Perception of Self and Others
The Perception Process

• Attention and Selection
  • We’re barraged by stimuli, requiring us to focus
    • Needs (what’s important to my survival/success)
    • Interests (what matters to me)
    • Expectations (my preconceived notions of importance)

• Organization of Stimuli
  • Simplicity (complexity reduced to snap judgments)
  • Pattern (looking for meaning and structure)

• Interpretation of Stimuli: 317 845 0100
Forming & Maintaining a Self-Concept

• Your self concept (who you think you are)

• Shaped By:
  - Personal experiences
  - Reactions and responses of others
    - Did your parents tell you that you are: Smart, Clean, Strong, Level Headed, Creative, Emotional, Determined, etc…
    - What did experience tell you?
Developing & Maintaining Self-Esteem

The influence of life events, gender, and culture on self-perceptions

“Life is what happens when you’re planning other things.”

- John Lennon
Accuracy & Distortions of Self-Perceptions

- **Incongruence** (gap between our perception and reality)
  - Family and long-time friends suffer from persistence of vision, Body Image, Social/Monetary

- **Self-fulfilling prophecies**
  - Preconceived Outcomes
  - Artificial Limitations

- **Filtering messages**
  - Selective hearing (positive/negative)

- **Media images**
  - Photo-shopping impossible standards
The Effects of Self-Perceptions

- Self-perceptions moderate how we talk to ourselves
- Self-perceptions influence how we talk about ourselves with others
- Self-perceptions affect communication apprehension (anxiety)
Presenting Self to Others

- Self-monitoring (altering yourself based on the situation or feedback)
- Social construction of self (roles change in different types of relationships and situations)
  - Jilted Boyfriend/Girlfriend, Loyal Friend, Competitor
Perception of Others

- Uncertainty reduction (New people/situations)
  - Gathering Information to lower anxiety

- Using stereotypes
  - Prejudice
  - Discrimination

- Emotional state
  - Transferring your day or situation onto them
Improving the Accuracy of Social Perceptions

• Question the accuracy of perceptions

• Seek more information to verify perceptions

• Realize that your perceptions of a person will change over time

• Use the skill of perception checking