

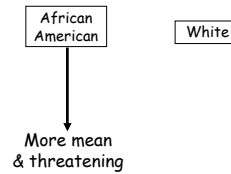
## Lecture Outline

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)



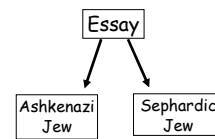
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## Function of Stereotypes

Cognitive Miser Perspective:

Stereotyping easier than judging targets according to personal attributes

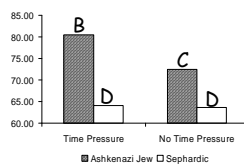
## Time Pressure Study Kruglanski & Freund (1983)



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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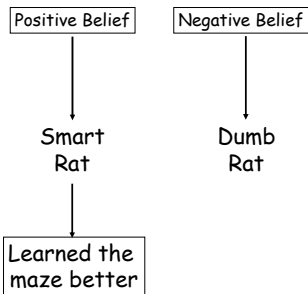
## Two Types of SFPs

### 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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## 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

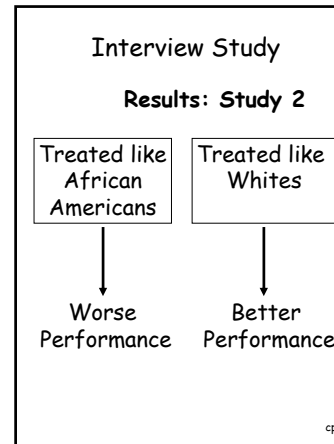
### Results: Study 1

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

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**Prejudice**

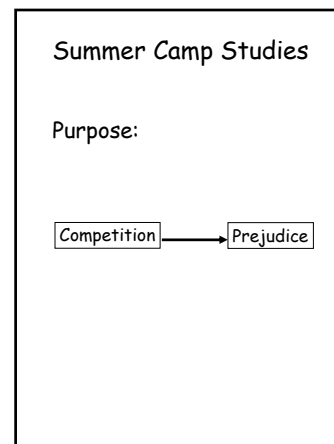
Positive or negative feeling about person based on attitude about person's group

- 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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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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