at all	a little	somewhat	quite a bit	a lot

- _____ 1. I am easily influenced by other people's opinions
- _____ 2. I get a lot of good practical advice from magazines or TV
- _____ 3. When someone coughs or sneezes, I usually feel the urge to do the same
- _____ 4. Imagining a refreshing drink can make me thirsty
- _____ 5. A good salesperson can really make me want their product
- _____ 6. I have picked-up many habits from my friends
- _____ 7. It is important for me to fit in
- _____ 8. When I see someone shiver, I often feel a chill myself
- _____ 9. I get my style from certain celebrities
- _____ 10. When people tell me how they feel, I often notice that I feel the same way
- _____ 11. When making a decision, I often follow other people's advice
- _____ 12. Reading descriptions of tasty dishes can make my mouth water
- _____ 13. I get many good ideas from others
- _____ 14. I can be influenced by a good commercial
- _____ 15. After I see a commercial for lotion, sometimes my skin feels dry
- _____ 16. I discovered many of my favorite things through my friends
- _____ 17. If a product is nicely displayed, I usually want to buy it
- _____ 18. Thinking about something scary can make my heart pound
- _____ 19. I frequently change my opinion after talking with others
- _____ 20. If I am told I don't look well, I start feeling ill
- _____ 21. I follow current fashion trends