

Self part 2

- I. Sources of Self-knowledge
 - A. Introspection
 - 1. Beeper study
 - 2. Accuracy
 - B. Socialization
 - 1. Cultural differences
 - 2. Gender differences
 - C. Self-perception theory
 - 1. Overjustification effect
 - D. Social comparison
 - 1. Goals

- II. Self-regulation
 - A. Impression management
 - 1. Social norms
 - 2. Ingratiation
 - 3. Self-promotion
 - 4. Modesty
 - 5. Basking in reflected glory
 - 6. Self-handicapping