Chapter 2 Outline

(Bolded and italicized words are key words)

I. Social cognition is how we make sense of other people, ourselves, and our social world.
   A. Social cognition is automatic and controlled.
      1. Automatic social cognition is when you arrived at conclusions about others without much consciousness, intention, or awareness of their future impact.
      2. Controlled social cognition means that you consciously and intentionally stop to think about something because you realize that how you think will affect what happens.
   B. The basic social cognition processes are attention, memory, and judgment.
   C. We develop an understanding of other people and ourselves through the mental or cognitive processes of attention, memory, and judgment.
      1. Attention is the process of focusing more closely on some of the stimuli in your environment.
         a. Although we can consciously give our attention to anything in our environment, we automatically attend to things that are salient, or noticeable.
         b. When you think about something, that idea becomes primed, or made ready in your memory to be thought about again.
      2. A memory is a recollection of specific people and events that happened in the past.
         a. A schema is a memory structure that connects a concept to its related qualities.
            1). Implicit personality theory is based on a specific kind of schema that connects a set of personality traits and behaviors; once schemas are formed, they can be difficult to change.
            2). We have a strong tendency toward assimilation, which means forcing new information to fit a memory structure, or filtering it out because it doesn’t fit.
            3). A stereotype is a schema in which the central concept is a category or group of people.
      3. The third social cognition process is judgment, or evaluating people and their behaviors.
         a. Impression formation is the judgment process of developing an initial concept of another person.
         b. A second component of judgment is making attributions, which are explanations we think of for why a particular person is behaving a certain way.
            1). A situational attribution is an explanation that puts the cause of the behavior outside the control of the person.
            2). A dispositional attribution is explaining the behavior of another as resulting from some cause that is under the person’s control.
            3). The fundamental attribution error is the tendency to believe that others’ negative behaviors result from their choices, whereas our own negative behaviors stem from conditions over which we have no control.
         c. A third judgment process is stereotyping, which is applying a stereotype to a particular individual, and treating that person as though he or she embodies all of the characteristics associated with that stereotype.
            1). Prejudice is the emotional reaction to a stereotyped group or individual from that group.
a). Prejudice often motivates discrimination, or acting differently toward a stereotyped group or individual.

2). Blatant stereotyping occurs when people have extreme negative views of a certain group, are willing (even eager) to express and promote those views, and readily apply their stereotypes to members of the group.

3). Subtle stereotyping occurs when people who are minimally aware that they are basing their interaction on stereotypes nonetheless act toward someone on the basis of a stereotype.

   a). Subtle stereotyping can include microaggressions, which are everyday insults, indignities, and demeaning messages sent to a member of a stereotyped group by well-intentioned others who are unaware of the hidden messages being sent.

II. The self-concept is a very large schema in memory that is the collection of all the ideas you have about yourself, including your abilities, personality traits, and roles.

   A. Your self-schema is the qualities of yourself that you see as most central in defining or understanding who you really are.

   B. Your possible self-concept is a set of ideas about what you are capable of being, whereas your ideal self-concept is the set of ideas about who you would like to be, recognizing that this may not be completely achievable.

   C. Your ought self-concept is your collection of ideas about what you think you should be, while your feared self-concept encompasses ideas about yourself that you don’t want to be.

   D. Your relational self-concept is the set of ideas you have about yourself in a particular relationship or sets of relationships.

   E. Your working self-concept is the set of ideas about yourself that you are actively remembering at any given time.

   F. Self-esteem depends on how we view the characteristics we think we have.

III. Your self-concept is a product of your experiences, especially your interactions with others.

   A. Like self-concept, self-esteem also depends heavily on experiences and interactions with others.

   B. The development of self-concept and self-esteem continues throughout our lives, as interactions with others serve to validate, reinforce, or alter our perceptions of who we think we are and how good we are at something.

      1. Self-fulfilling prophecies are predictions that become true because we act in ways consistent with the prediction.

   C. The type of self-concept we develop depends on the culture in which we are raised.

      1. Independent self-concept occurs when individuals see themselves as distinct from others, with separate characteristics and abilities.

      2. Interdependent self-concept occurs when people view their traits, abilities, and characteristics within the context of a particular relationship.

IV. Self-concept affects your interpersonal communication encounters.

   A. It affects your attention and judgments of others.

      1. Social projection is overestimating the similarity between our preferences, traits, opinions, and concerns and those of others.

         a. It results in messages that reflect and maintain your self-concept.
2. The tendency to assimilate consistent information and ignore inconsistent information sometimes results in *incongruence*, a situation in which there is a gap between perception and reality.
   a. It motivates you to manage the impressions that others form of you.

3. **Impression management** is your attempt to protect your self-concept by influencing the perception that others have of you.

V. Self-concept and self-esteem can be changed through new social environments, therapy, and self-help techniques.

   A. **Self-talk** is the messages you send to yourself through your thoughts.

VI. **Emotions** are the positive and negative sensations we experience as a result of perceiving something in our environment that supports or threatens our well-being, which result in uncontrolled physical reaction expressed through verbal and nonverbal behaviors that motivate us to take action.

   A. The **feeling component of emotion** is the positive or negative sensations that we recognize as happiness, anger, anxiety, contempt, pride, surprise, and so on.
   B. The **somatic component of emotion** is the physical experience of a feeling.
   C. The **motor component of emotion** is the expression of emotion through nonverbal and verbal behaviors.
   D. The **cognitive component of emotion** is the meaning or interpretation of the emotion-provoking event.
   E. The **motivational component of emotion** is the action that emotion encourages you to take.
   F. Some emotions are classified as basic emotions, including anger, fear, surprise, sadness, disgust, contempt, happiness, contentment, interest, and love.

VII. Improving the accuracy of social perception can be accomplished by following some guidelines.

   A. One should question the accuracy of perceptions.
   B. One should seek more information to verify perceptions.
   C. One should realize that one’s perceptions of a person will change over time.
   D. Monitor your messages for unintended effects.
   E. Monitor your emotions so you can control your responses.

VIII. There are social cognition factors in using social media.

   A. **Self-generated social media cues** are items of information that people post on their own profiles, such as status updates and profile pictures.
   B. **Other-generated social media cues** are items that other people post on your page like comments on Facebook or Twitter.
   C. **System-generated social media cues** are pieces of information that the system provides, such as the number of friends you have on Facebook.