

Part (1) Que. number 1

* What is social psychology?

It involves the scientific approach & it attempts to understand & explain how the emotions, thoughts & behaviors of an individual is influenced by the presence actual, imagined or implied of others.

* Areas of focus:

(a) Social perception

- how individual see themselves

- how other sees us, & how we want others to see us

(b) Social influence

- attitudes

- persuasion

- conformity / compliance

(c) Social interaction

- attraction

- helping behavior

- aggressive

Some Assumptions of Social psychology

(1) human behavior is motivated and goal-directed.

(2) Influences on behavior:
Two influences

* proximal.

* distal.

There are two distal factors

a) evaluation & what makes us similar

b) culture & how differences impact the individual.

3) situational specificity / of behavior

Part (2) Two Q's
4 & 6

Que. 4

* What is the Self-concept?

- It is the (sum total beliefs an individual) has about / him or herself.
- These beliefs guide the processing of (self-relevant information).

* Sources of the Self-concepts -

SRI

1. Intraspctions Involves an inward assessment to determine our self-beliefs

2. Observation of our behaviors (Self-perception) suggests that when (internal cues) are not prominent, we get some knowledge from observing our behavior

3. From others :

- Social comparison theory : Suggests in situations of ambiguity, we compare ourselves to similar others.
- Others tell us directly who we are

4. Autobiographical memories & an individual's salient life experiences is also a source of info about the self.

5. Culture & cultural expectations & experiences influence how we perceive or see ourselves.

Que. 6

Mechanisms for Self-enhancement



* What it is?

It deals of how individuals make themselves feel better when they are feeling bad.

1. Downward Social comparison

- Compare ourselves to previous state in time / or we compare ourselves to others who maybe worse than us.

2. Basking in others glory

- when an individual basks in the reflected other / but without wishing that the glory was his / hers.

3. Self-serve Cognitions

- we take credits when we're successful / & deflect blame to situations when we don't succeed.

4. Self-handicapping

it's the ideas that we sabotage or handicap our own efforts.

Delete the obstacles

Part (3) Two Q's
7 & 9

Que. 7 (B)

* Discuss the (errors in social perception) -

*1 - optimistic bias: tendency to think that things will work out in end.

2 - overconfidence bias: tendency to overestimate the ^{happens} accuracy of our judgments.

3 - Lake Wobegon effect: we tend to associate ourselves with more desirable traits on the average.

*4 - spotlight effect: tendency to overestimate the extent to which others are paying attention to us.

*5 - transparency effect: tendency to feel that our emotional state is clearly visible to others.

Que. 9 (a)

Attribution Processes

(The classical view) suggests three-stage process

(a) perception of behavior / an observer sees an actor.

(b) Imputation of Intentionality / the person did it intentionally ^{on purpose}

(c) determination of cause / behavior situational or dispositionally motivated

(Gilbert's two stages process)

(1) Internal disposition argument:
an observer imputes to an actor's action / a dispositional basis
^{رس} for behavior.

(2) Effortful / controlled processing:
depending on available info, we may or may not revise our initial
judgments. ^{سبب}