

Social Cognition

I. Schemas

A. 4 types

II. Automatic thinking with schemas

1. Encoding new information

- a. Kelly (1950) – guest speaker
- b. Racial implications

2. Memory

- a. Cohen (1981) – Librarian vs waitress
- b. Why?
- c. How?
 - (1) Discounting
 - (2) Bolstering
- d. Intrusions
- e. Remembering inconsistent information

3. Behavior

- a. Self-fulfilling prophecy
- b. Expectancy effects in research