

## APPENDIX I

## Analysis of Fillers Based on Strassel's Type of Fillers

Num	Conversation	Type of Fillers			
		FPs	DMs	EETs	A/Ps
1	[ Receptionist ] Hi. How can I help you? [ Jessie ] I'm here to, <i>um</i> , interview with Donald Trump.	<input checked="" type="checkbox"/>			
2	[ Heidi ] I love it! [ Omarosa ] <i>Well</i> , this is very nice.		<input checked="" type="checkbox"/>		
3	[ Omarosa ] The envelope gave us our first task. And that task, <i>although it seems really simple</i> , when you've got eight women--[Laughs] it became a three-hour or deal of picking a name for your corporation. So, <i>um</i> , we got to it.	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>
4	[ Donald Trump ] Welcome to the New York Stock Exchange. This is really and truly the center of the world for big business. \$40 billion is traded each and every, day. And there's no place like this anywhere in the world. <i>Now</i> , I guess you have visions of something big, something glamorous. But that 's not gonna be it. We're bringing you back to basics.		<input checked="" type="checkbox"/>		
5	[ Nick ] Game's on. Game's been on for me since, <i>uh</i> , I showed up off the plane.	<input checked="" type="checkbox"/>			
6	[ Donald Trump ] The men, <i>I-I must tell you</i> , a little bit stiffi.				<input checked="" type="checkbox"/>
7	[ Katrina ] The first task is crucial because it will set the precedent for all the other tasks to come. I think the women will win because the eight women that are in there are very strong individuals. And I think <i>men--these men</i> , although they won't admit it, may feel it's a bit of a disadvantage not to have us on their side.			<input checked="" type="checkbox"/>	
8	[Troy] Everybody did fantastic. <i>You know</i> , they were the wind beneath the wings. They did awesome.		<input checked="" type="checkbox"/>		
9	[ Tammy ] Right now, what I'm doing is selling lemonade on the streets of New York City. And my feet hurt. <i>I mean</i> , that's the thing I'm maddest about right now is my feet are killing me.		<input checked="" type="checkbox"/>		
10	[ Omarosa ] <i>Y-You know</i> , w-we just gotta hit it hard until 7:30.		<input checked="" type="checkbox"/>		
11	[ Kristi ] When we sold the lemonade, I was surprised that, <i>yeah</i> , I did use sex to sell lemonade.		<input checked="" type="checkbox"/>		
12	[ Sam ] Are you doing well? [ Troy ] I am, Sam, but you're irking me. I'm gonna tell you the truth. I'm just giving you honest feedback.				

	It's--It's a high-volume pitch. <b>You know</b> , that's why -- I've been saying that all day. It's all a numbers game. You don't need to spend five, 10 minutes with a customer. [ Sam ] I know.		<input checked="" type="checkbox"/>		
13	[ Troy] <b>Uh</b> , I don't want to be that arrogant to think I beat the women, but I also want to be that confident to think I beat 'em.	<input checked="" type="checkbox"/>			
14	[ Donald Trump ] Carolyn, how did they do? The men. [ Carolyn ] <b>Um</b> , I think they found a location very quickly.	<input checked="" type="checkbox"/>			
15	[ Donald Trump ]...Now we find out the other side. George? [ George ] It started off as mass confusion. I was a lot taller than I am now, but I ran my legs off. After a while they did get their act together. I thought that they sold pretty well. And they not only doubled their money, they quadrupled it. They made, <b>uh</b> , over \$ 1,200.	<input checked="" type="checkbox"/>			
16	[ Kwame ] I felt like, "Okay, we could've done a lot better:" I didn't expect them to outpace us by, <b>you know</b> , \$700 or whatever. That's a lot.		<input checked="" type="checkbox"/>		
17	[ Heidi ] How do you clean a house like this? [ Melania ] <b>Well</b> , you have people to clean up.		<input checked="" type="checkbox"/>		
18	[ Heidi ] <b>Well</b> , you're very.. very, lucky. [Melania]Oh, thank you. And he's not lucky? [ Heidi ] Oh, no. No! He's very lucky.		<input checked="" type="checkbox"/>		
19	[ Trump ] Hello, everybody. You don't even know who I am. See? [ Girls ] Hi. [ Trump ] Congratulations. [ Girls ] Thank you. [ Trump ] <b>So</b> , look, if you're really successful, you'll all live just like this		<input checked="" type="checkbox"/>		
20	[ Donald Trump ] Okay. This is the dining room [ Tammy ] When's the last time you actually ate dinner here? [ Donald Trump ] <b>Uh</b> , a long time ago.	<input checked="" type="checkbox"/>			
21	[ Donald Trump ] Setting up at the Fulton Fish Market with the stink of, <b>you know</b> , of the fish market--to me, <b>uh</b> , it's not very tempting.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
22	[ Jason ] I would goin thinking, <b>you know</b> , thinking as a unit, because that's- [ Bill] But I think we need to know when we leave there, we're gonna be one man short. <b>I mean</b> -- Yeah. I don't think there's any denying-- <b>I mean</b> --Somebody's gonna being the crosshairs		<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>		

23	[ David ] In a few minutes I'm gonna get ready to go to the boardroom meeting... where we sit down with Trump and his, <i>uh</i> , viceroys. <i>Actually</i> , I'm somewhat looking forward to it. <i>Um</i> , I'm confident in my ability at verbal self-defense... and able to go on the aggressive if need be.	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
24	[ George ] Jason, what about you? You've been sittin' here very quietly. Got something to say? [ Jason ] I'm just kinda listening to what everybody says, and, <i>uh</i> - [ George ] Unfortunately, at this point, listeners we got plenty.	<input checked="" type="checkbox"/>			
25	[ Carolyn ] <i>Well</i> , I actually do disagree with the two of you. I think you were very inconsistent in your Leadership. You backed up Kwame, but you didn't back up Sam. [ Trump ] So, you're saying he was a selective leader. [ Carolyn ] I think he was a selective leader.		<input checked="" type="checkbox"/>		
26	[ Donald Trump ] Do you think they would've listened to you? [ Jason ] Yeah, 'cause I would've listened to them. [ Donald Trump ] <i>See</i> , I think that's business school stuff. You have to act, not just listen.		<input checked="" type="checkbox"/>		
27	[ Jason ] I'm just kinda listening to what everybody says, and, <i>uh</i> - [ Donald ] Unfortunately, at this point, listeners we got plenty. We need talkers. [ Jason ] - I-- I understand that. But I'm not just gonna talk to talk. Everybody here's a good leader. I ' m not gonna argue with that. And I'll stick up for everybody on that. But the problem -- [ Donald ] But they were saying Troy isn't a good leader. [ Jason ] What I -- <i>Well</i> , I didn't finish. I 'm saying that-- [ Donald ] Jason, let me just say something. When you're trying to be chosen by someone, you don't interrupt them and say, "Let me finish:" That's number one, <i>you know</i> , in terms of life. We're talking about life, right, fellas? [ Groups ] Yes. Yes, sir. [ Donald ] So, when I ask you a question, and I'm not finished with the question you don't say, "Let me finish." That's a bad move, <i>you know</i> .	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/> <input checked="" type="checkbox"/>		
Number of Occurrences		12	21	1	2
Total		36			