PSYCHOLOGY

brotip #3116

in most situations, "you were in my dream," sounds way less weird than, "i dreamt about you."

brotips.com

PSYC 110 (General Psychology)

Module 7:
Social Psychology

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PSYCHOLOGY

Collaborative Project: FYP or die (20%)

- Choose groups of two to four in your Discussion Section

- Creative media demonstration (i.e., content) of *anything* in the course, for example:
  - PSA (e.g., a commercial)
  - Video (e.g., IG Reel, TikTok, YouTube Short)
  - Podcast "clip"
  - If you have a different idea but are unsure of its relevance, check with your TA

- 60 to 180 seconds (maximum three minutes)

- Group Selection (1%) due **March 14**;
  TA Check-In (3%) due **April 4**;
  Final Submission (12%) + Reflection (4%) due **April 30**

- Full assignment guidelines are posted on Canvas

The Friday QuizTerm is this Friday!

Friday QuizTerm (5%)

Think about it as a 20-question Friday Quiz

Online, open-book

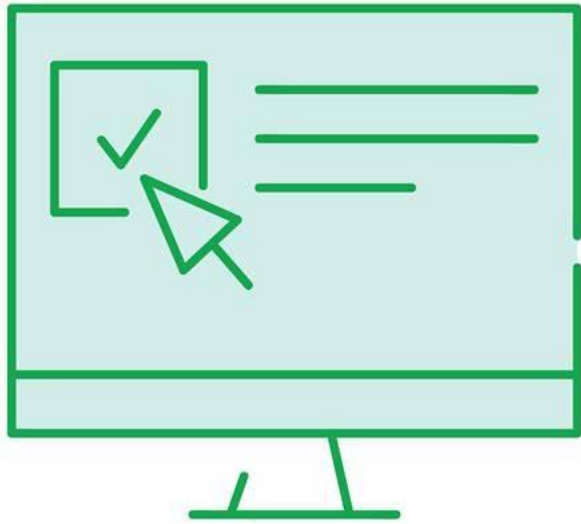- Complete it alone or with the homies

Lecture and textbook content

- Modules 1 to 7 (including this week!)

Opens Friday 12am, closes 11:59pm

One attempt, <u>40</u> minutes

<u>No make-ups</u> since we have a full 24 hours to complete

THE PLAN

SOCIAL PSYCHOLOGY AS A SCIENCE

FORMING IMPRESSIONS:
- ATTRIBUTIONS

RELATIONSHIP FACILITATORS

Social Psychologists study the ways by which
people think about, relate, and interact with others

For example:

Attitude

Attraction

Aggression

Group Behavior

To *curse* you…
…by making you see social psychology everywhere!

Inference
A conclusion drawn from available information

Attribution
An inference regarding the cause of a person's behavior or an interpersonal event

Disposition
A recurrent behavioral, cognitive, or affective tendency that distinguishes an individual from others

Situation
Circumstances, conditions, states, or entities in the environment that have the potential to exert causal influences on an individual's behavior

Covariation Theory
Do we attribute someone's behavior to disposition or situation?

Dispositional Attribution
They are behaving this way because *they're just like that*

Situational Atttribution
They are behaving this way because of *extenuating circumstances*

Attribution is based on three variables:

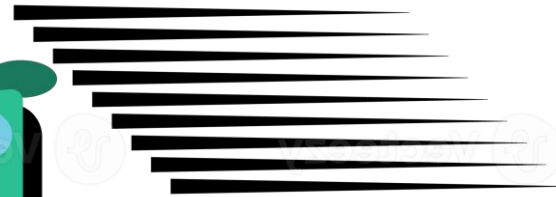**Consistency:** Does the person normally act this way in the same circumstance?

Distinctiveness: Does the person behave differently in different circumstances?

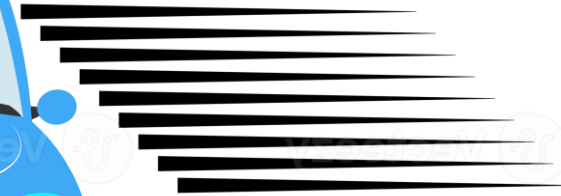**Consensus:** Do others behave the same way in the same circumstance?

We make attributions daily IRL

Fundamental Attribution Error (FAE):
We tend to *over-value* dispositional factors and *under-value* situational factors when attributing others' behaviors

Actor/Observer Effect:
We tend to *over-value* situational factors and *under-value* dispositional factors when attributing our own behaviors
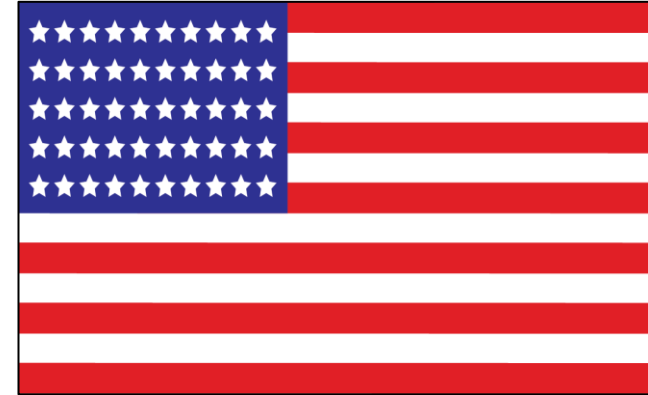
Culture and age influence attribution

Children

Situational bias for others

No bias for others

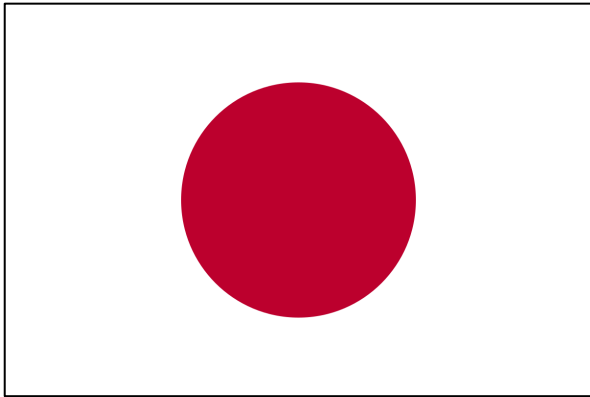## *Teens and Adults*

Situational bias for others
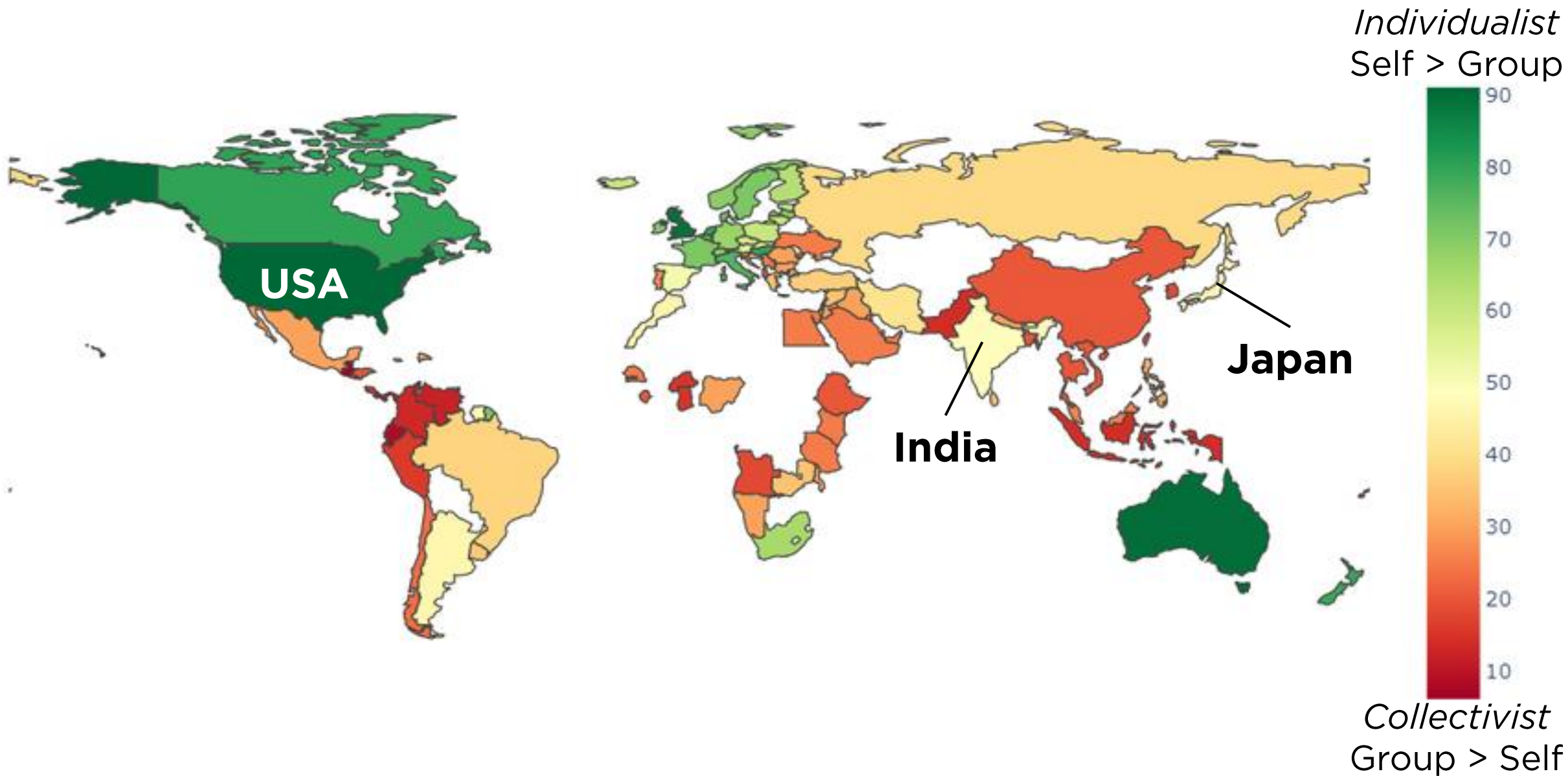

Dispositional bias for others

Enculturation

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Olympic Athletes

More likely to credit their team

More likely to credit their own individual effort
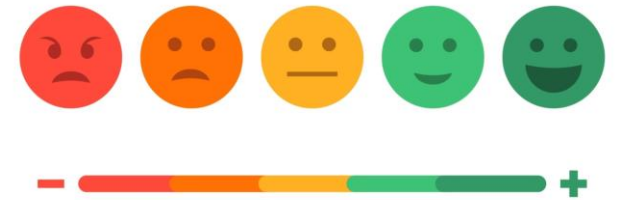
Culture influences attribution

Time Pressure
<u>More likely</u> to make FAE when making a quick decision

Familiarity
<u>Less likely</u> to make FAE when we know the person well

Emotional State
<u>More likely</u> to make FAE when in a negative emotional state (e.g., sad or angry)

Cognitive Dissonance
The feeling of uneasiness that we feel when our behavior doesn't match our thoughts/feelings/intentions
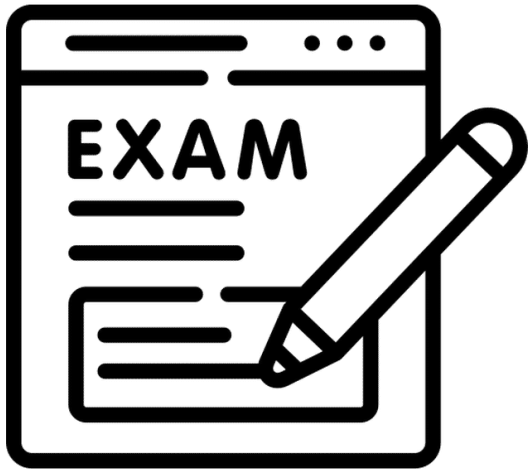
...or at least we do everything we can to try!

The Above Average Effect
We tend to attribute our successes to our disposition, and our failures to our situation—vice versa for others

Actor thinks: I'm him

Observer thinks: Meh, easy test

Actor thinks: Test was unfair

Observer thinks: Nah u just dumb

When asked to imagine how they would feel receiving a good or bad grade:

Females: I worked hard (*Effort Attribution*)

Males: I'm just that good (*Ability Attribution*)

Females: I'm not smart enough (*Ability Attribution*)

Males: I didn't work hard enough (*Effort Attribution*)

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Evidence indicates **effort attributions** from others for our own achievements raise self-esteem more than **ability attributions**

SO...

When complimenting someone, try focusing on their **effort** more than their **ability**

For example:

I can see how much time you dedicated to your project! 🧡

You made that project look so easy! 💙

You're so naturally talented at the piano! 💙

You must have practiced so hard to play that well! 🧡

Relationship
A continuing and often committed association between two or more people, as in a family, friendship, marriage, partnership, or other interpersonal link in which the participants have some degree of influence on each other's thoughts, feelings, and actions.

Interpersonal Attraction
The interest in and liking of one individual by another, or the mutual interest and liking between two or more individuals.

In psychology, we do not limit the term "Relationships" to always mean romantic; friendships follow very similar patterns!

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Relationship Facilitators
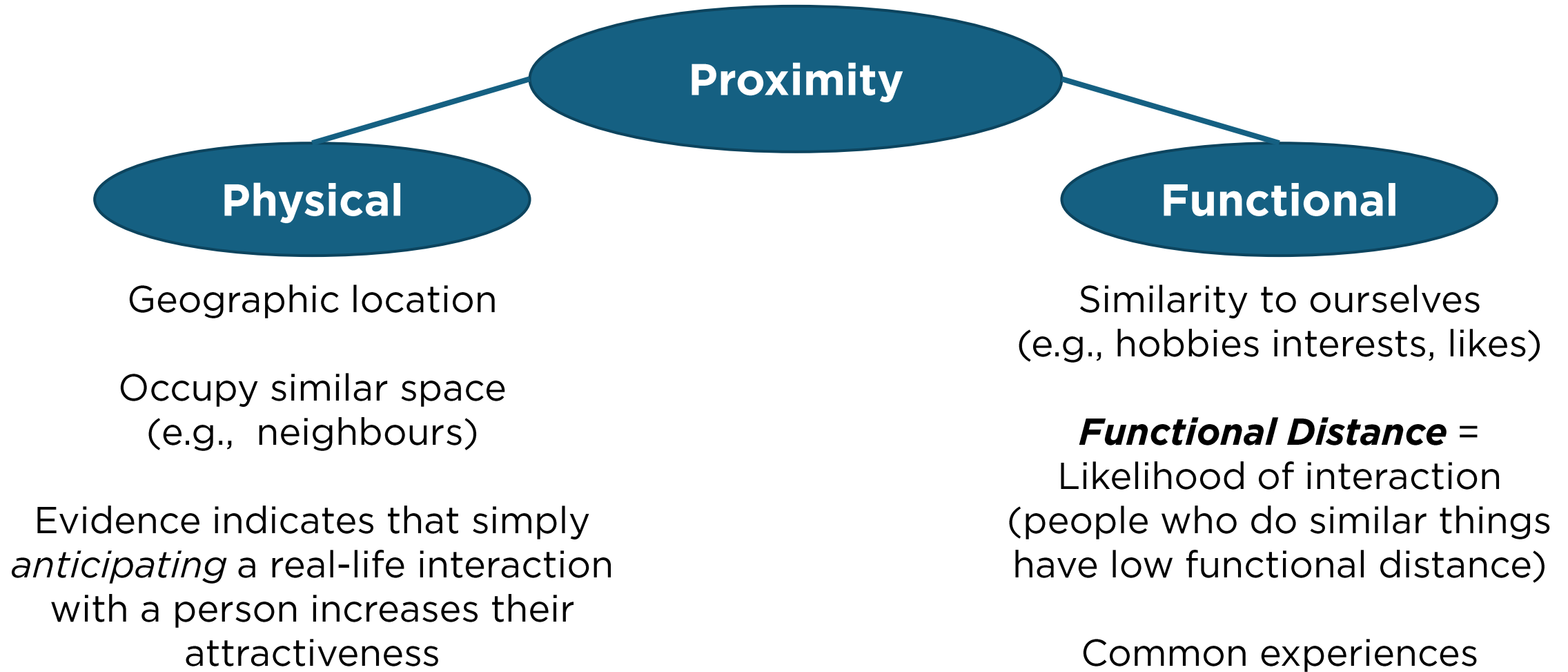
Proximity

Physical Attractiveness

Familiarity

Others' Opinions

As each of these increase, the attractiveness of a person increases

We tend to like people who are close to us

Proximity

Physical

Functional

Geographic location

Occupy similar space
(e.g., neighbours)

Evidence indicates that simply
anticipating a real-life interaction
with a person increases their
attractiveness

Similarity to ourselves
(e.g., hobbies interests, likes)

Functional Distance =
Likelihood of interaction
(people who do similar things
have low functional distance)

Common experiences

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Familiarity

Session 1

Session 2

Mere Exposure Effect
The tendency to be more positive toward the familiar

Familiar faces were seen as more attractive in the follow-up session even after only one instance of exposure

Familiarity

Mere Exposure Effect
The tendency to be more positive toward the familiar

We tend to rate our own mirror image as more attractive than our regular image

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Physical Attractiveness

"He spends all his time playing video games, what a ___ nerd."

"He like never talks, it's so weird and creepy."

"He spends all his time playing video games, typical guy! Hehe!"

"He's so shy, it's soooooo cute :P"

"What is beautiful is good."
- Karen Dion 🇨🇦

The Halo Effect
- First impression of a person influences future perceptions
- We tend to notice physical attractiveness first, so attractive people are generally seen as more trustworthy

Physical Attractiveness

"Beautiful" Child

"Ugly" Child

Both children were given same description, for example:
"This child enjoys drawing, coloring, reading, and playing instruments. She comes from a middle class family who pays much attention to her, providing a very nurturing environment."

The "Beautiful" Child was perceived as more intelligent and was predicted to make more money and date more attractive people than the "Ugly" child
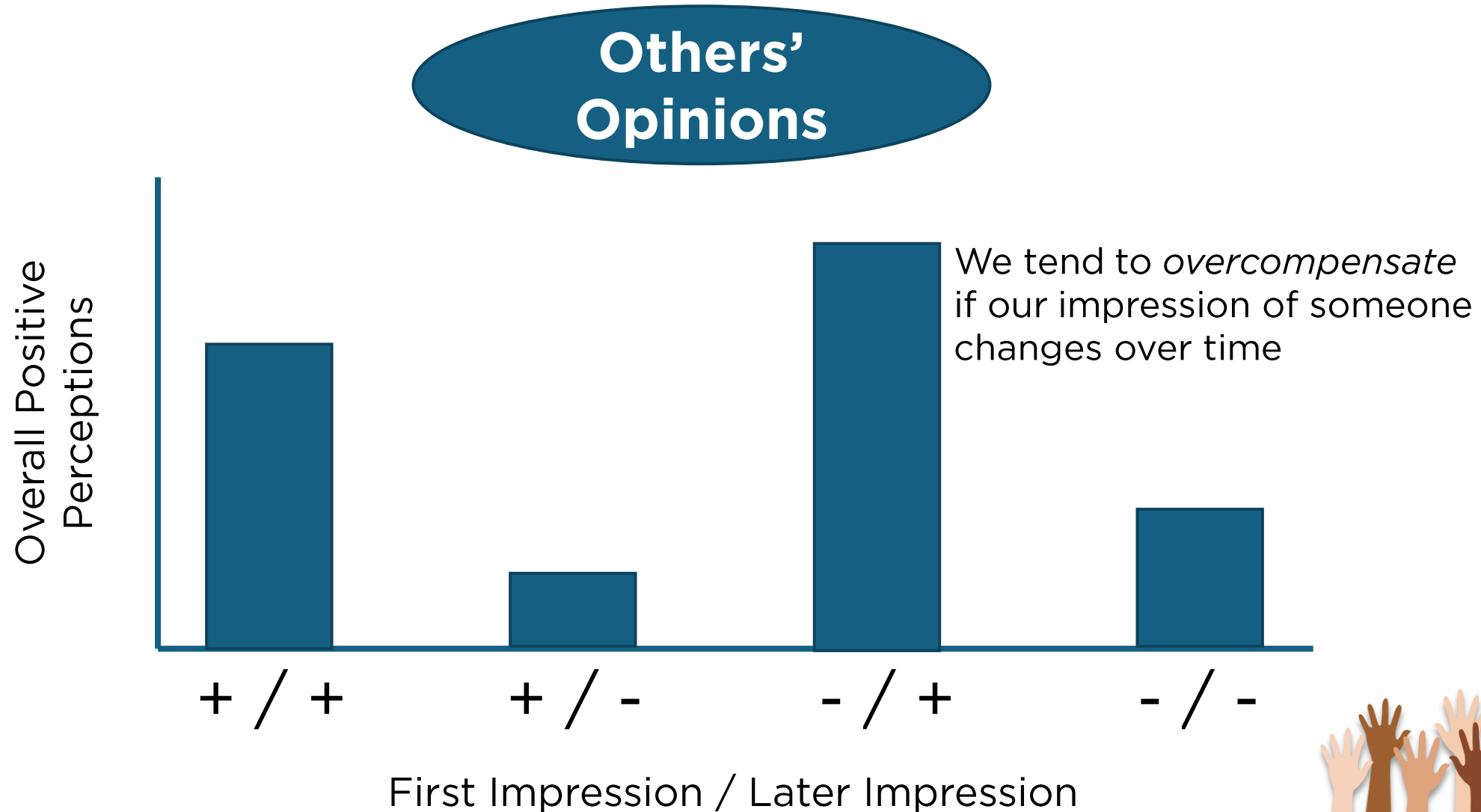
Others' Opinions

Mediated by self-esteem

- People with <u>high</u> self-esteem tend to perceive those who like them as <u>*more*</u> attractive

- People with <u>low</u> self-esteem tend to perceive those who like them as <u>*less*</u> attractive

Relationship Facilitators

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THE PLAN
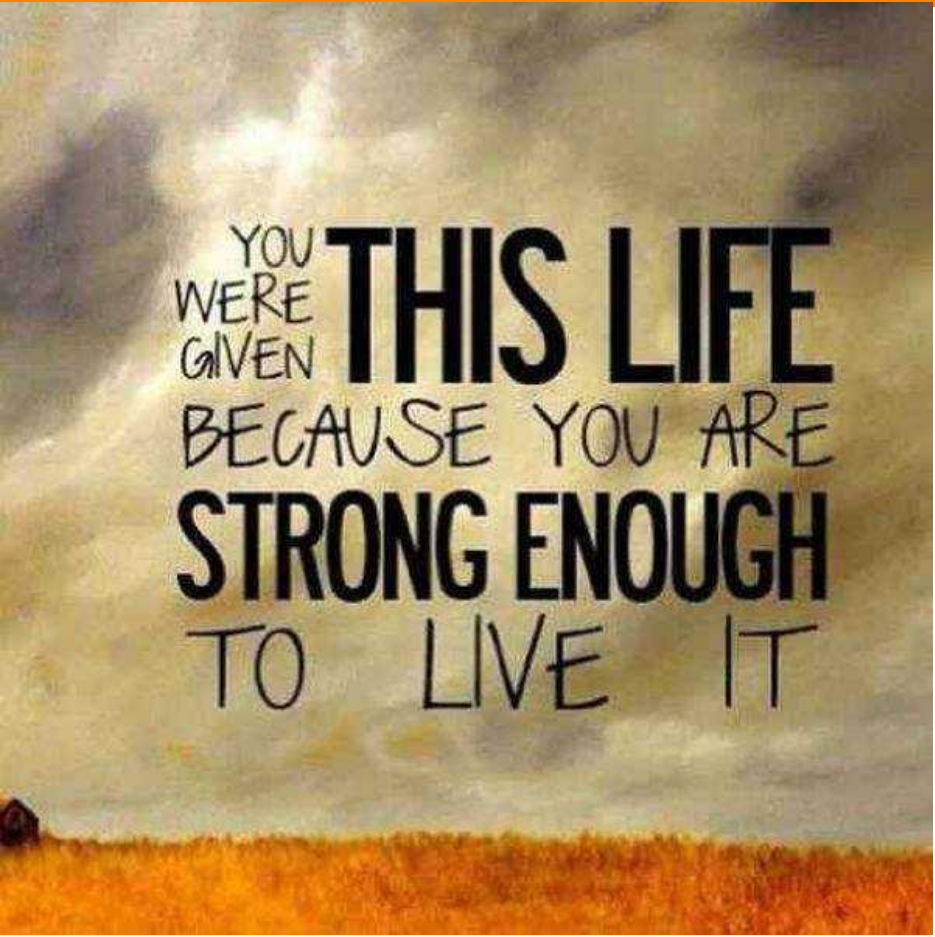
SOCIAL PSYCHOLOGY AS A SCIENCE

FORMING IMPRESSIONS:
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PSYCHOLOGY

YOU WERE GIVEN THIS LIFE BECAUSE YOU ARE STRONG ENOUGH TO LIVE IT

For y'all:

Friday QuizTerm **is March 14**

Collab Project groups **due March 14**

InQuizitive **due March 16**

Reflection Journal **due March 16**

Remember to get your SONA credits done!