

CHAPTER TWO: PERSON PERCEPTION

Learning Objectives

1. Describe the kinds of information that are important in forming impressions of other people.
2. Discuss some processes that allow us to move very quickly from observations of behavior to inferences of enduring traits.
3. Explain how motivation and affect can influence person perception.
4. Identify the assumptions and basic principles of attribution theory and be able to distinguish between the Jones and Davis and Kelley models.
5. Describe the fundamental attribution error, the actor-observer effect, the false consensus effect, and the self-serving attributional bias and explain why they occur.
6. Discuss how accurate people are in drawing inferences about the personality and the emotional states of others.
7. Explain the nonverbal cues we use in drawing inferences about others and indicate which of these cues are most important in detecting when others are lying.

Multiple Choice

- 2.1 Person perception includes
- a. how we form impressions of people
 - b. what kinds of information we use to form impressions of people
 - c. how accurate our impressions of people are
 - d. all of the above
- Answer: D Page: 33 Type: CON
- 2.2 Which is NOT one of the text's six general principles of impression formation?
- a. People form impressions on the basis of little information.
 - b. The perceiver's goals and needs influence perception.
 - c. Perceivers tend to interpret behavior in isolation, ignoring the context.
 - d. Perceivers organize information by categorizing stimuli.
- Answer: C Page: 33 Type: CON
- 2.3 If someone has a "baby-face," we expect them to be
- a. affectionate
 - b. smart
 - c. a leader
 - d. extroverted
- Answer: A Page: 34 Type: CON

- 2.4 If someone has an attractive face, we expect them to be
- a. mature
 - b. intelligent
 - c. extroverted
 - d. lazy

Answer: B

Page: 34

Type: CON

- 2.5 Michael is 7 feet tall. When he walks into a room, everyone notices his height, but few people notice his clothes or his hairstyle. This demonstrates
- a. the figure-ground principle
 - b. categorization
 - c. an implicit personality theory
 - d. the contrast effect

Answer: A

Page: 34

Type: APP

- 2.6 Salience has an impact on person perception because
- a. evaluations of salient people are more extreme than evaluations of less salient people
 - b. salient people are seen as having more influence over their social context
 - c. salience increases the coherence of an impression
 - d. all of the above

Answer: D

Page: 34

Type: FAC

- 2.7 How are you most likely to describe a friend to a new person?
- a. "He didn't shower today."
 - b. "He wore jeans yesterday."
 - c. "He's messy."
 - d. "He didn't clean his dishes this morning."

Answer: C

Page: 35

Type: APP

- 2.8 When you see a person helping an elderly woman down a flight of steps, you assume she is kind, and therefore friendly, warm, and helpful. This is an example of
- a. an assimilation effect
 - b. the averaging principle
 - c. an implicit personality theory
 - d. a shift of meaning

Answer: C

Page: 35

Type: APP

- 2.9 Kelley (1950) conducted a study in which two groups of students heard a lecture. The students who had been told the lecturer was "warm" formed more positive impressions than the group who had been told he was "cold." This experiment demonstrated the effects of
- a. central traits
 - b. motivated perception
 - c. the positivity bias
 - d. the additive model

Answer: A

Page: 36

Type: FAC

- 2.10 Social categories such as _____ influence our perceptions of people.
- a. gender
 - b. social class
 - c. race
 - d. all of the above

Answer: D

Page: 37

Type: CON

- 2.11 Who are we more likely to think is a rude person?
- a. the woman we don't know who steps in front of us in line at the store
 - b. our roommate who snaps at us after she failed a test
 - c. our mother who says she can't talk because her soap opera is on when you call her
 - d. the bus driver who is usually friendly but does not respond to our "hello" today

Answer: A

Page: 37

Type: APP

- 2.12 Research has shown that one advantage of the tendency to categorize a person is that it
- a. leads to greater accuracy
 - b. leads to more complex, differentiated impressions
 - c. speeds up information processing
 - d. all of the above

Answer: C

Page: 37

Type: FAC

- 2.13 When people are motivated to make impressions quickly, they will often use
- a. stereotypic information
 - b. individuated information
 - c. negative impressions
 - d. positive impressions

Answer: A

Page: 37

Type: CON

- 2.14 We often form impressions of people rapidly, using categorization, but when we need to know a person accurately and thoroughly, we form impressions in a systematic, piecemeal fashion. This is a description of
- a. the weighted-averaging model
 - b. the figure-ground principle
 - c. the implicit personality theory
 - d. the continuum model of impression formation

Answer: D Page: 38 Type: CON

- 2.15 _____ refers to a biasing effect on judgments away from the environmental context.
- a. Dual processing
 - b. Heuristic
 - c. Contrast
 - d. Assimilation

Answer: C Page: 38 Type: CON

- 2.16 Seth has just been looking at a magazine with pictures of beautiful women in it when his girlfriend walks in. If he were to experience a contrast effect,
- a. he would evaluate his girlfriend on a dimension other than physical attractiveness
 - b. he would perceive his girlfriend as less attractive than usual
 - c. he would be likely to think of all his girlfriend's negative qualities
 - d. none of the above

Answer: B Page: 38 Type: APP

- 2.17 We meet Angela and Marta at a bar. Angela is very attractive, but Marta is less attractive than Angela. Marta is viewed as more attractive than she actually is because of Angela's presence, and this can be explained by
- a. contrast
 - b. heuristics
 - c. dual processing
 - d. assimilation

Answer: D Page: 38 Type: APP

- 2.18 What determines whether contrast or assimilation effects will occur?
- a. Assimilation is more likely to occur when cognitive load is low.
 - b. Assimilation is more likely to occur when information is processed at a superficial level.
 - c. Contrast is more likely to occur when there is no relevant context information available.
 - d. Contrast is more likely to occur when we don't know the person being evaluated.

Answer: B Page: 38 Type: CON

- 2.19 You meet a person at a party and you judge him to be sophisticated, intelligent, humorless, and unethical. According to research on the negativity effect, which trait should affect your impression of him the most?
- a. sophisticated
 - b. intelligent
 - c. humorless
 - d. unethical

Answer: D

Page: 39

Type: APP

- 2.20 When forming an overall impression of someone, we are more likely to weigh which characteristic more heavily?
- a. friendliness
 - b. helpfulness
 - c. rudeness
 - d. extraversion

Answer: C

Page: 39

Type: APP

- 2.21 Even though Drew's teacher is not always helpful, he may rate all of his teachers well on helpfulness because of the
- a. negativity bias
 - b. positivity bias
 - c. dual process
 - d. socialization

Answer: B

Page: 39

Type: APP

- 2.22 Studies have shown that when we perceive someone to be in a (n) _____ mood, we engage in rapid, stereotypic processing of their characteristics.
- a. angry
 - b. neutral
 - c. happy
 - d. sad

Answer: C

Page: 40

Type: FAC

- 2.23 According to the weighted averaging model of person perception,
- a. people do not make real attempts to integrate all the information they perceive about others
 - b. negative traits are weighted more heavily than positive traits
 - c. traits related to social categories are weighted more heavily than other types of information
 - d. traits that are believed to be most important are weighted more heavily than less important traits

Answer: D

Page: 40

Type: CON

- 2.24 The fact that the trait "intelligent" might be a positive characteristic in one context, but a negative characteristic in another, is referred to as
- the central trait effect
 - an implicit personality theory
 - an assimilation effect
 - a shift of meaning effect

Answer: D Page: 40 Type: CON

- 2.25 The halo effect demonstrates the value that people place on _____ in their impressions.
- positivity
 - salience
 - consistency
 - frequency

Answer: C Page: 41 Type: CON

- 2.26 A prototype of a ballet dancer is
- male, stocky, overweight, likes football
 - female, average size, plays basketball
 - female, thin, dainty, has good coordination, graceful
 - male, has a beard, watches hockey, loves NASCAR

Answer: C Page: 42 Type: APP

- 2.27 Julia believes that professors are intelligent, bookish, forgetful, and disorganized. Her belief is an example of
- an exemplar
 - a role schema
 - the central trait effect
 - the figure-ground principle

Answer: B Page: 42 Type: APP

- 2.28 Wanda evaluates the man she just started dating by comparing him to an "old flame," her old boyfriend, Miguel. Wanda is using a(n)
- exemplar
 - role schema
 - prototype
 - stereotype

Answer: A Page: 42 Type: APP

- 2.29 If you wanted to help a friend remember as much information as possible about his new acquaintance, which instructions would you give him?
- "Remember as much as you can about him."
 - "Don't worry about being accurate."
 - "Remember that you will be interacting with him again in the future."
 - "Compare yourself to him."

Answer: C Page: 43 Type: APP

- 2.30 Which statement about the effect of goals on people's impressions of others is NOT true?
- Trying to remember as many separate pieces of information about a person as possible results in organized, coherent impressions.
 - A desire for accuracy results in more extensive impressions.

- c. More careful impressions are formed when one's goals depend on another's behavior.
- d. People are generally unaware of the effects of social goals on impressions.

Answer: A

Page: 43

Type: FAC

2.31 Scott is very preoccupied with final exams. He meets Arie, who is also preoccupied with exams and seems cold and aloof because of this. Because of Scott's mental state, he would think

- a. Arie is always cold and aloof
- b. it takes Arie a while to warm up to you
- c. Arie likes him
- d. Arie's a very nice person when she's not stressed

Answer: A

Page: 44

Type: APP

2.32 _____ theorists are people who see personality traits as fixed, and who frequently make global trait judgments and see them as strong determinants of behavior.

- a. Correspondent inference
- b. Entity
- c. Incremental
- d. Attribution

Answer: B

Page: 45

Type: CON

2.33 Attribution theory analyzes how we

- a. make decisions and solve problems
- b. make impressions on others
- c. explain people's behavior
- d. form attitudes about issues

Answer: C

Page: 46

Type: CON

2.34 Theorizing about attributions began with the work of

- a. Daryl Bem
- b. Fritz Heider
- c. Ellen Langer
- d. Harold Kelley

Answer: B

Page: 46

Type: FAC

2.35 Which person is most likely to engage in a search for causal explanation?

- a. the victim of a serious injury
- b. the winner of a local political election
- c. the person viewing a spectacular sunset
- d. the recipient of an unexpected gift

Answer: A

Page: 46

Type: APP

2.36 Jones and Davis's theory of correspondent inferences specifies the conditions under which you are most likely to

- a. excuse unfriendly behavior
- b. blame behavior on difficult circumstances
- c. conclude that people's dispositions cause their behavior
- d. admit your own selfish motives

Answer: C Page: 46 Type: CON

- 2.37 Research on correspondent inference theory has shown that all of the following can be a basis for inferring dispositions EXCEPT
- a. choice
 - b. social role
 - c. social desirability
 - d. social learning

Answer: D Page: 47 Type: CON

- 2.38 According to theorist Harold Kelley, when making attributions about the causes of others' behavior, people use information about
- a. consistency, distinctiveness, and consensus
 - b. actor-observer differences in perspective
 - c. complementarity, commonality, and closure
 - d. all of the above

Answer: A Page: 48 Type: FAC

- 2.39 If your friend seems happy only after her parents come for a visit, you assume the visits cause her happiness. You reach this conclusion by using the principle of
- a. covariation
 - b. discounting
 - c. salience
 - d. consistency

Answer: A Page: 48 Type: APP

- 2.40 You may have difficulty explaining why the car salesperson is being nice to you because he may be intrinsically friendly, but he may also just be trying to sell you a car. This is an example of
- a. the fundamental attribution error
 - b. the discounting principle
 - c. the covariation principle
 - d. the actor-observer bias

Answer: B Page: 48 Type: APP

- 2.41 Suppose that Karl is having trouble with his new computer. In trying to explain the cause of his problem, which question deals with consistency rather than with distinctiveness or consensus?
- a. Does Karl have trouble with other computers or only this one?
 - b. Does Karl usually have trouble with his computer?
 - c. Do other people have similar problems with this computer?
 - d. none of the above

Answer: B

Page: 48

Type: APP

- 2.42 Overattribution to dispositions and underattribution to situations is called
- a. the false consensus effect
 - b. the dispositional fallacy
 - c. the self-centered bias
 - d. the fundamental attribution error

Answer: D

Page: 49

Type: CON

- 2.43 Jones and Harris (1967) had students read debaters' speeches either supporting or attacking Cuban leader Fidel Castro. When the students were later told that the debater's position had been assigned, they
- a. assumed the speech reflected the demands of the assignment
 - b. described the speaker's position as misinformed
 - c. concluded the speech reflected the speaker's true feelings
 - d. evaluated the speech more harshly

Answer: C

Page: 49

Type: FAC

- 2.44 According to one explanation for the fundamental attribution error, we may be most likely to make the error when
- a. we are bored
 - b. we are emotionally aroused
 - c. we are socially inept
 - d. we are cognitively busy

Answer: D

Page: 50

Type: CON

- 2.45 We tend to infer dispositional causes for others' behavior, and we infer situational causes for our own behavior. This is known as
- a. the false consensus effect
 - b. the self-serving attributional bias
 - c. the actor-observer bias
 - d. the self-centered bias

Answer: C

Page: 51

Type: CON

- 2.46 Which statement about the actor-observer bias is NOT true?
- a. People see their own behavior as less stable than others'.
 - b. People view negative behavior as more dispositionally caused than positive behavior.
 - c. Actors and observers have access to different information that may lead to the bias.
 - d. Differences in salience may help explain the actor-observer bias.

Answer: B

Page: 51

Type: CON

- 2.47 A student who says, "I study about two hours a night, which is probably about the same as most college students," may be demonstrating the
- a. false consensus effect
 - b. fundamental attribution error
 - c. self-serving bias
 - d. defensive attribution effect

Answer: A

Page: 51

Type: APP

- 2.48 Attitudes and opinions show _____, whereas one's own highly valued skills and abilities tend to show _____.
- a. the self-serving bias; the self-centered bias
 - b. the self-centered bias; the self-serving bias
 - c. the false uniqueness effect; the false consensus effect
 - d. the false consensus effect; the false uniqueness effect

Answer: D

Page: 52

Type: CON

- 2.49 When Paula wins a tennis match she assumes that she is the better player. When she loses, she blames it on the weather or on the poorly maintained courts. Paula demonstrates the
- a. self-serving attributional bias
 - b. false uniqueness effect
 - c. ego-maintenance syndrome
 - d. fundamental attribution error

Answer: A

Page: 52

Type: APP

- 2.50 About which characteristic are perceivers most likely to achieve consensus?
- a. sense of humor
 - b. intelligence
 - c. honesty
 - d. conscientiousness

Answer: B

Page: 53

Type: FAC

- 2.51 Darwin argued that universal expressions of emotion evolved because
- they make social interactions between individuals more pleasant
 - they make communication more efficient
 - they allow people to express, rather than repress, their true feelings
 - communicating emotions accurately increases an individual's chance of survival

Answer: D

Page: 55

Type: CON

- 2.52 Research has shown that lowered brow facial expressions are most associated with
- fear
 - sadness
 - dominance
 - surprise

Answer: C

Page: 55

Type: FAC

- 2.53 According to research on the recognition of emotions, which emotion would be most difficult to distinguish from happiness?
- surprise
 - sadness
 - anger
 - disgust

Answer: A

Page: 56

Type: CON

- 2.54 Which is NOT one of the three main channels through which people communicate?
- verbal communication
 - territorial markers
 - paralanguage
 - visible nonverbal cues

Answer: B

Pages: 56-59

Type: CON

- 2.55 In general, research has shown that the more _____ a person feels toward another, the _____ he or she will stand.
- intimate; closer
 - angry; closer
 - sexually interested; farther away
 - anxious; farther away

Answer: A

Page: 57

Type: FAC

- 2.56 Which factor influences the meaning of gestures?
- culture
 - social context
 - the person making the gesture
 - all of the above

Answer: D

Page: 58

Type: CON

2.57 Bavelas and colleagues (1986) had research participants observe a confederate get injured. When the confederate made eye contact with the participants, the participants expressed more _____ than when the confederate made no eye contact.

- a. amusement
- b. romantic interest
- c. empathy
- d. anger

Answer: C

Pages: 58-59

Type: FAC

2.58 "Paralanguage" is important in forming and maintaining impressions. This term refers to

- a. all nonverbal information, including gestures, eye contact, etc.
- b. variations in speech, not including the actual verbal content
- c. the synchrony of speech and body movement that occurs between people of similar backgrounds and temperaments
- d. the use of colloquialisms and slang that conveys information about background and education

Answer: B

Page: 59

Type: CON

2.59 Research on the relative influence of the three channels of communication shows that

- a. visible information is most important for determining which emotion is being expressed
- b. paralanguage is most important for determining which emotion is being expressed
- c. verbal information is most important for determining which emotion is being expressed
- d. people are unable to determine emotion without information from all three channels

Answer: C

Page: 59

Type: FAC

2.60 Nonverbal leakage refers to

- a. the importance of nonverbal information for determining how intelligent a person is
- b. the fact that people's nonverbal behavior may display emotions that they are trying to conceal
- c. people's inability to control their nonverbal behavior when they are happy or excited
- d. none of the above

Answer: B

Page: 59

Type: CON

2.61 Which means of communication is least likely to "leak" a person's true emotions when lying?

- a. facial expressions
- b. paralinguistic cues
- c. gestures
- d. physical distance

Answer: A

Page: 60

Type: FAC

2.62 When a person has a motivation to lie, such as wanting to impress an attractive person by falsely agreeing with their point of view, research suggests that

- a. people find it harder to detect the lie
- b. the lie is only communicated through verbal, not nonverbal, cues

- c. there is no nonverbal leakage
- d. people find it easier to detect the lie

Answer: D

Page: 60

Type: CON

- 2.63 Research has shown that people who have been warned that a target person may be lying
- a. are better able to detect the lying than if they were not warned
 - b. are less confident but more accurate in their judgments about whether the person is lying
 - c. tend to perceive all people as more deceptive but are no more accurate than if they were not warned
 - d. tend to focus on facial expressions rather than verbal cues

Answer: C

Page: 60

Type: CON

- 2.64 If you knew you were telling a lie and you wanted another person to believe you, research suggests that you should do all of the following EXCEPT
- a. try not to hesitate
 - b. raise the pitch of your voice
 - c. blink your eyes as little as possible
 - d. try to appear relaxed

Answer: B

Page: 61

Type: APP

- 2.65 Cultural norms regarding how people should convey emotion to others are known as
- a. display rules
 - b. cultural markers
 - c. paralanguage
 - d. central traits

Answer: A

Page: 62

Type: CON

- 2.66 Studies of sex differences in the use and interpretation of nonverbal behavior indicate that
- a. women are more accurate interpreters of nonverbal cues than are men
 - b. women are more open in the expression of emotion than are men
 - c. women use more nonverbal behavior when interacting with others
 - d. all of the above

Answer: D

Page: 62

Type: FAC

True-False Questions

- 2.67 People form impressions of others quickly from very little information.

Answer: T

Page: 33

- 2.68 People gather surprisingly detailed and elaborate information before forming an impression.

Answer: F Page: 33

- 2.69 A perceiver's goals and needs influence perception.

Answer: T Page: 33

- 2.70 People tend to think of other people within the role they play before thinking about their personality.

Answer: T Page: 34

- 2.71 People tend to look at another's behavior and appearance only after making up their mind about what the other person is like.

Answer: F Page: 34

- 2.72 Evaluations of salient people are less extreme than evaluations of less salient people.

Answer: F Page: 34

- 2.73 Salient people are seen as having more influence over their social context.

Answer: T Page: 35

- 2.74 What someone tells us about a new person before we meet the new person usually does not affect our judgment of them.

Answer: F Page: 36

- 2.75 Sociability and intellectual competence are the two most important dimensions that people use for making trait inferences about others.

Answer: T Page: 37

- 2.76 Perceivers have a preference for individuated judgments over category-based judgments.

Answer: F Page: 37

- 2.77 Deciding that a person is a member of a particular social category usually does not lead us to use our stereotype of the group to judge the person.

Answer: F Page: 37

- 2.78 Information that is consistent with a prototype of a category is processed slower than information that is inconsistent with it.
Answer: F Page: 37
- 2.79 Social judgments are not dependent on contextual information.
Answer: F Page: 38
- 2.80 Assimilation is more likely to occur when people are processing information at a stereotypic level.
Answer: T Page: 38
- 2.81 During impression formation, we tend to pay more attention to positive information and less attention to potentially threatening information.
Answer: F Page: 39
- 2.82 Negative information is weighed more heavily when forming an overall impression of someone.
Answer: T Page: 39
- 2.83 The negativity effect refers to the fact that we generally assume the worst about people unless they prove otherwise.
Answer: F Page: 39
- 2.84 We infer what people are like from the emotions they express.
Answer: T Page: 40
- 2.85 According to the averaging principle, we average all traits but weight important ones more when forming an overall impression of someone.
Answer: T Page: 40
- 2.86 Research on integrating impressions of others tends to support the weighted averaging model.
Answer: T Page: 40
- 2.87 The tendency toward evaluative consistency is known as the halo effect.
Answer: T Page: 41
- 2.88 Information that is incongruent with our impressions often gets remembered.

Answer: T Page: 41

- 2.89 Perceivers form inferences about others based on the particular group role they hold.

Answer: T Page: 42

- 2.90 When we have a lot of information about someone, we are most likely to fall back on prototypes for categories.

Answer: F Page: 42

- 2.91 The goals we have for interacting with a person influence how we gather information about them.

Answer: T Page: 43

- 2.92 Research shows that people remember less from an interaction when they expect to interact with someone in the future.

Answer: F Page: 43

- 2.93 When we experience arousal, we are more likely to make extreme judgments of people.

Answer: T Page: 45

- 2.94 The most extremely distressing events in life stimulate the greatest search for causal explanations.

Answer: T Page: 46

- 2.95 Behavior that is constrained by a role is usually informative about a person's underlying beliefs or behaviors.

Answer: F Page: 47

- 2.96 When we learn that there are other potential explanations for someone's behavior, we are less likely to make dispositional attributions.

Answer: T Page: 47

- 2.97 In order for something to be the cause of behavior, it must be present when the behavior occurs and absent when it does not.

Answer: T Page: 48

- 2.98 We are more likely to attribute others' behaviors to their general disposition than to the situation they are in.

Answer: T Page: 49

- 2.99 When we are cognitively busy we're more likely to focus on situational factors and less on context.

Answer: T Page: 50

- 2.100 Americans and Western Europeans offer dispositional explanations for behavior far more often than do members of other cultures.

Answer: T Page: 50

- 2.101 When we feel empathy for a person, the actor-observer effect is weakened.

Answer: T Page: 51

- 2.102 People tend to imagine that everyone responds the way they do to the same things.

Answer: T Page: 51

- 2.103 With respect to their highly valued skills and abilities, most people are prone to the false consensus effect.

Answer: F Page: 51

- 2.104 A person who takes credit for successes and denies responsibility for failures is exhibiting the self-serving attributional bias.

Answer: T Page: 52

- 2.105 Attributing success to one's own efforts, particularly one's enduring characteristics, may make people more likely to attempt related tasks in the future.

Answer: T Page: 52

- 2.106 Perceivers agree more on the likeability of specific target persons than they do on their traits or other attributes.

Answer: T Page: 54

- 2.107 Sharing a cultural background usually leads to less accurate inferences than if the perceiver and the perceived come from different cultures.

Answer: F Page: 54

- 2.108 For the most part, we are overconfident about predicting the behavior of both other people and ourselves.
Answer: T Page: 54
- 2.109 Typically the eyebrows are raised on dominant individuals and submissive individuals.
Answer: F Page: 55
- 2.110 Researchers have identified three universal emotions that can be identified accurately by most people in most cultures.
Answer: F Page: 56
- 2.111 In general, the more friendly and intimate a person feels toward another, the closer he or she will stand.
Answer: T Page: 57
- 2.112 The social context in which a gesture is made influences its meaning.
Answer: T Page: 58
- 2.113 When someone does not make eye contact during a conversation, we tend to interpret this as an indication that he or she is not really involved in the interaction.
Answer: T Page: 58
- 2.114 Paralanguage refers to the intended meaning of speech, regardless of the superficial verbal meaning.
Answer: F Page: 59
- 2.115 Body language is much more important than verbal information for determining which emotion a person is expressing.
Answer: F Page: 59
- 2.116 Liars often betray themselves through paralinguistic expressions of anxiety, tension, and nervousness.
Answer: T Page: 60
- 2.117 The face is more likely than the body to reveal deception.
Answer: F Page: 60
- 2.118 Research shows that people are better able to detect the fact of lying than they are at detecting the nature of the liar's true feelings.
Answer: T Page: 60

2.119 Women are more accurate interpreters of nonverbal cues than are men.

Answer: T

Page: 62

Fill in the Blank Questions

2.120 People direct their attention to those aspects of what they see that stand out rather than blend. This is known as _____.

Answer: the figure-ground principle

Page: 34

2.121 The figure-ground principle suggests that we pay most attention to a person's _____ features.

Answer: salient

Page: 34

2.122 Brightness, noisiness, motion, and novelty are the most powerful salient cues, according to _____ principles of object perception.

Answer: Gestalt

Page: 34

2.123 Assuming someone is friendly, warm, and helpful simply because you know she is kind is an example of a(n) _____ personality theory.

Answer: implicit

Page: 35

2.124 Traits that are highly associated with many other characteristics have been called _____.

Answer: central traits

Page: 36

2.125 Research has shown that "warm" is a(n) _____ trait of person perception.

Answer: central

Page: 36

2.126 Perceivers have a preference for _____-based judgments.

Answer: category Page: 37

- 2.127 The distinction between stereotypical impressions and individuated impressions based on information about particular behavior is called _____.

Answer: dual processing Page: 37

- 2.128 A _____ is a rule of thumb that reduces complex information to a simple cue.

Answer: heuristic Page: 38

- 2.129 We rate a person as less funny if they are preceded by someone who is very funny because of _____.

Answer: contrast Page: 38

- 2.130 The most important dimension people use in forming impressions of others is _____.

Answer: evaluation Page: 39

- 2.131 The principle that a positive trait affects an impression less than does a negative trait is known as the _____ effect.

Answer: negativity Page: 39

- 2.132 According to the _____ model of person perception, more important traits influence a person's impression more than less important ones.

Answer: weighted averaging Page: 40

- 2.133 Because of the _____, we tend to assume that if someone is likeable they have other positive traits as well.

Answer: halo effect Page: 41

- 2.134 A _____ of something is an organized, structured set of cognitions, including some knowledge of the category, some relationships among the various cognitions about it, and some specific examples.

Answer: schema Page: 41

- 2.135 We tend to put people into categories based on some abstract ideal, or _____, that we have of the category.

Answer: exemplar Page: 42

- 2.136 _____ theorists believe that personality traits are fixed and see trait judgments as strong determinants of behavior.

Answer: Entity Page: 45

- 2.137 According to correspondent inference theory, we are more likely to make a(n) _____ attribution when the behavior is socially undesirable.

Answer: dispositional Page: 46

2.138 _____ refers to people's tendency to look for an association between a particular effect and a particular cause across different conditions.

Answer: covariation Page: 48

2.139 According to the _____ principle, we are less likely to attribute an effect to a particular cause if more than one cause is likely.

Answer: discounting Page: 48

2.140 The fundamental attribution error refers to people's tendency to overattribute behavior to _____.

Answer: dispositions Page: 49

2.141 The _____ refers to the tendency for people to make situational attributions for their own behavior, but dispositional attributions for the behavior of others.

Answer: actor-observer bias Page: 51

2.142 The tendency to exaggerate how common our own behavior and opinions are is called the _____.

Answer: false consensus effect Page: 51

2.143 The self-serving attributional bias suggests that people are likely to deny responsibility for _____.

Answer: failure Page: 52

2.144 People can typically distinguish the major groups of emotions using _____.

Answer: facial cues Page: 55

2.145 Distance, gesture, and eye contact are all expressed through the _____ channel of communication.

Answer: visible Pages: 57-58

2.146 _____ refers to variations in speech other than actual verbal content.

Answer: paralanguage Page: 69

2.147 A person who tells a lie, but whose nonverbal cues reveal the deception, is demonstrating nonverbal _____.

Answer: leakage Page: 59

2.148 Motivated liars seem to work harder to control their _____, and are therefore more obvious to observers.

Answer: nonverbal behaviors Page: 60

2.149 Cultural norms regarding how one should convey emotions are called _____.

Answer: display rules

Page: 62

Short Answer Questions

- 2.150 What effects do salient cues have on person perception?
- 2.151 What are the possible consequences of categorizing people?
- 2.152 Define and explain the difference between contrast and assimilation effects. When is each likely to occur?
- 2.153 Explain the differences in attributions made by actors and observers.
- 2.154 Compare and contrast the false consensus and false uniqueness effects.
- 2.155 Explain how the weighted averaging model accounts for impression formation and give an example.
- 2.156 Explain how a trait can undergo a "shift of meaning" and give an example.
- 2.157 Compare and contrast the positivity bias and the negativity effect.
- 2.158 Discuss the evolutionary explanation for recognition of human emotion.
- 2.159 How can being "cognitively busy" affect our ideas about person perception?
- 2.160 Define and discuss the significance of paralanguage.
- 2.161 Why might humans mimic the facial expressions of others?
- 2.162 Describe three "giveaways" that can be used to detect when a person is lying.
- 2.163 Describe how someone may look or act if they are attracted to their conversation partner.

Essay Questions

- 2.164 "We use the context of a person's behavior to infer its meaning, rather than interpreting the behavior in isolation." Explain and support this statement with concepts and research findings described in the text.
- 2.165 You go to a party and are introduced to a new person. Describe the types of information that you might observe about this person and explain how each type might affect your impression.
- 2.166 Identify and explain some of the concepts that demonstrate how perceivers attempt to arrive at a meaningful impression of whole persons rather than trying to absorb each new piece of information separately.
- 2.167 Identify and explain the three types of information described in Kelley's covariation model. Use these three types to explain how we would arrive at an attribution for Joe yelling at his roommate Scott.
- 2.168 Explain the basic purpose of correspondent inference theory. Identify and describe three cues that we might use when making an attribution according to this theory.
- 2.169 Identify and explain three examples of attributional errors or biases and provide an example of each.
- 2.170 Explain why the false consensus effect occurs.
- 2.171 Discuss the reasons for our inaccuracies in personality judgment.
- 2.172 Identify and describe four nonverbal cues that can be detected in the visible channel.
- 2.173 Explain the concept of nonverbal leakage and describe its role in the detection of deception.