

Andy Hertel
Introduction to Social Psychology

**Psychology 3201:
Introduction to Social
Psychology**

Elliott Hall Room N119
Wednesday, October 5
2:30-4:25PM

Today

- Re-cap from 10/03/05
- The “me” of the self
- Example test items

Re-cap of 10/03/05

- We take it as self-evident that there is a self, and we are aware of the self through
 - Reflexive consciousness
 - “Who am I?”
 - Interpersonality
 - “He/she has a knockout smile”
 - Agency
 - Getting out of bed early to do work

Re-cap of 10/03/05

- Unity is a defining feature of the self
 - We have one self
 - This allows us to perceive consistency in our lifehood
 - It is *you* who were born, and *you* who are now in this classroom

Re-cap of 10/03/05

- William James
 - “I” knower
 - “me” known
 - “I” knowing “me” = reflexive consciousness
- Self ≠ “me”
 - We do not directly perceive the self
 - “Me” is a picture of the self; it is a construct

Re-cap of 10/03/05

- “I” changes across
 - Historical context
 - Culture
 - Individual differences

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The Self as Known

- William James
 - “Me”
 - Self-concept vs. self-esteem

The Self-Concept

- Self-concept = many self-conceptions
 - Physical
 - Physical qualities
 - Social
 - Relationships, group memberships, social roles, attitudes
 - Psychological
 - Traits, states, attitudes
 - Holistic
 - Abstract, vague

The Self-Concept

- Possible self-conceptions
 - Self-conceptions that describe what you could or want to be
 - “healthy,” “successful,” “parent,” etc.
 - Generated from the standpoint of yourself or other people
 - Can serve as self-guides

The Self-Concept

- Self-discrepancy theory (Higgins, 1987)
 - Ought self-conceptions
 - Determined by our sense of duty, responsibility, or obligation (i.e., who we *should* be)
 - Ideal self-conceptions
 - determined by our hopes, wishes, and dreams, as well as those that others have for us (i.e., who we *would like* to be)

The Self-Concept

- Self-discrepancy theory (Higgins, 1987)

Discrepancy	Standpoint	Emotion
Actual-ought	Own	Guilt

The Self-Concept

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Discrepancy	Standpoint	Emotion
Actual-ought	Own	Guilt
	Others	Shame

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Discrepancy	Standpoint	Emotion
Actual-ought	Own	Guilt
	Others	Shame
Actual-ideal	Own	Disappointment

The Self-Concept

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Discrepancy	Standpoint	Emotion
Actual-ought	Own	Guilt
	Others	Shame
Actual-ideal	Own	Disappointment
	Others	Lack of pride

The Self-Concept

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Discrepancy	Standpoint	Emotion
Actual-ought	Own	Guilt
	Others	Shame
Actual-ideal	Own	Disappointment
	Others	Lack of pride

- The Self-Concept**
- Working self-concept
 - The set of self-conceptions we are aware of at any give point in time
 - Because we are aware of only certain self-conceptions at any given point in time, incompatible self-conceptions can co-exist

- Organization of the Self-Concept**
- We organize self-conceptions around those that are central to our self-concept in the form of self-schemas
 - Self-schemas
 - Cognitive generalizations about the self, derived from past experiences, that organize and guide processing of self-related information (Markus, 1977)
 - Is a self-conception central to your self-concept?
 - Yes = schematic
 - No = aschematic


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Organization of the Self-Concept

- Markus (1977)
 - Schematics
 - Independents
 - Rated themselves as highly independent *and* said that this dimension was very important to their sense of self
 - Dependents
 - Rated themselves as highly dependent *and* said that this dimension was very important to their sense of self
 - Aschematics
 - Rated themselves as neither independent nor dependent *and* said that this dimension was not very important to their sense of self

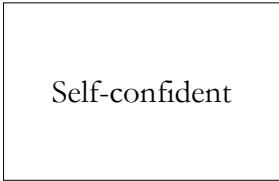
Organization of the Self-Concept

- Markus (1977)



Organization of the Self-Concept

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Organization of the Self-Concept

- Markus (1977)



Organization of the Self-Concept

- Markus (1977)



Organization of the Self-Concept

	Independent adjectives	Dependent adjectives
Independents	9.5	8.5
Aschematics	8	11
Dependents	4	12.5

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Organization of the Self-Concept

	Independent adjectives	Dependent adjectives
Independents	1.0 s	2.25 s
Aschematics	2.15 s	2.15 s
Dependents	2.65 s	2.2 s

Organization of the Self-Concept

- We are more sensitive to information that is congruent with our self-schemas
 - Self-schemas function much like other schemas

Organizational Properties

- Self-complexity
 - High self-complexity
 - Many self-schemas
 - Conceptions within self-schemas do not overlap across self-schemas
 - Low self-complexity
 - Few self-schemas
 - Conceptions within self-schemas overlap across schemas

Organizational Properties

- Linville (1985)
 - 106 college students asked to sort trait adjectives to reflect their self-concepts in different roles
 - High self-complexity: lots of roles, little overlap
 - Low self-complexity: fewer roles, more overlap

Organizational Properties

With men	With friends	With family	Studies
Outgoing	Humorous	Emotional	Quiet
Playful	Affectionate	Playful	Stodious
Reflective	Assertive	Reflective	Organized
Mature	Outgoing	Mature	Mature
Emotional	Mature	Assertive	Reserved
Assertive	Emotional	Humorous	industrious
Competitive	Reflective	Outgoing	
Relaxed	Soft-hearted	Individualist	
Humorous	Not studious	unconventional	
Affectionate			

Organizational Properties

At home	At school	Social life	Work life
Lazy	Reflective	Outgoing	Industrious
Emotional	Reserved	Humorous	Rebellious
Relaxed	Unorganized	Quiet	Playful
Humorous	Lazy	Relaxed	Outgoing
Playful	Insecure	Playful	Assertive
Affectionate	Conformist	Insecure	Relaxed
Unorganized		Impulsive	
Soft-hearted			
Not studious			

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Organizational Properties

- Linville (1985)
 - Student reported current stressors (e.g., academic expectations, financial concerns, relationship difficulties)
 - Same measures 2 weeks later *and* measures of depression and illness

Organizational Properties

- Linville (1985)
 - High self-complexity: stress does *not* predict illness
 - Low self-complexity: stress predicts illness
- High self-complexity can be a buffer for the effects of stress

Organizational Properties

- Self-concept clarity
 - High self-concept clarity
 - Clearly defined, confident, stable internally consistent sense of self
 - Low self-concept clarity
 - No clear definition to the sense of self

The Self-Concept

- We have many self-conceptions, and many different types of self-conceptions
- We are not aware of our entire set of self-conceptions at all points in time
- We organize our self-conceptions around central self-conceptions in the form of self-schemas
- Our self-concepts can differ in terms of complexity and clarity

Self-esteem

- Self-esteem
 - The affective component of the self-concept
 - Related to many things in life, such as mental health, academic performance, physical health, and well-being

Self-esteem

<i>Trait</i>	<i>Value</i>
Friendly	+5
Intelligent	+4
Boring	-1
Dishonest	-3

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Self-esteem

<i>Trait</i>	<i>Value</i>
Friendly	+5
Intelligent	+4
Boring	-1
Dishonest	-3
	+1.25

Self-esteem

<i>Trait</i>	<i>Value</i>	<i>Primacy weight</i>	<i>Negativity weight</i>	
Friendly	+5	4	1	+20
Intelligent	+4	3	2	+24
Boring	-1	2	3	-6
Dishonest	-3	1	4	-12

Self-esteem

<i>Trait</i>	<i>Value</i>	<i>Primacy weight</i>	<i>Negativity weight</i>	
Friendly	+5	4	1	+20
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Boring	-1	2	3	-6
Dishonest	-3	1	4	-12
				+6.5

- Self-esteem**
- On the whole, I am satisfied with myself.
 - At time, I think I'm no good at all. (reversed)
 - I feel that I have a number of good qualities.
 - I am able to do things as well as most others.
 - I certainly feel useless at times. (reversed)
 - I take a positive attitude toward myself.

- Self-esteem**
- William James (1890):
 - Self-esteem is a function of the perceived differences between the actual self and the ideal self
 - Self-esteem = successes / pretentions
 - (Higgins, 1987)

- Self-esteem**
- The effects of self-esteem
 - Associated with consistency, confidence, and stability of the self-concept
 - Self-concept clarity
 - Associated with mood and variability in mood over time

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Self-esteem

- The effects of self-esteem
 - Associated with aggression and social skills

Next Week

- Monday:
 - Sources of the “me”
 - Maintenance of the “me”
 - Self-regulation
- Wednesday
 - Test #1

Test

- 50 multiple choice questions
 - 25 from the book
 - 25 from lectures and discussions
- 50 points

Test

- Sample lecture question
 - Based on the anchoring and adjustment heuristic, which of the following people would be most likely to *overestimate* the number of Honky Tonk bars in Texas?
 - a. Jim, who just listened to Three Dog Night’s “One is the Loneliest Number.”
 - b. Claude, who just counted by sevens to 3,206.
 - c. Julia, who just reported that she has three siblings.
 - d. Barbara, who just watched Disney’s *101 Dalmatians*.

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Test

- Sample book question
 - Which of the following threatens the internal validity of an experiment?
 - a. manipulating more than one independent variable in an experiment
 - b. Failure to use a randomly selected sample
 - c. failure to assign participants to conditions at random
 - d. using more than two levels of an independent variable

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