

Tables

<i>General Attitude</i>	Negative - Positive Unfavorable - Favorable Unacceptable - Acceptable Foolish - Wise Wrong - Right
<i>Expertness</i>	Uninformed - Informed Inexperienced - Experienced Unintelligent - Intelligent Narrow - Intellectual
<i>Character</i>	Bad - Good Dishonest - Honest Unsympathetic - Sympathetic
<i>Sociability</i>	Gloomy - Cheerful Unfriendly - Friendly Irritable - Good Natured
<i>Organizational Trust</i>	Incompetent - Competent Closed - Open Unconcerned - Concerned Unreliable - Reliable

Table 1. Seven point semantic differential scale anchors.

Regression Analysis Coefficients				
Model	Dependent Variable	Beta	t	Sig.
Experimental Condition (Disclosure)	Attitude	.189	2.253	.026
	Organizational Trust	.277	3.381	.001
	Expertness	.221	2.663	.009
	Character	.295	3.633	.000
	Sociability	.186	2.231	.027
Gender	Attitude	-.091	-1.185	.238
	Organizational Trust	-.117	-1.534	.127
	Expertness	-.137	-1.806	.073
	Character	-.112	-1.480	.141
	Sociability	-.138	-1.833	.068

Table 2. Impact of disclosure on dependent variables.

ANOVA ANALYSIS

Experimental Condition		General Attitude	Org Trust	Expertness	Character	Sociability
No Disclosure	Mean	4.9206	4.5515	4.8456	4.5196	4.5441
	Standard Deviation	1.30030	1.37865	1.44602	1.339308	1.34422
Some Disclosure	Mean	5.3622	5.2838	5.3345	5.1306	4.8018
	Standard Deviation	1.25772	1.18902	1.19237	1.18187	1.16126
Full Disclosure	Mean	5.4956	5.1691	5.3897	5.0784	4.7843
	Standard Deviation	1.17978	1.24882	1.02653	1.23381	1.02455
Full Disclosure with Apology	Mean	5.5559	5.6286	5.6214	5.6667	5.2083
	Standard Deviation	.94426	.94397	.97463	1.06642	1.17539

Table 3. Impact of apology on dependent measure.