

Impression Formation

- I. Impression Formation
 - A. The process by which we integrate various sources of information about another into overall judgment.
- II. Guess Characteristics
 - A. Major?
 - B. Spare time?
 - C. Hobbies?
 - D. Music?
 - E. In high school, this person was...
 - F. Personality characteristics?
- III. Stereotype
 - A. A fixed way of thinking about people that puts them into categories and doesn't allow for individual variation
 - B. Social categorization
 - C. Physical appearance
 - D. Basic impressions
 - E. Group characteristics
 - F. Name stereotypes- the more unusual name the more likely of success, but is it your destiny
 - 1) names are one way we stereotype
 - 2) women are judged more attractive by their names
- IV. Facial Expressions
 - A. Nonverbal, universal face expressions
 - B. Have them so we can communicate nonverbally
 - C. Happiness
 - D. Sadness
 - E. Anger
 - F. Disgust
 - G. Surprise
 - H. Fear
- V. Forms of Eye Contact
 - A. Tends to be more cultural

- B. it depends on the duration, research shows the more eye contact means more trustworthy, or affection/attraction
- C. Sign of dominance
- D. Staring: too much awkward eye contact, considered a form of aggression
- E. Non-contact: avoidance

F. Ellsworth 1972

- 1) tested people by staring at them from a bus-stop bench, car, and motorcycle while at a red stop light
- 2) subjects sped off faster when stared at
 - a) women peeled out faster than men

G. **Gaze aversion:** the act of looking away from the person one is speaking with, in order to clearly understand and conjure up an accurate response to the question or problem posed by the speaker

H. People with small pupils/light colored eyes are seen as cold and less caring, and more caring/warm with dilated pupils/darker colored eyes

VI. Body Movements/language:

- A. Read people's behavior
- B. Mimic people's posture and you feel more connected to them
- C. in ballet, more angular positions tend to be more threatening than more circular positions
- D. More relaxed people tend to spread out more
- E. Cops say, "try not to look like a victim"
 - 1) What does a victim look like? Someone that doesn't make eye contact or present with confidence

F. Walking style:

- 1) Guys tend to spread out more
- 2) Women are more compact

VII. Can you Detect Lies in Others?

- A. Expressions Given: Words and gestures consciously transmitted
- B. Expressions Given off: nonverbal leakage. Unintentional transmission.
 - 1) Queues: Speech hesitations, speech errors, pitch, response time and Self-directed behavior related to lying, super long or short responses, blink more,
 - 2) Pupil dilation:

- a) Pupils dilated when they lie, but it's probably more related to arousal
- C. Women are better at reading nonverbal cues than men

VIII. Implicit Personality Theory

- A. Assumptions people make about which personality traits go together.
- B. One positive characteristic then other positive characteristics go with it, same thing about negative characteristic

IX. Additive vs. Averaging Model

- A. Sam and Jordan
- B. Both intelligent(+9), Funny(+9)
- C. Sam: practical(+6) and stubborn(-3)
- D. Added: Sam:21 Jordan:18
- E. Averaged: Sam: 5.25 Jordan: 9
- F. People are more likely to average the information they gather about people rather than add it up

X. Positivity vs. Negativity Bias

- A. The tendency for people to rate individual human beings more positively than groups or impersonal objects
- B. The tendency for negative traits to bear more weight/more heavily in impression formation than positive traits.
 - 1) Catastrophizing

XI. Fritz Heider's Naïve Psychology

- A. People are motivated to form a coherent view of the world: understand/everything explained about the world because it makes us feel in control
- B. People have a need to gain control over their environments(Attribution categories)
 - 1) Internal(me, "I'm smart" "I studied a lot") vs. external(someone else, or something else, "I'm lucky" "it was an easy test")
 - 2) Stable(consistent attributes) vs. Unstable (inconsistent attributes, they don't attach to your personality)
 - 3) Controllability
- C. Defensive Attribution: makes us feel safer if we can prevent something by gaining control by knowing about something, like blaming the victim(left something unlock, its stolen, you shouldn't have left it unlocked) (I'm not going to do that, so I'm safer)

XII. Primacy vs. Recency Effect

- A. The tendency for the FIRST information received to carry more weight on one's overall impression than later information.
 - 1) First impressions
- B. The tendency for the last information received to carry greater weight than earlier information.

XIII. Correspondent Inference Theory

- A. The action of the actor corresponds to, or is indicative of, a stable personality characteristic.
- B. Behavior corresponds toward their personality
 - 1) Social desirability of the behavior
 - 2) Actor's degree of choice
 - a) Being made to do something vs. you wanting to do it
 - 3) Non-common effects
 - a) Are you getting something else out of it?

XIV. Kelley's Co-variation Model

- A. Co-variation Principle: A principle of attribution theory stating, for that something to be a cause of a particular behavior, it must be present when the behavior occurs and absent when it does not occur.
- B. Discounting principle: Whenever there are several explanations for a particular event, we tend to be less likely to attribute the effect to any particular cause.
 - 1) Consensus: is everyone doing it? (ex. Is everyone falling asleep= boring teacher)
 - 2) Consistency: is it one particular person always doing this?(ex. One student always falling asleep in class=maybe they are just tired, naptime)
 - 3) Distinctiveness: Is it just here or everywhere? (every class do they sleep or is it just mine?)

XV. The Fundamental Attribution Error

- A. When explaining the actions of others, we tend to locate the cause in terms of dispositional characteristics (internal) rather than more appropriate situational characteristics (external).

XVI. The Actor-Observer Effect

- A. The tendency to attribute other's behavior to internal causes and our own behavior to external causes.

XVII. False Consensus Bias

- A. We think other people think like we do.

B. People we like or around think the same way we do

XVIII. False Uniqueness bias:

A. We believe we are more special than everyone else

B. Tendency people will see us as more unique

XIX. Self-Serving Bias

A. The tendency to assign an internal locus of causality for our positive outcomes and an external locus for our negative outcomes.

B. Self-Serving Bias in Action

1) "Nicholas does well in school because I'm a good parent."

2) "Nicholas was crabby because he has not been feeling well."

XX. Heuristics: Mental Short-cuts

A. Representativeness Heuristics

1) Stereotype in Reverse

a) You see people have a certain characteristic therefore they belong to a certain group
(characteristics>>group)

b) Stereotype regular (group>>characteristics)

2) Ignore the baseline information/ probability when determining a person's group based on characteristics

B. Availability Heuristics

1) Think something happens more often if we can generate more examples in our head

2) Hear of a lot of plane crashes so they must happen a lot, more than car crashes, when in fact that's not the case