Social Perception: Book Component Study Guide – True / False

_____ 1. Social perception includes the processes we use to try to understand other people.

_____ 2. Nonverbal communications include facial expressions, eye contact, body movements, and sounds.

_____ 3. Facial expressions are universal across all cultures and carry information about other people's motives.

_____ 4. Nonverbal cues cannot be used to detect deception.

_____ 5. Women are better than men at using and understanding nonverbal cues.

_____ 6. Attribution involves our efforts to understand why other people act the way that they do.

_____ 7. The theory of correspondent inference suggests that we try to infer other people's traits from key aspects of their behavior.

_____ 8. Kelley's theory of causal attribution focuses on central and peripheral traits.

_____ 9. Discounting consists of downplaying the importance of a particular possible cause for someone's behavior when there are other possible causes present.

_____ 10. The tendency to attribute positive outcomes to internal causes and negative outcomes to external causes is known as the actor-observer effect.

_____ 11. The tendency to explain other people behaviors as being caused from dispositions even when situational causes are present is known as correspondence bias.

_____ 12. People who are depressed frequently display the self-serving bias.

_____ 13. Impression formation involves efforts to influence the way that other people perceive us.

_____ 14. Impression management consists of two techniques that require considerable effort to use effectively.

_____ 15. One approach to impression management relies on self-enhancement horizontal efforts to encourage positive moods in other people.
Short Answer: Write the word or phrase that best answers the question.

1. Describe the role that facial expressions play in our social perceptions.

2. Describe some of the nonverbal cues that are associated with deception.

3. According to the theory of correspondent inferences, what kinds of behaviors reveal the most about a person's personality traits?

4. Describe the actor-observer effect.

5. Distinguish between exemplars and abstractions, as they regard impression formation.