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PERCEIVING THE SELF AND OTHERS

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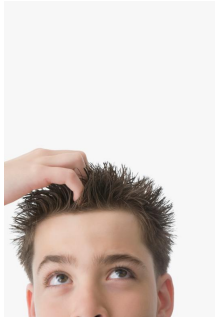
What's To Come

- » How We Perceive Others
- » How We Explain Our Perceptions
- » How We Perceive Ourselves
- » Managing Our Image

How We Perceive Others

- » Perception has three stages
 - Selection: what we choose to pay attention to
 - Organization: how we classify the stimulus
 - » Physical constructs
 - » Role constructs
 - » Interaction constructs
 - » Psychological constructs
 - Interpretation: what meaning we assign to the stimulus

How We Perceive Others



- » Although perception has stages, the perception process is not linear
- » Selection, organization, and interpretation all overlap – each stage can affect the others

How We Perceive Others

- » Perception has several influences
 - Cultures and co-cultures
 - Stereotypes
 - Primacy and recency effects
 - Perceptual sets



How We Explain Our Perceptions

- » Attributions are the explanations we give for our own and others' behaviors
- » Attributions vary by:
 - Locus ("Location" external vs. internal)
 - Stability (Always happen vs. situational)
 - Controllability (Avoidable or not?)

How We Explain Our Perceptions

- » The **self-serving bias** influences the accuracy of our attributions
 - Our successes are earned and deserved
 - Our failures are not our fault
- » The **fundamental attribution error** influences the accuracy of our attributions
 - Other people's behaviors are due to internal, stable causes

How We Perceive Ourselves



- » Who are you?
Your self-concept reflects your stable ideas about who you are
- » Your self-concept is your identity

How We Perceive Ourselves

- » Self-concepts are partly subjective
 - Objective aspects are based on *facts*, such as your height, hair color, age, and occupation
 - Subjective aspects are based on *opinions* or *evaluations*, such as your honesty, sense of humor, intelligence, and talent

How We Perceive Ourselves

- » We manage our self-concepts through self-monitoring
 - Awareness of how we look, sound, and affect others

Low Self-Monitor



High Self-Monitor



How We Perceive Ourselves

- » Self-fulfilling prophecies



Babe Ruth's "called shot" 1932 World Series

How We Perceive Ourselves

» **Self-fulfilling prophecies** can reinforce our self-concept

- We have expectations based on how we perceive ourselves and others
- Our expectations prompt us to act in specific ways
- Those actions bring about the outcomes we expected
- Our self-concepts are therefore reinforced

How We Perceive Ourselves

» Your self-esteem is your subjective evaluation of your value and worth as a person



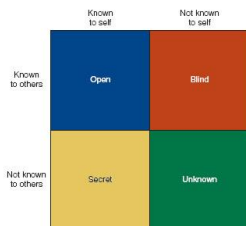
- High self-esteem helps us communicate and build relationships
- Too high self-esteem may also promote aggression and unsafe risk-taking

How We Perceive Ourselves

» **Johari Window**

Self-concepts are multifaceted

- Open area
- Hidden area
- Blind area
- Unknown area



How We Perceive Ourselves

Johari Window

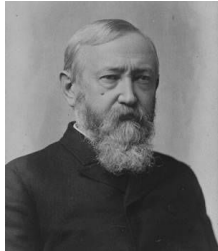
Joseph Luft and Harry Ingham

Psychologists

How We Perceive Ourselves



Joseph Luft

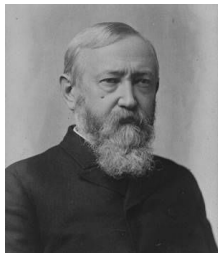


Harry Ingham

How We Perceive Ourselves



James Garfield
20th President



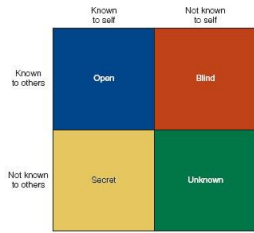
Benjamin Harrison
23rd President

How We Perceive Ourselves

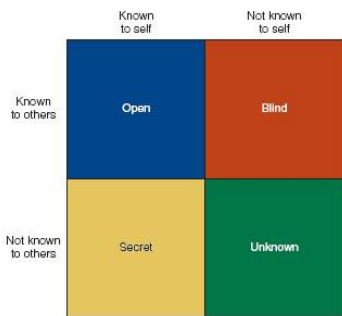
» Self-concepts are multifaceted

» Johari Window

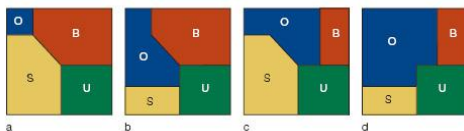
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How We Perceive Ourselves



How We Perceive Ourselves



Managing Our Image

- » Image management means adjusting our behavior to project a desired image
 - Image management is collaborative
 - We manage multiple identities, especially when we have invisible medical conditions
 - We manage multiple identities online (ie. email address, Facebook, dating website, etc.)
 - Image management is complex

Managing Our Image



Managing Our Image

- » Goffman: our desired public image is our **“face”**
- » The behavior we use to project that image to others is our **“facework”**



Managing Our Image



» We manage three *face needs*

- Fellowship face
- Autonomy face
- Competence face

For Review

- » How do we form perceptions of others?
- » What influences our perceptions?
- » How do we manage our image?
