

# Lecture Outline

Stereotyping

Self-fulfilling prophecies

Prejudice

Realistic group conflict  
theory

Minimal group paradigm

# Stereotyping

Applying one's stereotype to  
an individual

Ambiguous Behavior  
(e.g., poking)

African  
American

White

More mean  
& threatening

cp

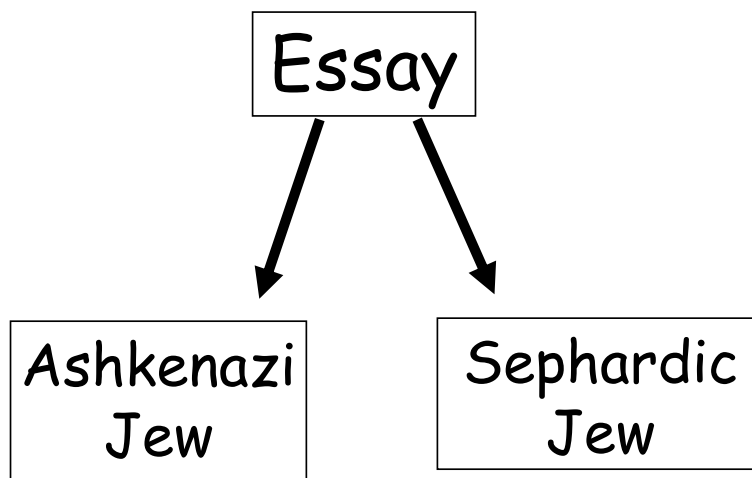
# Function of Stereotypes

Cognitive Miser Perspective:

Stereotyping easier than  
judging targets according  
to personal attributes

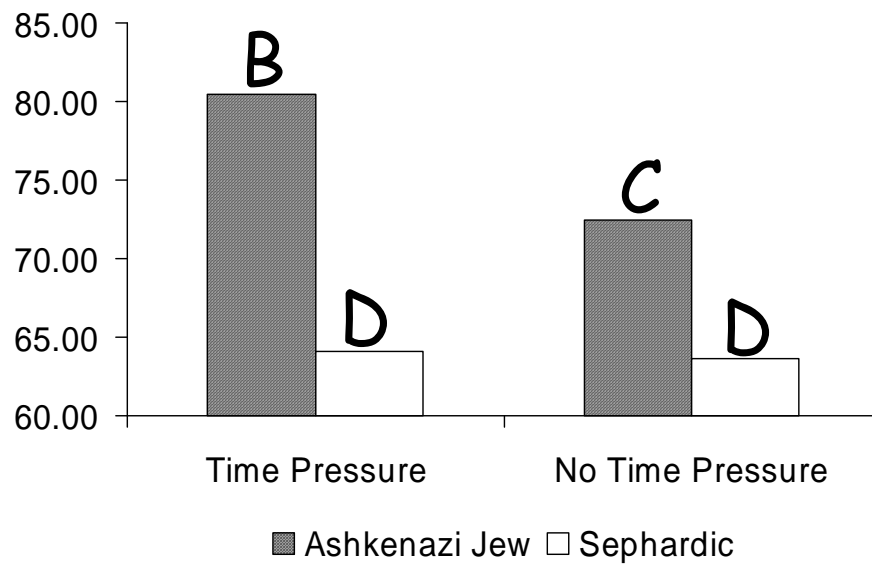
# Time Pressure Study

Kruglanski & Freund (1983)



Manipulation  
Time Pressure  
No Time Pressure

# Time Pressure Study Kruglanski & Freund (1983)



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# Self-Fulfilling Prophecies

A false belief that leads to its own fulfillment:

1. Perceiver develops false belief about a target
2. Perceiver treats target in a manner consistent with false belief
3. Target responds to the treatment in such a way as to confirm the originally false belief

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# Two Types of SFPs

## Positive SFPs:

1. Perceiver overestimates target's ability
2. Perceiver treats target consistent with that overly positive belief
3. Target responds by confirming the overly positive belief

# Two Types of SFPs

## Negative SFPs:

1. Perceiver underestimates target's ability
2. Perceiver treats target consistent with that overly negative belief
3. Target responds by confirming the overly negative belief

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# Dumb Rat - Smart Rat Study

Positive Belief



Smart Rat



Learned the maze better

Negative Belief



Dumb Rat

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# Self-Fulfilling Prophecies and Stereotypes

Self-fulfilling prophecies  
can contribute to social  
problems

# Interview Study

## Study 1

Do W treat AA and W  
different?

Participants interviewed  
confederate for a job

Confederate: African  
American or White

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# Interview Study

## Results: Study 1

Interview length:  $AA < W$

Distance:  $AA > W$

Eye contact:  $AA < W$

Speech dysfluencies:  $AA > W$

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# Interview Study

## Study 2

Does differential treatment influence behavior?

Confederates interviewed participant for job

Treated participant like AA or W were treated in Study 1

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# Interview Study

## Results: Study 2

Treated like  
African  
Americans



Worse  
Performance

Treated like  
Whites



Better  
Performance

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# Prejudice

Positive or negative feeling  
about person based on  
attitude about person's  
group

# Causes of Prejudice

1. Competition between groups
2. Simple distinction between groups

# Realistic Group Conflict Theory

Prejudice stems from competition between groups

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# Summer Camp Studies

Purpose:



# Robber's Cave Study

Phase 1: In-group Identity

Build cohesion among in-group

# Robber's Cave Study

## Phase 2: Intergroup Conflict

Create competitive  
environment

# Robber's Cave Study

Each boy rated own group and  
other group

brave

tough

friendly

sneaky

smart aleck

stinker

# Robber's Cave Study

## Bean Toss:

- Collected as many beans as possible
- Estimate # beans in a sack

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➤ Overestimated beans collected by in-group

➤ Underestimated beans collected by out-group

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# Robber's Cave Study

## Phase 3: Restoring Harmony

Create harmonious  
environment  
with superordinate goals

(goals that can only be  
achieved if both groups  
work together  
cooperatively)

# Robber's Cave Study

Competition led to prejudice.

When competition removed,  
prejudice stopped

# Minimal Group Paradigm

Simple distinction  
between groups causes bias

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# Minimal Group Paradigm

1. Alone & anonymous
2. Estimated dots
3. Labeled: Over- or Underestimators
4. Completed pay off matrices

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# Minimal Group Paradigm

Payoff Matrix

#26, one of the: overestimators (in-group)	7	8	9	10	11	12	13	14	15	16	17	18	19
#17, one of the: underestimators (out-group)	1	3	5	7	9	11	13	15	17	19	21	23	25

Boys most often selected 12:11 strategy

Fairness combined with ingroup profit

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