1. Emotional experiences
   1. Sex differences
      1. Men tend to hold it in whereas women are outwardly expressive.
      2. Example
         1. Women were shown videotapes of people in distress, they were being recorded. The women showed a lot of outward concern, men tended to not. The physiological arousal was the same between the sexes (heart rate, blood pressure, etc).
      3. Men are not experiencing the emotion any differently, they just express it differently.
      4. Probably due to labels. Women are raised to get in touch with their feelings. Men are raised to “man up.”
      5. We interpret your emotions differently depending on the gender of that that they’re interpreting.
      6. 9 Month Old Example
         1. Subjects were shown a 9 month old baby, half labeled it as a girl and half labeled it a boy. When they showed the baby crying, if the subject thought it was a boy they interpreted it as being angry whereas if they thought it was a girl they thought of it as needing attention.
   2. Ironic processes
      1. What extent can you control your own thinking?
      2. Whenever you try not to think of something, say something, do something, especially when under stress you often think or do that very same thing.
      3. In other words, the harder you try to control your thoughts the less likely you are to succeed.
      4. The more you try to sleep or important it is to sleep the more likely you won’t sleep
      5. If you tell jury to throw out evidence shown, they can’t erase it from their mind. They are likely to focus on that evidence.
   3. Paradoxical emotions
      1. Occurs when you express the complete opposite emotion.
      2. Safety valve hypothesis
         1. Release anxiety of an event in a more social acceptable manner. Hence why we smile when we shouldn’t be smiling at all.
      3. Ie nervous smiling
      4. Say you got in trouble, you laughed in your parents face even if you weren’t having a good time. Nervous laughter.
2. Emotions In non-humans
   1. Rats, when young, have a chirp, which is related to human laughter. Ie playing with other rats, getting food, etc.
   2. When they’re cold, wet, or away from their mother they’ll display a distress cry.
   3. Elephants mourn the death of a family member
   4. Emotions require the three components
      1. Psychological arousal
         1. We can measure a rat, elephants, etc heart rate
      2. Expressive behavior
         1. We can measure their outward behavior
      3. Cognitive interpretation
         1. This is where the debate picks up. Animals don’t have the cognitive is what some debate. They may experience surprise, fear, but it’s more of a basic instinct than a true emotions.
   5. Anthropomorphism
      1. Occurs when you attribute human traits and qualities to nonhumans.
      2. Varies culture to culture
3. Social Psychology
   1. Definition
      1. The study of how individuals think, feel, and behave in social situations (groups).
   2. Social Perception
      1. Attribution theory
         1. The study of how people perceive the causes of behavior
         2. Internal attribution
            1. Concluding that a behavior was caused by one’s internal disposition (personality).
            2. Example

You see someone yelling at a flight attendant and you label him as a “jerk”

You’re more likely to say this over external attribution

* + - 1. External attribution
         1. Concluding that a behavior was caused by the external situation
         2. Example

You see someone yelling at a flight attendant, but you see the FA spill coffee on him, so you label it as OK.

* + - 1. Fundamental attribution error
         1. Overestimating the role of personal factors (internal) and underestimating the role of the situation (external).
         2. Example

Game show example.

When being cut off, if you’re the person getting cut off you think they’re a jerk. If you cut someone else off you say “I had to get over.” You put the blame on others.

* + - 1. Self-Serving Bias
         1. We are biased in the attributions in the attributions we make for our own outcomes

Internal attribution for successes, external attribution for failures

* + - * 1. Relatively health to an extent, it makes you feel better to blame your professor/class if you fail. It doesn’t help your grade but it helps your self esteem.

1. Impression Formation
   1. Primacy effect
      1. When we allow our first impressions of a person to cloud our judgments of that person’s subsequent behavior.
      2. Example:
         1. You meet a person on a bad day; you form a bad first impression. The next time you meet that person they’re in a better mood – you’ll say that they are being “Fake”
   2. Expectations may create self-fulfilling prophecies
      1. Impression is formed
      2. Perceiver behaves in line with that impression
      3. Target unwittingly adjust behavior in line with perceiver’s actions