Self Part 1

I. What is the self?
   A. Self-concept

II. Where does the self-concept come from?
   A. Culture
      1. Socialization
      2. Individualistic vs collectivist cultures
   B. Introspection
      1. How much do we do it? (Beeper study)
      2. Are we accurate?
         a. Swim & Hyers (1997) sexism experiment
         b. Predicting romantic reactions
         c. Predicting political reactions
      3. Why are we inaccurate?
         a. Don’t know the true reasons why we do things
            (1) Controlled versus automatic processing
            (2) Confabulations
      4. Not thinking about all the factors present in the actual situation
   C. Reflected appraisal
   D. Self-perception theory
      1. Overjustification effect
   E. Social comparison
      1. Goals