

UNIT 17. LESSON 27

Get ready!

Before you begin the lesson, talk about these questions.

1. What is person-positivity bias?
2. What are some of the biases that can affect attribution?

Active words: impression formation, cognitive dissonance, social comparison, self-handicapping, social cognition, attitude.



VOCABULARY

Task 1. Listen to new words and phrases then copy out them.

social psychology ['səʊʃ(ə)l saɪ'kələdʒɪ] – ijtimoiy psixologiya / социальная психология, общественная психология

personal attitude ['pɜ:s(ə)n(ə)l ətɪt(j)u:d] – shaxsiy munosabat / личностная установка, личное отношение

social cognition ['səʊʃ(ə)l kəg'nɪʃ(ə)n] – ijtimoiy anglash (bilish) / социальное познание

impression formation [ɪm'preʃən fɔ:'meɪʃ(ə)n] – taassurot shakllantirish / формирование впечатлений

social comparison ['səʊʃ(ə)l kəm'pærɪs(ə)n] – ijtimoiy taqqoslash / социальное сравнение

person-positivity bias ['pɜ:s(ə)n pəzə'tivit̬i baiəs] – shaxsning ijobiy moyilligi / позитивная склонность человека

cognitive dissonance ['kɔgnətiv 'dɪs(ə)nəns] – kognitive ixtilof, kelishmovchilik / когнитивный диссонанс

fundamental attribution error [fʌndə'ment(ə)l ætribju:ʃ(ə)n 'erə] – fundamental xato atributsiyasi / фундаментальная ошибка атрибуции

actor-observer effect ['æktə əb'zɜ:vər ɪ'fekt] – kuzatuvchi-aktyor effekti / эффект актёр-наблюдатель

self-fulfilling prophecy [self ful'filɪŋ 'prəfəsi] – biror hodisaning amalga oshishi bashorati / самореализующееся предсказание; самореализующийся прогноз

Task 2. Match the words or phrases (1-7) with the definitions (A-G).

1 __ personal

2 __ attribution

3 __ social psychology

4 __ actor-observer effect

5 __ person-positivity bias

6 __ self-fulfilling prophecy

7 __ fundamental attribution error

- A** the process of causing something by believing it to be true
- B** the act of overemphasizing the role of personality in behavior
- C** relating to the attitudes or characteristics of an individual
- D** the study of society's influences on people's minds and behaviors
- E** the act of forming more positive attitudes about individuals than groups
- F** the act of attributing one's own behavior to events, not personality
- G** an explanation of the cause of something

Task 4. Fill in the blanks with the correct words or phrases from the word bank.

Word bank: impression formation /cognitive dissonance / social comparison /self-handicapping / social cognition / attitude

1. Intentionally not preparing for an exam can be a type of _____.
2. The woman's conflicting opinions caused a state of _____ in her mind.
3. _____ can create a general idea about a person within a few seconds.
4. The study on _____ examined how relationships affect thought processes.
5. Many people use _____ to measure their own success.
6. The woman has a generally negative _____ about her co-workers.

READING

Task 5. Read the course description. Then, mark the following statements as true (T) or false (F).

- 1 The course lets students discuss personal experiences.
- 2 Person-positivity bias occurs during social comparison.
- 3 Students will examine a recent study on a type of self-fulfilling prophecy.

PSYCH 240: SOCIAL PSYCHOLOGY

In this course, we will study the important field of **social psychology**. In general, this branch of psychology studies how society influences individuals. We will focus on the way society shapes **personal attitudes**. In this course, students are encouraged to share their own life experiences. The first half of the course addresses **social cognition**. This area of social psychology focuses specifically on mental processes. Our discussions will concentrate heavily on the process of **impression formation**. This includes one of the major drivers of human behavior: **social comparison**. We will also examine the biases that occur during impression formation, including **person-positivity bias**. Then we'll analyze the complex factors that contribute to **cognitive dissonance**. The second half of the course will focus on theories of attribution. These examine how people explain their own actions and those of others. A major component of this field is the influence of formal biases. As we'll discuss, people often overemphasize environmental factors in attribution. This occurs in both the **fundamental attribution error** and the **actor- observer effect**. Finally, we'll review a recent study on self-handicapping. This is a type of **self-fulfilling prophecy** in which people prevent their own success.

Task 6. Listen and read the course description again. What is a potential disadvantage of using social comparison?

LISTENING

Task 7. Listen to a conversation between a psychologist and a patient. Choose the correct answers.

1. What is the conversation mostly about?

- A the woman's errors in attributing behavior
- B the woman's attitude about her job
- C the woman's cognitive dissonance about a problem
- D the woman's impression formation of others

2. According to the man, what might be preventing the woman's success?

- A** a self-fulfilling prophecy
- B** the person-positivity bias
- C** the actor-observer effect
- D** an attribution error

Task 8. Listen again and complete the conversation.

Psychologist: I believe there are a couple of factors affecting you.

For one, you're relying too much on 1_____.

Patient: What 2_____?

Psychologist: You always 3_____ to your co-workers' success. In particular, you focus too much on Tim. Patient: But Tim always does so well. 4_____ why he gets so much attention.

Psychologist: Well, analyzing Tim isn't 5_____. You need to focus on your own work.

Patient: Okay, I guess you 6_____. After all, he does not even work in my department.

SPEAKING

Task 9. With a partner, act out the roles below based on Task 8. Then, switch roles.

USE LANGUAGE SUCH AS:

I believe there are a couple of ...

I guess you have ... / You mean ... ?

Student A: You are a psychologist. Talk to Student B about:

- a problem in his or her life

- what social factors are affecting him or her
- your suggestions for improving the situation

Student B: You are a patient. Talk to Student A about a problem in your life.

WRITING

Task 10. Use the course description and the conversation from Task 9 to write the psychologist's notes about a patient. Include: the patient's problem, which social factors may be affecting him or her, and what you advised him or her to do.