

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

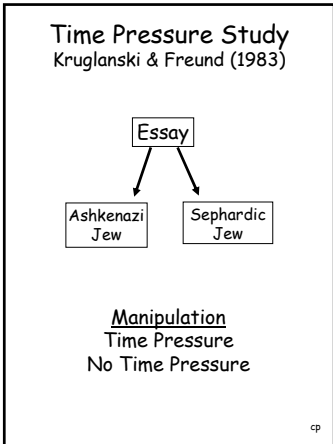
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More mean & threatening

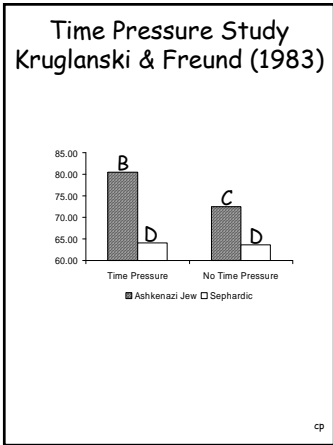
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Function of Stereotypes

Cognitive Miser Perspective:

Stereotyping easier than judging targets according to personal attributes





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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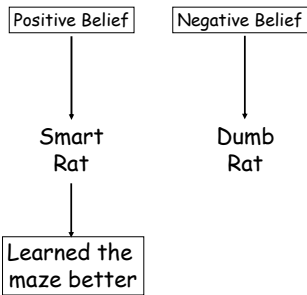
Two Types of SFPs

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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Dumb Rat - Smart Rat Study



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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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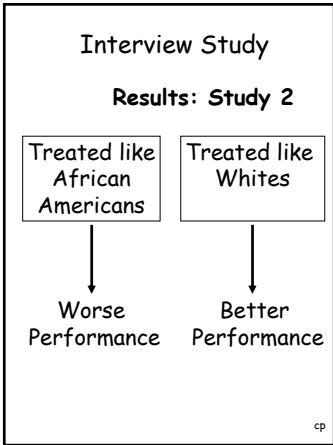
Interview Study

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



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

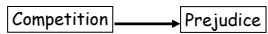
Realistic Group Conflict Theory

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

➤ 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

#25, 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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