1. Nonverbal communication
   1. Deception detection
      1. Detecting when people are lying
      2. Extremely difficult
      3. Some studies suggest men are better at detecting liars
      4. “ “ Women are more gullible/accommodating
      5. Some studies suggest vice versa, so no one really knows
      6. The reason it’s so hard to find a liar you have to look for it, expecting someone to lie to you
      7. Polygraphs
         1. Polygraphs are *not* reliable.
         2. Physiological changes that occur
         3. Looks for heart rate, blood pressure, temperatures, electrical connectivity changes.
         4. They are not reliable, often mistake innocent person as a liar
         5. You can cheat the lie detector
         6. Not admissible in the court room, used in interrogation only.
   2. Sensory feedback
      1. Facial-feedback hypothesis
         1. Expression can magnify emotional experiences
         2. Posing smiles or frowns trigger emotion-relevant feelings
         3. If you smile, you feel happier.
         4. Facial expressions aren’t necessary for the experience of emotion, you don’t have to smile to feel happy.
         5. Applied to treatment of depression
            1. Injected botox into frown muscles in women who suffer depression
            2. Prevents frowning
            3. Many of these women claim to feel better months after getting botox
      2. Talking quickly makes you anxious, talking slowly makes you happier. Tone of voice can effect the way you feel
   3. The cognitive component
      1. Based on the assumption that emotion requires thought
      2. Requires physiological arousal, expressive behavior(facial expression, body language, hand gestures, etc), and then cognitive competent.
      3. Your heart speeds up on fear as well as other emotions
      4. You have to think about what’s going on around you
      5. Self-perception theory
         1. When our attitudes, emotions, and feelings are uncertain, we can infer these states by observing your own behavior
         2. One reason why some shows use laugh tracks
         3. Laughing is contagious
         4. This is why watching a dumb, but funny, movie is only good with others around and not alone.
      6. Schacter and Singer
         1. Two-factor theory of emotions
         2. Emotion is a result of physiological arousal plus appropriate cognitive label
            1. First the person must experience a heightened state of physiological arousal
            2. Next, you must find a cognitive label to explain the source of that arousal
         3. Experiment
            1. Injected men with epinephrine, described as vitamin supplement

Drug informed

Aware of side effects

Drug uninformed

Unaware of side effects

Placebo

No side effects

* + - * 1. Confederate

Someone acting as a subject but in reality are in on the experiment

In half the cases the confederate was in a great mood, in the other half he was angry. Cursed at the experimenter, tore up the questionnaire.

The main question of interest was how did the three groups explain their arousal?

Drug informed

Because they were told in advance to expect these side effects they didn’t have to search for an explanation. When the researchers asked why they feel the way they do. It’s because of the vitamin they thought.

Drug uninformed

They had no idea why they felt the way they did. If they were with a happy confederate, they interpreted it as a happy arousal. When they were with the angry confederate they interpreted their arousal as anger. Every single man experienced the exact same physiological arousal, they labeled it very differently either as happy or anger. They were the only group effected by the confederate.

Placebo

They never became aroused so they had nothing to explain.

* + 1. Misattribution of arousal
       1. Incorrectly attribute your emotion to the wrong source
       2. Results of a mistake in emotion
       3. Crossing safe/dangerous bridge, met by attractive woman to finish questionnaire. The men who crossed the scary bridge were more likely to call her.
       4. You have two groups, one group to run for 15 minutes, then ones who didn’t. Then they were shown pictures of women, those who ran were more likely to rate them higher.
       5. If a child falls, they look to you to interpret the emotions. If you freak out, they freak out. If you brush it off, they brush it off.
    2. Counterfactual thinking
       1. We often imagine “what if”
       2. Imagining alternative outcomes that could have happened, but did not.
       3. Bronze medalist feels happier than silver medalist. Their emotions were based on what could have happened than what happened. The bronze are happy they placed whereas the silver is upset they missed out on the gold.
    3. Emotional experiences
       1. Opponent-process theory of emotion
          1. An event triggers a “primary state” an unlearned, automatic response, which in turn triggers…
          2. An “opponent state” a response that is the emotional opposite of the primary state