

Guided Reading Activity 18-2

Social Perception

For use with textbook pages 527-532

Directions: Recalling the Facts Use the information in your textbook to answer the questions.

1. Is the primacy effect a reliable means of forming an impression of someone else? determined
by how accurate our first impressions were
2. Why are first impressions so important? more influential than
what we later learn (1st day of school) ← What was your 1st impression of me?
3. Why do we expect a lot from someone who seems to be intelligent? we assume
that they excel in other areas as well ← Speaking abilities/appearance?
4. Why are we wary of someone who strikes us as aggressive? _____
perceive them as a threat
5. What can we do to increase our likelihood of making a good first impression? (1) Try to
look nice (2) Dress appropriately (3) Act friendly ← Interviews
6. How can first impressions become a self-fulfilling prophecy? Why we act ← Customer service
towards someone influences how they act in return
7. Why do we develop schemas? to organize what we know about
the other person (respond appropriately) ← Assumptions
8. What role do stereotypes have in developing prejudice? stereotype may not be
an accurate picture of a group (false image)
9. What is the difference in how we usually interpret our own behavior and others' behavior in terms
of internal or external attribution? Our behavior = external attribution
Others = internal attribution ← Typecast Actors ← What is your view of teachers?
10. Name three common errors in interpreting others' behavior. (1) Fundamental attribution error
(2) Actor-observer bias (3) Self-serving bias ← self / others
11. Why is communication so important in maintaining a relationship? mistakes in
interpretation only corrected by frequent contact and talking
12. Name three ways we communicate nonverbally. _____
(1) Space (2) Body language (3) Facial expressions

Lance

Truth in stereotypes?

Externalizing Blame

Self Environment Others Personality

Key to a relationship!

"If it works tell them I did it."
"If it doesn't work tell them I didn't."