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Although some characteristics of a member predict how willing she is to answer a question (like age, gender, or political views), others can. In one study that George and I conducted, we asked participants to talk about one of their most traumatic experiences. When they were talking to a single fellow, they were about twice as likely to mention a traumatic experience than when they were talking to a group. This suggests that the power of a question may be amplified by context. I am reminded of an incident in which I was speaking at a conference in New York City, where I asked the audience to raise their hand if they had ever been sexually harassed on the job. Only one woman raised her hand. I asked why this was and realized that she had been talking to her husband and had not realized that she was being addressed. A range of factors can influence how the parties involved respond to a question. The person asking the question can encourage or discourage disclosure. The person being asked can feel more or less compelled to respond. And so forth. These dynamics are referred to as social power dynamics, and they can significantly impact how much we reveal about ourselves. These dynamics are powerful, even for experts. Half a century ago, John Watson, a respected psychologist who helped train Navy pilots, thought that good liars were ones who presented themselves as seemingly stupid or obtuse in public. In contrast, Ulric Neisser, a psychologist at the University of Chicago, wrote in 1955 that people could be deceptively smart, that they had some appreciation of the implications of the behaviors they display. So we may be able to fool ourselves.

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