The Self – Part 2

Where does information about the self come from?

I. Culture and socialization
   A. Individualistic cultures
   B. Collectivistic cultures

II. Social comparison
   A. Upward social comparison
   B. Downward social comparison

III. Self-perception
   A. Implications
      1. Lepper, Green, and Nisbett (1973) study with preschool kids
      2. Intrinsic and extrinsic motivation
      3. Overjustification effect

IV. Introspection
   A. How often do we introspect?
      1. The beeper study
   
   B. How accurate is introspection?
      1. Reactions to an election
   
   C. 2 reasons why we are inaccurate
      1. Role of automatic versus controlled thinking