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Associated Press

Protesters fill a street in downtown Portland to demonstrate against President Bush.

which Smith has worked with. Riot police wearing helmets then. The female officer sprained or

Individual differences can Influence what you see



- Older people are more likely to see the old woman
- Younger people are more likely to see the younger woman

Expectations can Influence what you see



If you know what you are suppose to be looking for, you are more likely to see it compared to those who do not know what they are suppose to see.

Perception is a Constructed Process: Attractiveness

Group A

	<p>Rate photograph of an average looking woman</p> 	<p>Average rating</p>
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Group B

<p>Male college students watched the 1970's television show "Charlie's Angels"</p> 	<p>Rate photograph of an average looking woman</p> 	<p>Average rating</p>
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Social Perception

Social perception is the way we perceive, evaluate, categorize and form judgments about the qualities of people we encounter. These social perceptions have a critical influence on our interactions ([page 18](#)). These perceptions may be more important than the actual traits people possess.

Factors that influence our social perception are

- First impressions
- Stereotyping,
- Prejudices

Estimate the product of the following:

$$1 \times 2 \times 3 \times 4 \times 5 \times 6 \times 7 \times 8 \times 9 \times 10 \times 11 \times 12$$

Estimate the product of the following:

$$12 \times 11 \times 10 \times 9 \times 8 \times 7 \times 6 \times 5 \times 4 \times 3 \times 2 \times 1$$

First Impressions

Information that we initially receive has a disproportionate influence over information that we receive later when making judgments.

First impressions do matter. Often these first impressions are formed rapidly through processes that we are unaware of.

- Not all first impressions are created equal. Negative first impressions are harder to change than positive first impressions.
- Physical appearance does affect our first impressions
 - For women, first impressions tend to be based on the way a man dresses
 - For men, first impressions tend to be based on the physical attractiveness of women.

Inaccuracies in Social Perception

There are a variety of sources of sources of how we view others. Your text describes the following:

- Stereotypes: A preconceived, inaccurate, rigid belief about individuals or a group of individuals (under this definition, they are neither good nor bad evaluations).
- Prejudices: A prejudgment of a person or individual prior to having all known information or facts. Most often, these prejudgments are negative.
- Categorization, the ingroup bias: The tendency to give favorable explanations for “our group” and less favorable explanations for “their group”.
 - When we kill innocent civilians it is collateral damage.
 - When they kill innocent civilians it is because they are ruthless.
- Attribution error: We tend to explain other people’s behavior on personality factors (Juan is a nerd when we see him studying in the library) and ignore situational factors (a big exam coming up tomorrow).

Inaccuracies in social perception tend to persist over time because we tend to look for information that is consistent with our first impressions and remember information that is consistent with our first impressions. Information that is inconsistent tends to be ignored, not looked for, or “explained away”.

We need to acknowledge that these processes take place and that we are capable of making errors in judgment about others. We need to realize that some of our explanations and attributions of people are limited. Without this realization that they do occur and that we are capable of performing them, we are not going to correct our behavior.

Hotel Problem

A hotel detective was making his rounds through the corridors of the hotel. As he passed by a room, he heard a voice behind the closed door. The voice yelled, "Don't shoot John!" Immediately afterwards, the detective heard a gun discharge. He immediately broke into the room and encountered the following scene.

A dead woman was lying on the floor. Next to her was a gun. Three people were standing around her. They were a judge, a soldier, and a mail carrier. The detective immediately arrested the mail carrier for murder.

Based on the information provided, how did the hotel detective know to arrest the mail carrier?

If you know the answer, raise your hand, and I will tally how many people know the answer. **DO NOT** reveal how you know the answer. We may need to create a visual representation to help solve the problem.

The Self-fulfilling Prophecy

Expectations not only influence what we think about other people, but they can affect how we behave toward others. The self-fulfilling prophecy occurs when a person's expectations of an event or person makes the outcome more likely to happen than would have otherwise occurred.

- If you hate math, you are...
- If you like math, you are...

- If you think that Shannon is a nice and caring, you will..
- If you think that Shannon is mean and rude, you will..

- If you think people are generally out for themselves, you will treat people...
- If you think people are generally helpful toward others, you will treat people...

The Self-fulfilling Prophecy

Beliefs you have about yourself can influence behavior. Often these beliefs are discussed as self-talk or self-statements. These messages you tell yourself can be harmful if they are negative. You need

- (1) Recognize your self-talk and self-statements. What do you say to yourself
- (2) Counter negative self-talk and self-statements with positive messages?

What are common negative self-statements?

How could they affect your behavior?

What would be some self-statements to counter the negative-self-statements?

Homework Assignment:

- (1) Briefly describe at 10 of the following, at least one in each of the seven categories. Write at least one sentence but do not exceed 3 sentences for each goal.
- Describe your physical goals (appearance, athletic abilities, hair style, etc.)?
 - Describe your financial goals (how much money, wealth, and assets)?
 - Describe your spiritual goals (what are your values and beliefs)?
 - Describe your career goals (your occupation(s))?
 - Describe your family goals (parents, siblings, children, etc.)?
 - Describe your mental goals (what do you wish to learn)?
 - Describe your social goals (relating to others)?
 - What is your plan for attaining these goals (save for later)?
- (2) Briefly describe your five most important values (see page 406, 407, 431 for examples). Write at least one sentence but do not exceed 3 sentences for each value.