

Chapter 4: Perceiving Others

I. THE PERCEPTION PROCESS

- A. Reality is constructed
 - 1. First-order realities
 - 2. Second order realities
- B. Steps in the Perception Process
 - 1. Selection
 - 2. Organization (Punctuation)
 - 3. Interpretation (Expectation)

II. INFLUENCES ON PERCEPTION

- A. Physiological influences
- B. Psychological influences
 - 1. Mood
 - 2. Self-concept
- C. Social influences
 - 1. Sex and Gender Roles
 - 2. Occupational Roles

III. COMMON TENDENCIES IN PERCEPTION

Attribution: the process of attaching meaning to behavior

- A. Stereotyping: Exaggerated beliefs associated with a categorizing system
- B. First impressions
 - Halo effect: Form a positive impression based on one positive characteristic.
- C. Self-serving bias

IV. SYNCHRONIZING OUR PERCEPTIONS

- A. Perception-checking in three steps:
 - 1. Describe the behavior you noticed
 - 2. Consider at least two possible interpretations of the behavior
 - 3. Request clarification about how to interpret the behavior
- B. Empathy - The ability to re-create another person's perspective, to experience the world from his/her point of view.