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

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>not at all</td>
<td>a little</td>
<td>somewhat</td>
<td>quite a bit</td>
<td>a lot</td>
</tr>
<tr>
<td>or very slightly</td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

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