We often make a judgement about the personality of another after only a brief interaction with them. Using recent literature, DISCUSS the ACCURACY and CONSISTENCY of these ‘first impressions’ judgements and the theoretical REASONING as to WHY WE MAKE THEM.

#### ABSTRACT (200)

#### INTRO (400)

* Define first impressions
* Important outcomes:
  + Electoral success (Little, Burriss, Jones, Roberts, 2007; Ballew & Todorov, 2007)
  + Leadership (Klofstad & Anderson, 2012; Klofstad, Anderson & Nowicki, 2015)
  + Sentencing decisions
  + Dating partners (Zebrowitz & Luevano, 2007)
  + Job (interview) success / promotion (Fruhen, Watkins & Jones, 2015)
* Lambroso‘s physiognomy
* Face (traits and emotion), voice (Driver, 1989; McAleer, Belin, Todorov, 2014), posture, movement
* Zero acquaintance, thin-slices, snap judgements, first impressions
* Impressions occur in amygdala
* However, recent literature suggests that first impressions can be reinterpreted and changed under certain circumstances (Mann & Ferguson, 2015)

#### THEORETICAL REASONING: WHY DO WE MAKE ‘FIRST IMPRESSIONS’ JUDGEMENTS (750)

* Darwin
* Evolutionary theory
  + False positive could be not as bad as false negative
* Ecological theory
* Overgeneralization hypothesis (Oosterhof & Todorov, 2008)
* Two- and three-dimensional models (Oosterhof & Todorov, 2008; Sutherland et al 2013)
* Active vs passive threat (Bar, Neta, Linz 2006)
* Heuristics? Availability and representativeness
* Amygdalaaaaalalalalalala
* Cosmides & Tooby, 1992

#### ACCURACY (discuss) (750)

* Define accuracy – refer to Ambady’s book
* Realistic Accuracy Model (Funder, 2012)
  + Three methods for measuring accuracy:
    - Self-other agreement
    - Other-other agreement
    - Behavioural prediction
* Social Accuracy Model (Biesanz, 2007, 2009, 2010)
* Fundamental attribution error: Personal vs situational attributes (See Gray, Ch 5 in Ambady)
* Judgement accuracy for different factors (Carney, Colvin, Hall 2007)
* Accuracy vs Confidence (Ames et al 2010)
* Realistic accuracy (Biesanz et al 2011)
* What factors undermine accuracy:
  + Deficiencies – autism, psychopathy, schizophrenia, social anxiety, depression
  + Fundamental attribution error - personal or situational attributes?
* Who performs better on these judgements:
  + Sex differences – women tend to score higher on empathy and perception
  + Special training for lie detection – police officers, detectives etc
  + Theatrical training – actors, dancers, musicians (?) tend to perform better on Interpersonal Perception Task
* Biesanz et al 2011: People are aware of when and for whom their first impressions are more realistically accurate.  
  Ames et al 2010: Perceivers showed a limited ability to intuit which of their impressions were more accurate than others.
* Accuracy can be measured in correlations
* By ‘accurate’, researchers typically mean that the average accuracy score exceeds the level that would be obtained if perceivers were just guessing, according to a statistical test, they’re not aiming for a 100% accuracy (Hall & Andrzejewski in Ambady & Skowronski)
* Perceivers are typically extremely accurate at judging prototypical facial expressions of basic emotions, such as happiness, sadness, or disgust (Ekman, Sorenson, & Friesen, 1969)
* Women tend to score higher on AFI tests (McClure, 2000; Rosenthal et al 1979). Females’ advantage holds for judgements of face, body, and voice (1978). Female are also better at judging emotions, while men tend to score better on status between two people domain (Hall & Andrz)
* Other groups whose AFI is elevated include married women with preverbal toddlers (compared to similar women without children – Rosenthal et al, 1979), homosexuals (when judging whether a person is homosexual or not – Ambady, Hallahan & Conner, 1999), individuals who are people-oriented occupations (compared to people in object-oriented occupations – Trimboli & Walker, 1993), and people from higher social class families (Hall, Halberstadt & O’Brien, 1997). Adaptive requirements? Level of motivation? Acquired knowledge about the individuals in the stated group? (Hall & Andrz)
* See AFI – accurate first impressions test
* Thompson, Schellenberg & Husain (2004) found that college students with higher AFI reported higher level of previous music study; those authors also performed an experiment demonstrating that providing music and drama lessons improved AFI in children as compared to a control group (Hall & Andrz)
* What conditions foster or impair accuracy?

#### CONSISTENCY (discuss) (600)

* Define consistency
* Consensus (at zero acquaintance?)
  + Personality measures
  + Self-report
  + Parent-report
  + Peer-report
  + Matching behavior
* Duration (Time frame) important to consistency?
  + If the trial is too short (eg 26ms, see Bar et al, 2006) the participants may not be aware of the face they have seen. This may result in lower consistency between the ratings
* Exposure duration (Willis & Todorov, 2006; Bar, Neta, Linz, 2006)
* Problems with consensus. Zebrowitz & Collins: ““Consensus at zero acquaintance” in strangers’ social perceptions could reflect shared physical stereotypes rather than revealing perceivers’ accurate perceptions of people’s traits. However, evidence for the accuracy of strangers’ consensual perceptions has been provided by their convergence with perceptions of friends or acquaintances, with personality measures, with actual behaviours, and with self-reports whose validity has often been shown by convergence with behavioural measures”.

#### FURTHER RESEARCH, LIMITATIONS, STRENGHS (150)

* Body language in perception

#### CONCLUSIONS (150)