

Lecture Outline

Stereotyping

Self-fulfilling prophecies

Prejudice

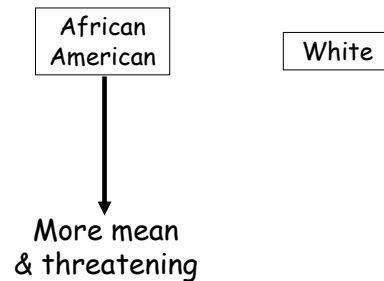
Realistic group conflict theory

Minimal group paradigm

Stereotyping

Applying one's stereotype to an individual

Ambiguous Behavior
(e.g., poking)



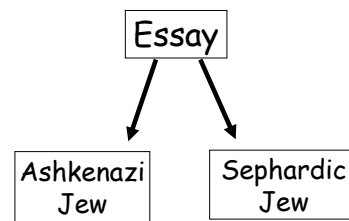
cp

Function of Stereotypes

Cognitive Miser Perspective:

Stereotyping easier than judging targets according to personal attributes

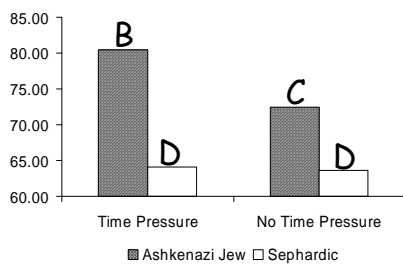
Time Pressure Study Kruglanski & Freund (1983)



Manipulation
Time Pressure
No Time Pressure

cp

Time Pressure Study Kruglanski & Freund (1983)



cp

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

cp

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

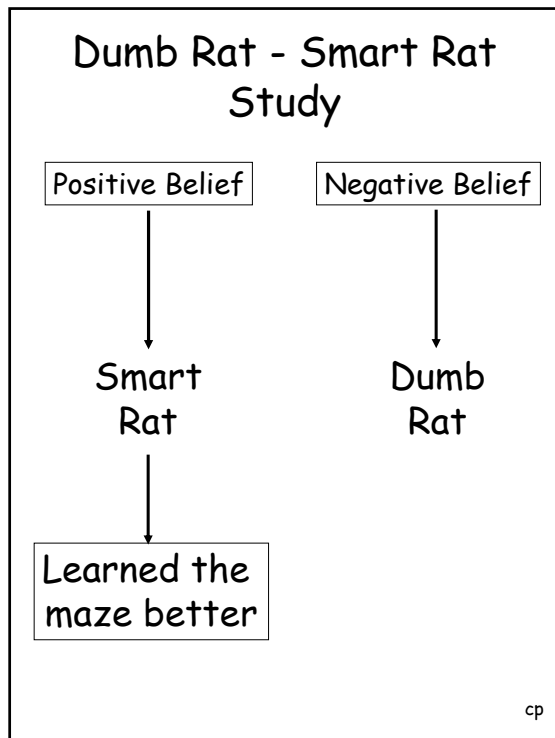
cp

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

cp



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

cp

Interview Study

Results: Study 1

Interview length: AA < W
 Distance: AA > W
 Eye contact: AA < W
 Speech dysfluencies: AA > W

cp

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

cp

Interview Study

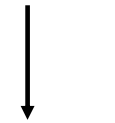
Results: Study 2

Treated like
African
Americans

Treated like
Whites



Worse
Performance



Better
Performance

cp

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

cp

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

cp

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

cp

Minimal Group Paradigm

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

cp

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

cp