

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.
Beattey, Patricia A. Zapf**

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