

## Social Psychology

### Chapter 12

#### Outline:

- Forming impressions of other people
- Perceiving and evaluating the self
- Perceiving ourselves and others as members of groups

#### Forming Impressions of Other People

**Attribution:** A claim about the cause of someone's behavior

Making our judgements about others based largely on what we observe of their behaviors

**Person bias (or fundamental attribution error):** The tendency to give undue weight to personality and not enough to the situation in making attributions  
(Ex: Taxi driver's anger in a traffic jam)

**The attractiveness bias:** A tendency to perceive physically attractive people as intelligent, social, competent, and moral

**The baby-face bias:** A tendency to perceive baby-faced individuals as more honest, naive, helpless and warm- but less competent

**Meetings over internet:** More intimate, more revealing "true self", and "try out" new identities than face-to-face meetings  
Potential dangers exist- easy to create false impressions of themselves

#### Should you trust first impressions? TedTalk

Learning highly immoral information has weight than learning about someone's moral character (more so reveals true color)

fMRI- social cognition, attention, and cognitive control- these areas activate when updating information about others behaviors

Comparative rarity- We're more used to people being good than bad, so when somebody acts "bad" it is unusual and rare, so has more of an impact

# 199guidelines For Psych

**American Psychiatric Association**



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## Whispering the Secrets of Language: An Psychological Quest through **199guidelines For Psych**

In a digitally-driven earth where displays reign supreme and instant transmission drowns out the subtleties of language, the profound secrets and mental subtleties concealed within phrases often get unheard. However, nestled within the pages of **199guidelines For Psych** a fascinating literary value pulsing with raw feelings, lies a fantastic journey waiting to be undertaken. Written by an experienced wordsmith, this wonderful opus attracts visitors on an introspective trip, delicately unraveling the veiled truths and profound impact resonating within the very material of every word. Within the emotional depths of the emotional evaluation, we shall embark upon a heartfelt exploration of the book is key styles, dissect their interesting writing design, and yield to the strong resonance it evokes strong within the recesses of readers hearts.

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