

MANUAL FOR THE CHECKLIST OF INTERPERSONAL
TRANSACTIONS-REVISED (CLOIT-R) AND CHECKLIST OF
PSYCHOTHERAPY TRANSACTIONS-REVISED (CLOPT-R):
A 2004 UPDATE

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Measure

The Check List of Interpersonal/Psychotherapy Transactions-Revised (CLOIT-R/CLOPT-R; Kiesler, 1987; Kiesler, Goldston, & Schmidt, 1991) measures overt interpersonal actions. A rationally derived interactional (CLOIT-R) and observational (CLOPT-R) rating system comprising 16 scales of interpersonal behavior, it is conceptually rooted in the 1982 interpersonal circumplex model of interpersonal behavior (Kiesler, 1983, 1996). Each of the 16 circle categories is measured by 6 items, 3 keyed at the mild-moderate level of behavioral intensity (each receiving a score of 1 when checked), and 3 designated at an extreme level of intensity (each receiving a score of 2 when checked). The range of possible scores for each category scale is 0 to 9. The CLOIT-R respondent (dyadic interactants) makes a "yes" or "no" judgment as to whether the interpersonal action described by a particular item was enacted by the target person (e.g., a friend or acquaintance) during their previous transaction(s). The CLOPT-R respondent (an observer judge) makes a "yes" or "no" judgment as to whether the interpersonal action described by a particular item was enacted by the target person (e.g., psychotherapist, physician, patient) in the live or recorded sample of interaction (e.g., therapy/medical consultation) the judge observed. The CLOIT-R/CLOPT-R, thus, measures a target's dyadic interpersonal behavior using interactant or observer ratings, in contrast to the Impact Message Inventory (Kiesler, Anchin, Perkins, Chirico, Kyle, & Federman, 1985; Kiesler & Schmidt, 1993) which measures a target's dyadic behavior using respondents' reports of their own covert engagements.

The CLOIT-R/CLOPT-R inventories produce 16 interpersonal behavior scores: dominant (DOM), competitive (COM), mistrusting (MIS), cold (COL), hostile (HOS), detached (DET), inhibited (INH), unassured (UNA), submissive (SUB), deferent (DEF), trusting (TRU), warm (WAR), friendly (FRI), sociable (SOC), exhibitionistic (EXH), and assured (ASS). Because studies have revealed variable internal consistency (Cronbach alpha) and interobserver (intraclass) reliabilities (Kiesler, Goldston, & Schmidt, 1991), it is recommended that the 16 scales be routinely combined into more reliable pairs to produce the following octant scores: Dominant (ASS+DOM), Hostile-Dominant (COM+MIS), Hostile (COL+HOS), Hostile-Submissive (DET+INH), Submissive (UNA+SUB), Friendly-Submissive (DEF+TRU), Friendly (WAR+FRI), and Friendly-Dominant (SOC+EXH). For most studies it is recommended that investigators use at

least (a) the octant scores and (b) the axes scores (which are calculated by combining the circumplex vector values for each of the 16 scales into summary scores for Affiliation and Control). This choice represents the range of liberal (axes) and conservative (octant) tests of hypotheses using scores having both good internal consistency and interobserver reliabilities.

In the case of testing more limited or precise hypotheses, observers may prefer to use one or more of the 16 original scales that have demonstrated high reliabilities. For example, Newton and colleagues (Newton & Bane, 2001; Newton, Bane, Flores, & Greenfield, 1999; Newton & Sanford, 2003) have pursued a program of research examining the association of interpersonal dominance and hostility with cardiovascular reactivity during marital and other mixed gender interactions. While their 1999 study measured dominance and hostility using trait questionnaires, Newton and Bane (2001) and Newton and Sanford (2003) instead used 3 observers who coded two (DOM, HOS) of the 16 CLOPT-R interpersonal circumplex scales to assess behavioral dominance and hostility of participants during dyadic discussions. The 2001 study averaged the coding of 3 independent observers across three 1-minute samples of videotaped problem-solving discussions of previously unacquainted mixed-gender dyads. The 2003 study average the codings of 3 independent observers across seven 2-minute samples of videotaped problem-solving discussions between marital partners. For each study, coders made a yes-no judgment as to whether each of the 6 DOM and 6 HOS items accurately described the target person's behavior during the sample observed. In the 2001 and 2003 studies respectively, Cronbach alphas found were .86 and .81 for DOM and .78 and .88 for HOS; intraclass coefficients were .87 and .88 for DOM and .80 and .89 for HOS.

The CLOIT-R/CLOPT-R has recently been modified into a 48-item Four-Octant Brief Version (Kiesler, 2004). The Brief Version measures the 4 octants that anchor the two axes (Control, Affiliation) of the 1982 Interpersonal Circumplex (Kiesler, 1983) using four of the eight octants: DOM (Assured + Dominant), HOS (Cold + Hostile), SUB (Unassured + Submissive), FRI (Warm + Friendly). Each of the four octants is thus measured using 12 items – a total of 48 items. The four octant scores are combined to obtain Control (DOM minus SUB) and Affiliation (FRI minus HOS) axis scores that are used in subsequent analyses.

CLOPT-R observers do *not* code the act-by-act behaviors of interactants resulting in frequency counts of particular behaviors. Although CLOPT-R coders check (or do not check) whether specific overt behaviors of interactants occurred (at least once) or not, these judgments are made after some elapsed period of focused observation -- in previous studies ranging from one to fifteen minutes of live or taped interactions. Even with relatively brief time lapses (e.g., 1 or 2 minutes), CLOPT-R coders still (a) base their judgments regarding the 16 categories on short-term memory, (b) do not restrict their focus to only one or two interpersonal behaviors, instead make judgments about 16 different behavior categories, and (c) do not provide item frequency counts for each of the 16 scales. These factors add to CLOPT-R judgments unknown amounts of selective attention and inaccurate recall that can introduce bias and error

into resulting scores. The CLOPT-R rating task, thus, falls somewhere along a continuum between one pole of more molecular, act-by-act codings and its opposite pole of more molar ratings based on the entire history of one's previous transactions with the target person. CLOIT-R/CLOPT-R codings based on brief (1-3 minute samples) fall much closer to the act-by-act pole of traditional behavioral codings.

Analyzing for Interpersonal Complementarity

In addition to calculating sixteenth, octant, and axis scores, researchers also can combine CLOIT-R/CLOPT-R scores to calculate *indices of interpersonal complementarity* (Kiesler, 1983) for subsequent statistical analyses. Many unique aspects of contemporary interpersonal analysis result from simultaneous administration of the same circumplex measure (e.g., CLOIT-R/CLOPT-R) to *both* participants of a dyad, such as physician-patient, therapist-client, husband-wife, mother-son. Possession of paired protocols permits analyses, not only of the separate control and affiliation behaviors of each participant, but also of the degree of complementarity or fit (Kiesler, 1983) of the pair's control and affiliation behaviors. According to the principles of complementarity, on the interpersonal circumplex person A's friendly-dominant behaviors pulls for friendly-submissive behavior from person B (and vice versa); person A's hostile-dominant behaviors tends to evoke hostile-submissive behavior from person B (and vice versa). Precise mathematical formulas (derived by Wagner, in Kiesler Schmidt, & Wagner, 2001) are available that permit routine analysis of the degree of complementarity present between the interpersonal behavior patterns of any two interactants. The formulas provide 3 complementarity measures: for the control and affiliation dimensions separately, as well as for their interactive combination. In one application, Auerbach, Clore, Kiesler, et al. (2002) found that diabetic patients' metabolic control was worse when there was poor complementarity between physician and patient on the control dimension. Thus, a characteristic of the physician-patient dyad itself (poor complementarity or match between their control behaviors) -- not the patient's control behavior or the physician's control behavior separately -- was predictive of an undesirable medical outcome. In another study, France (2002) found that oral surgery patients who had greater overall (Control+Affiliation) complementarity with their surgeons reported more participation in their medical decision-making process.

Training of CLOPT-R Coders

The CLOPT-R respondent (an observer) makes a "yes" or "no" judgment as to whether the interpersonal action described by a particular item was enacted by the target person (e.g., physician or patient) in the sample of interaction observed. Previous studies have used 3-5 coders in a particular study: all coders observe live or recorded interview interactions (e.g. of psychotherapy interviews or medical consultations), then independently fill out the CLOPT-R items on one of the interactants. Samples of psychotherapy or consultation sessions have ranged in length from 1-15 minutes, with optimal reliabilites being obtained for samples between 1-3 minutes in length. In

preparation for their study CLOPT-R codings observers do not need systematic training, although it is desirable that they rate several (perhaps 5 or more) observation samples to familiarize themselves with the CLOPT-R items and the rating task.

Availability of CLOIT-R/CLOPT-R Materials

- (1) Copies of the various forms of the CLOIT-R/CLOPT-R, scoring sheets, manual, and other materials can be printed as Adobe Reader (.pdf) files by accessing the following internet site: <http://www.vcu.edu/sitar/publications.htm>. The CLOIT-R/ CLOPT-R files can be found at the very beginning of this SITAR web page.
- (2) Copies of the 24-item Short Form of the CLOIT-R/CLOPT-R can be obtained by e-mailing the following address: dkiesler@mail1.vcu.edu . In reply, Microsoft Word files will be e-mailed that provide questionnaires, scoring sheets, and other related materials.
- (3) Procedures for calculating Wagner's complementarity formulas (Kiesler, Schmidt, & Wagner, 2001) for both the regular length and 24-item Short Form versions can be obtained by e-mailing the following address: dkiesler@mail1.vcu.edu . In reply, Microsoft Word files will be e-mailed that provide the respective axis score and complementarity formulas.
- (4) An annotated bibliography of empirical studies that used the CLOIT/CLOPT or CLOIT-R/CLOPT-R can also be printed as an Adobe Reader (.pdf) file by accessing the internet site: <http://www.vcu.edu/sitar/publications.htm> . The annotated bibliography file can be found at the very beginning of this SITAR web page.

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