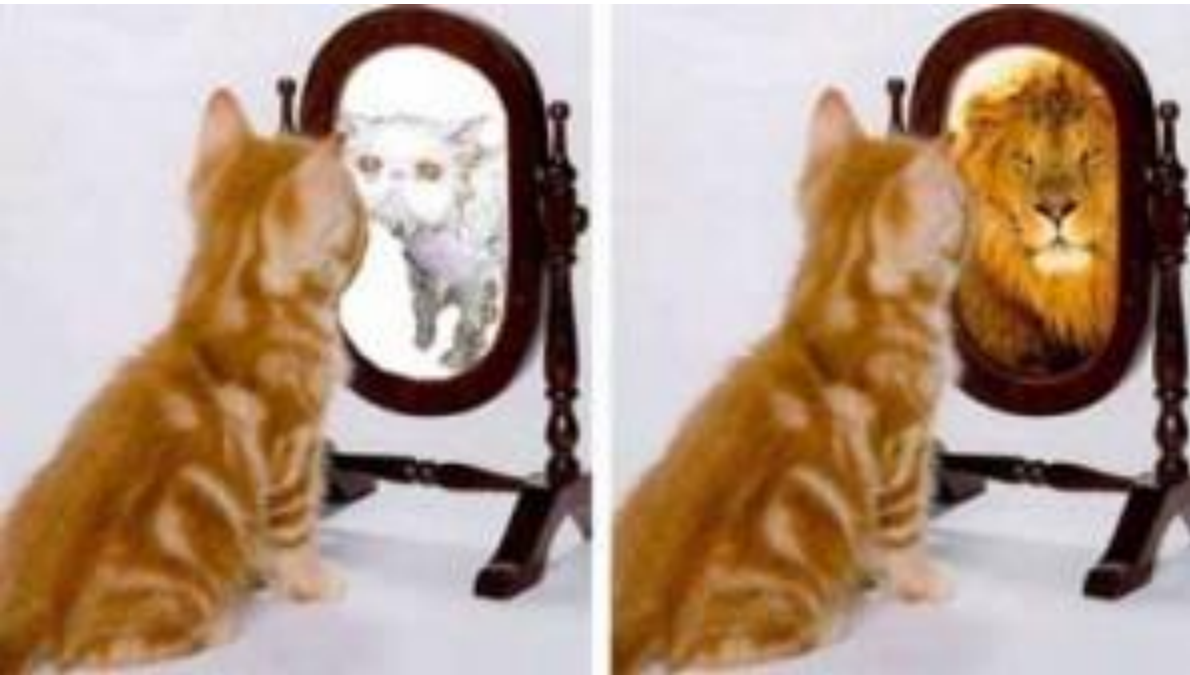


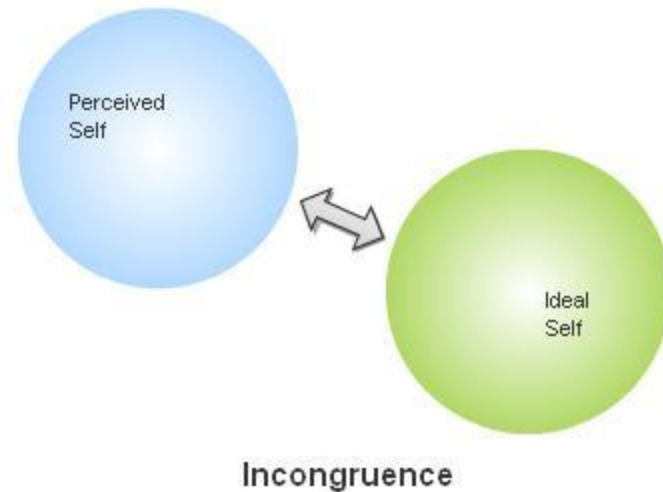
Perception

- Self-concept and Self-esteem are lasting, but they can be changed



Accuracy and distortion of self-perception

- Accuracy of our self-concept and self-esteem depends on the accuracy of our own perceptions and how we process others' perceptions of us.
- **Self perception may suffer form Incongruence-**
- gap between self-perception and reality --
It is the matching of experience and awareness.



- **Filtering message-** Generally focus on things that support our own self-image.
- Filtering is the deliberate manipulation of information to make it appear more favorable to the receiver.
- **Media images-** Social learning theory

Self-perception influences communication

- Self-talk- intrapersonal communication
- the conversation we have with ourselves
- Self-perception influences how we talk to others about ourselves
- Positive self perception leads to positive attitude and vice versa.

- Self-perception affects how we talk about other to ourselves.
- the more accurate our self perception is, the more likely we will perceive others accurately
- 1. Self-perception affects communication apprehension
- 2. the more positive our self perception is the more favorably we will perceive others
- Those who accept themselves as they are more accepting to others

Self-esteem and Self-concept are the true perceptions of ourselves

- We mask
- We create different selves, in different situations, to different people

- **Self-monitoring---**
- Internal process of being aware of self and how you are coming across to others .
- Involves
- Being sensitive to other people's feedback
- Using that information to determine how we will respond
- Role- A pattern of learned behaviors that we use to meet the perceived demands of a particular context
- Social media

High self-monitors

- easily blend into social situations, knowing what to do or say with each person.
- They appear more friendly and less anxious to observers, and are sensitive to social cues are likely to vary their behavior from situation to situation.
- High self-monitors read non-verbal behavior better, and will change their behavior to suit the situation as they perceive it.
- They are more concerned with acting appropriately than being true to themselves.

Low self-monitors (LSMs),

- Act themselves regardless of the situation, so they rarely conform to the norms of the social setting.
- LSMs are less sensitive to social cues, and less likely to change their behavior from one situation to another.

Perception of others

- Most feel a level of anxiety
- Do we have anything in common? Will they like me?
- **Uncertainty reduction**- Monitoring social environment to learn more about self and others
- Observe others, build impressions of others
- Natural way to alleviate anxiety

Uncertainty reduction

- The Uncertainty Reduction Theory asserts that people have a need to reduce uncertainty about others by gaining information about them.
- Information gained can then be used to predict the others' behavior.
- Reducing uncertainty is particularly important in relationship development, so it is typical to find more uncertainty reduction behavior among people when they expect or want to develop a relationship than among people who expect or know they will not develop a relationship.
- Consider how you try to reduce uncertainty about someone you have just met and want to spend more time with. Now consider how you try to reduce uncertainty about people you meet on an elevator.

Forming Impressions: There are three basic ways people seek information about another person

- **Physical appearance**
- **Implicit personality theories-** Assumptions about which physical characteristics and personality traits or behavior go together
- **Assumed Similarity-** Sharing one same characteristics –leads us to assume they have other characteristics that match ours

Inaccurate and Distorted Perception of others

- **We use shortcuts to help us focus, interpret information and predict about others.**
- **Selective Processing :** Paying attention to what we expect – ignoring what we don't expect
- **Forced Consistency :** Inaccurate attempts to create a unified perceptions
- **Prejudice :** Judging based on stereotypes can be positive or negative

- **Stereotype**- “A generalization, usually exaggerated or overly simplified and often offensive, used to describe or distinguish a group.”
- Do not form most from our own experience
- **Prejudice**- “A rigid attitude that is based on group membership and predisposes an individual to feel, think, or act in a negative way toward another person or group.”
- **Discrimination**- Involves a negative action toward a group or person based on stereotype

Improving Perceptions

- Question the accuracy of your perception– you may have over looked something.
- Choose to use conscious processing as you get to know a person-----paying more attention leads to understanding uniqueness
- Seek more information to verify perceptions – talk to the person– ---get information
- Realize that your perceptions of a person will change over time
- Use the skill of perception checking
- Perception check- Message that reflects that you understand the meaning of another's nonverbal behavior.