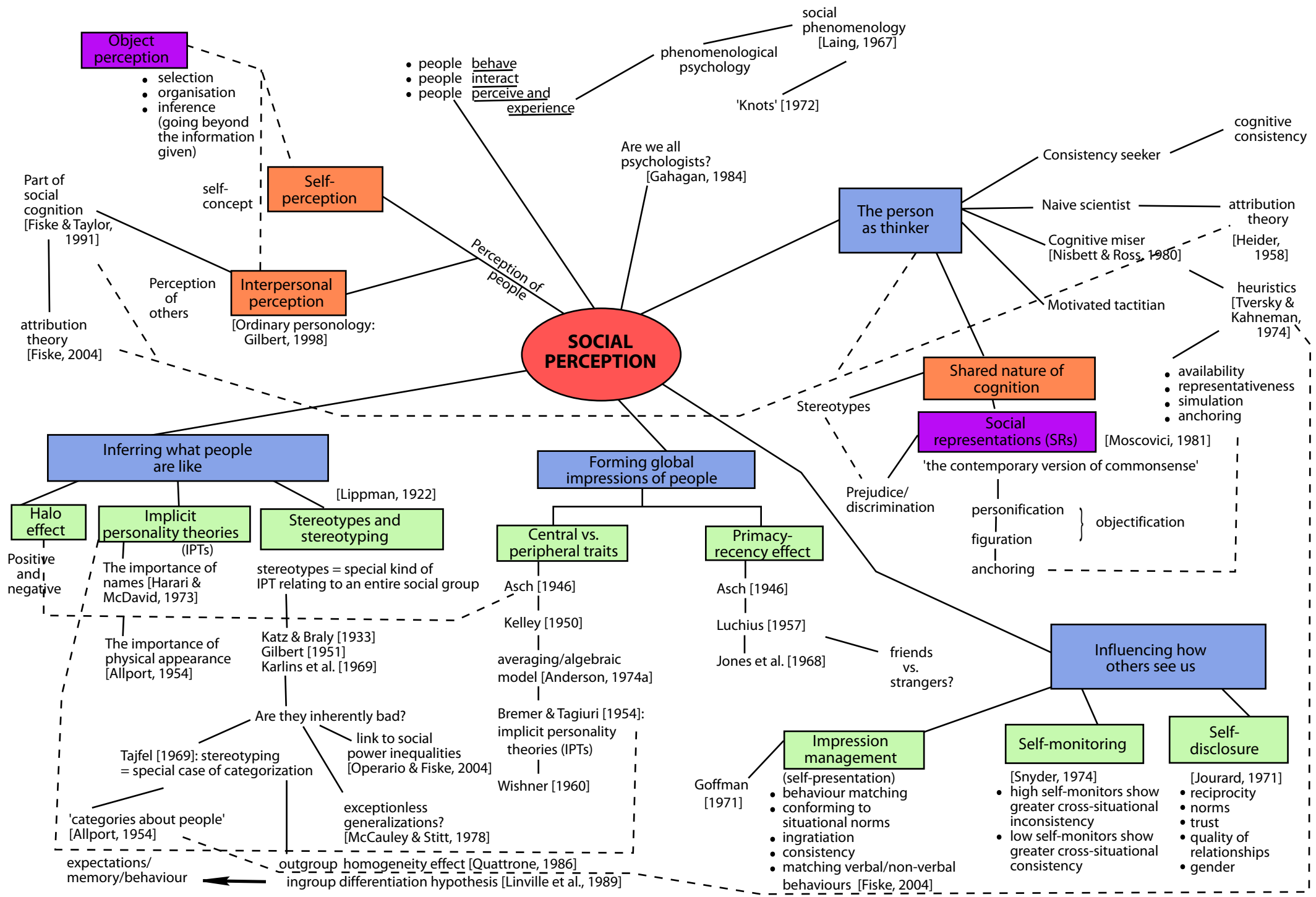
SOCIAL PERCEPTION
Perception of people
Object perception
selection
organisation
inference (going beyond the information given)
Self-perception
self-concept
Interpersonal perception
Perception of others
[Ordinary personology: Gilbert, 1998]
Part of social cognition [Fiske & Taylor, 1991]
attribution theory [Fiske, 2004]
people behave
people interact
people perceive and experience
phenomenological psychology
social phenomenology [Laing, 1967]
'Knots' [1972]
Are we all psychologists? [Gahagan, 1984]
The person as thinker
Consistency seeker
cognitive consistency
Naive scientist
attribution theory [Heider, 1958]
Cognitive miser [Nisbett & Ross, 1980]
heuristics [Tversky & Kahneman, 1974]
Motivated tactitian
availability
representativeness
simulation
anchoring
Shared nature of cognition
Stereotypes
Social representations (SRs)
[Moscovici, 1981]
'the contemporary version of commonsense'
Prejudice/ discrimination
personification
figuration
anchoring
objectification
Inferring what people are like
[Lippman, 1922]
Halo effect
Positive and negative
Implicit personality theories (IPTs)
The importance of names [Harari & McDavid, 1973]
The importance of physical appearance [Allport, 1954]
Stereotypes and stereotyping
stereotypes = special kind of IPT relating to an entire social group
Katz & Braly [1933]
Gilbert [1951]
Karlins et al. [1969]
Are they inherently bad?
link to social power inequalities [Operario & Fiske, 2004]
Tajfel [1969]: stereotyping = special case of categorization
'categories about people' [Allport, 1954]
exceptionless generalizations? [McCauley & Stitt, 1978]
expectations/ memory/behaviour
outgroup homogeneity effect [Quattrone, 1986]
ingroup differentiation hypothesis [Linville et al., 1989]
Forming global impressions of people
Central vs. peripheral traits
Asch [1946]
Kelley [1950]
averaging/algebraic model [Anderson, 1974a]
Bremer & Tagiuri [1954]: implicit personality theories (IPTs)
Wishner [1960]
Primacy-recency effect
Asch [1946]
Luchius [1957]
Jones et al. [1968]
friends vs. strangers?
Influencing how others see us
Impression management
(self-presentation)
behaviour matching
conforming to situational norms
ingratiation
consistency
matching verbal/non-verbal behaviours [Fiske, 2004]
Goffman [1971]
Self-monitoring
[Snyder, 1974]
high self-monitors show greater cross-situational inconsistency
low self-monitors show greater cross-situational consistency
Self-disclosure
[Jourard, 1971]
reciprocity
norms
trust
quality of relationships
gender