

## 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

**Gianni Pirelli,Robert A.  
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