SELF-PRESENTATION and PERSON PERCEPTION

Reading: Franzoi, Chapter 4

Terms You Should Know

Social (Person) Perception

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Strategic Self Presentation

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Self-Presentation Strategies

Self-Promotion

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Exemplification

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Modesty

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Intimidation

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Ingratiation

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Supplication

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Sandbagging

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When things go wrong
      Embarrassment

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Self-Handicapping
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Self-Monitoring
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Impression Formation
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Role Theory
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Traits
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Central Traits
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Positivity Bias
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Negativity Bias
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Primacy Effect
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Recency Effect
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Attribution Theory
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Internal (Personal or
Dispositional) Attribution
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External (Situational)
Attribution

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Correspondent Inference Theory

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Degree of CHOICE

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Degree of EXPECTEDNESS

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Social DESIRABILITY

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Discounting

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Kelly's Covariation Principles

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Consistency

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Distinctiveness

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Consensus

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Attribution Biases
Fundamental Attribution Error

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Person Positivity Bias

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Actor-Observer Effect   . . . .
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Self Serving Bias   . . . .
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Concepts you should master

1. What are the major influences on how we explain other's behavior?

2. How do we try to shape the impressions that others may have of us? What are some of the techniques?

3. What is Attribution Theory?

4. What does the Fundamental Attribution Error look like? When is it seen? Would you recognize it if you saw it?

5. What are the major influences on how we explain our own behavior? List and define the major elements.

6. What is meant by the term SELF MONITORING? Give an example.

7. What role do schemas play in helping us to organize our knowledge about people and their behavior?

8. What role does our expectation about personality influence our perception of others?