I. What is social cognition?

II. Overarching theme in social cognition

III. Schemas
   A. 4 types

IV. Automatic thinking with schemas
   A. How schemas affect the encoding of new information
      1. When will they have this effect?
      2. Schemas affect on evaluation of guest lecturer (Kelly, 1950)
      3. Racial implications
   B. How schemas affect memory
      1. Example from class
      2. Librarian versus waitress study (Cohen, 1981)
      3. 3 ways that schemas affect memory
         a. Don’t attend to schema-inconsistent information
         b. Discount schema-inconsistent information
         c. Bolster schema-consistent information
      4. When will we remember schema-inconsistent information
   C. How schemas affect behavior
      1. Self-fulfilling prophecy
      2. Expectancy effects in research