

## 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

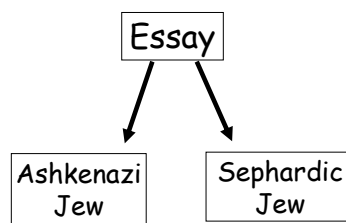
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## Function of Stereotypes

Cognitive Miser Perspective:

Stereotyping easier than  
judging targets according  
to personal attributes

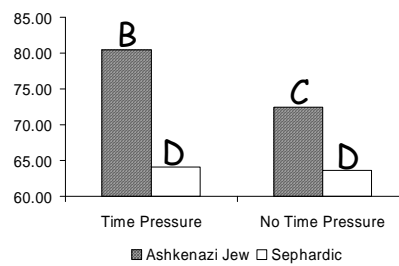
## Time Pressure Study Kruglanski & Freund (1983)



Manipulation  
Time Pressure  
No Time Pressure

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## 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

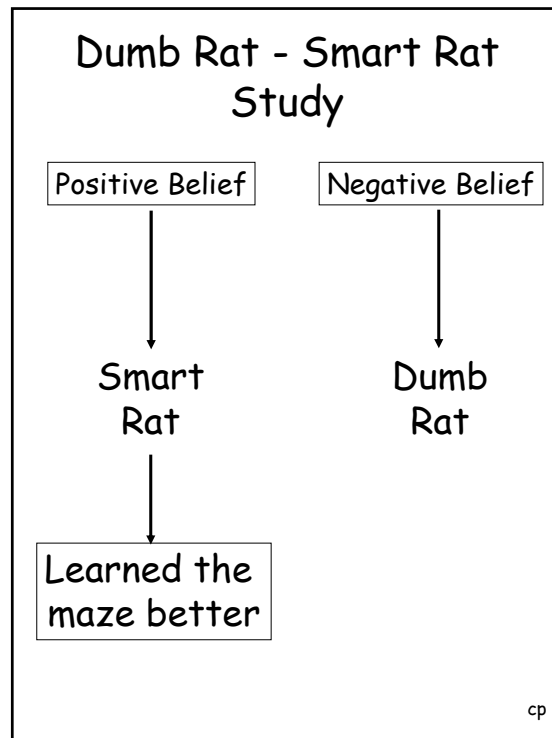
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## Two Types of SFPs

### 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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### 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

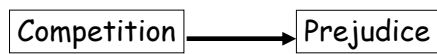
## Realistic Group Conflict Theory

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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