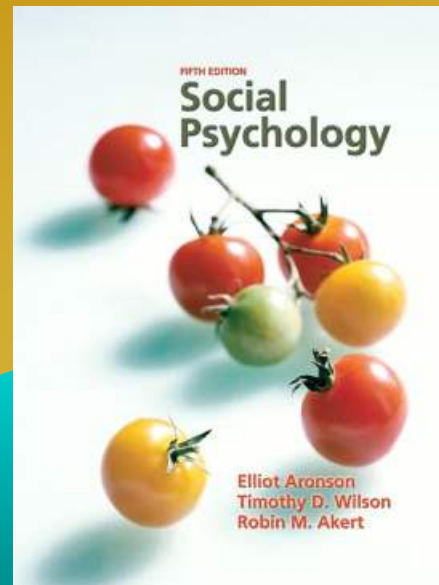


Chapter 5

Self-Understanding: How We Come to Understand Ourselves



Aronson Social Psychology, 5/e
Copyright © 2005 by Prentice-Hall, Inc.

PowerPoint Presentation

Prepared By

Fred W. Whitford

Montana State University



Chapter Outline

I. The Nature of the Self



The Nature of the Self

William James defined a basic duality of the self: it is both the known, “Me,” or *self-concept* (our knowledge of who we are), and the knower, “I,” or *self-awareness* (the act of thinking about ourselves).



The Nature of the Self

Tests of human infants suggest that self-recognition develops at about two years of age.



The Nature of the Self

Other developmental studies show that the concept of self evolves from being concrete and focused on observable characteristics to being more abstract and focused on psychological characteristics during the course of childhood and adolescence.

The Nature of the Self

- **The Functions of the Self**

Self-schemas are mental shortcuts that people use to organize knowledge about themselves and that influence what they notice, think about, and remember about themselves.



The Nature of the Self

- **The Functions of the Self**

Self-reference effects are the tendency for people to remember information better if they relate it to themselves.

The Nature of the Self

- **Cultural Differences in the Definition of the Self**

In many Western cultures, people have an *independent view of the self*, while in many Asian and other non-Western cultures, people have an *interdependent view of the self*.

The Nature of the Self

- **Gender Differences in the Definition of Self**

There does appear to be a difference in the way women and men define themselves in the United States, with women having more of an interdependent sense of self than men.



The Nature of the Self

Despite cultural differences, people are similar in having some basic self-motives: self-assessment, self-verification, and self-enhancement.



Chapter Outline

II. Knowing Ourselves Through Introspection

Knowing Ourselves Through Introspection

Intuitively, we recognize that *introspection*, the process of looking inward and examining one's own thoughts, feelings, and motives, is one basis of self-knowledge.

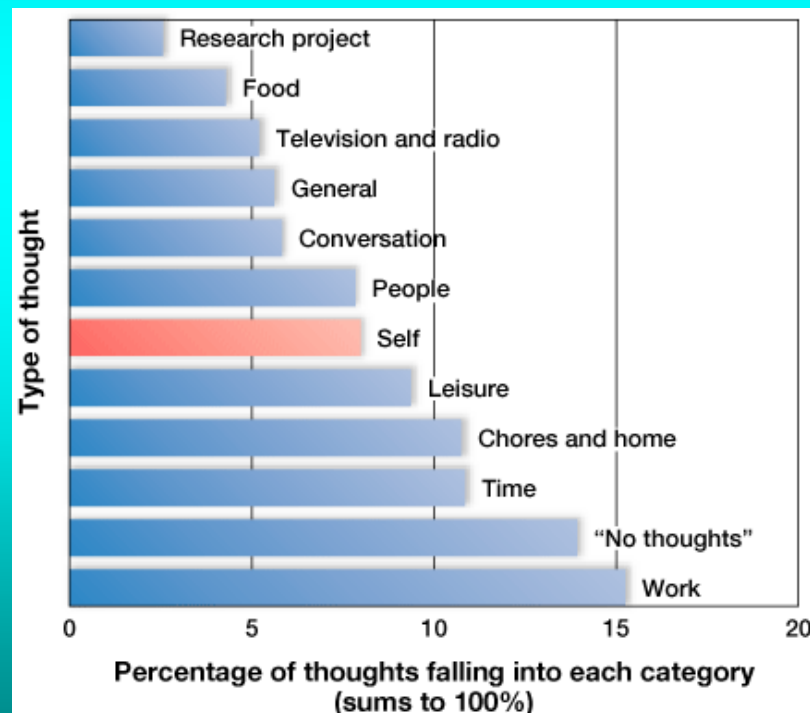
Knowing Ourselves Through Introspection

- **Focusing on the Self: Self-Awareness Theory**

According to *self-awareness theory*, when we do focus on ourselves, we compare our current behavior against internal standards and values.

Knowing Ourselves Through Introspection

- **Focusing on the Self: Self-Awareness Theory**



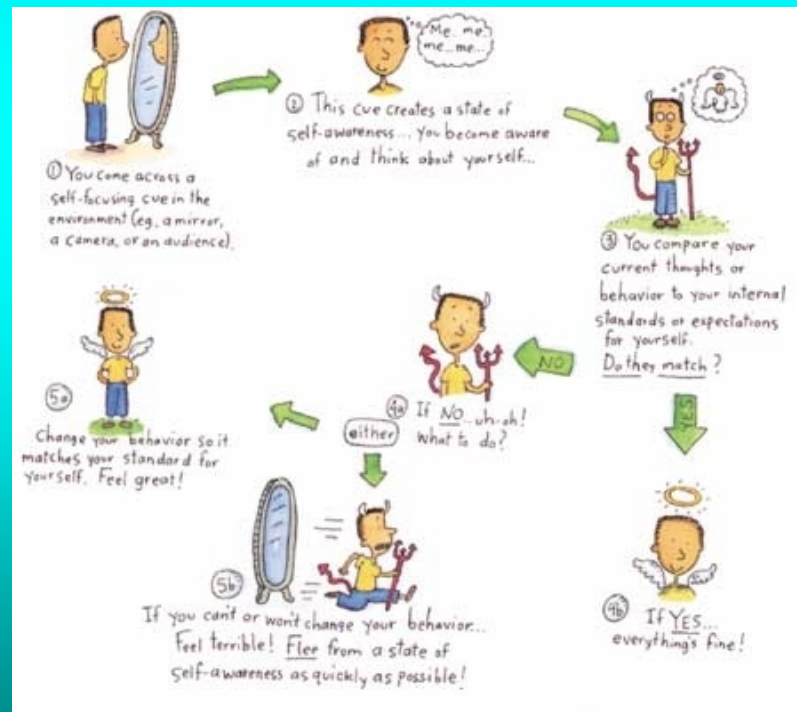
Knowing Ourselves Through Introspection

- **Focusing on the Self: Self-Awareness Theory**

When we become aware of a discrepancy, we attempt to reduce it by changing our behavior to match.

Knowing Ourselves Through Introspection

- Focusing on the Self: Self-Awareness Theory



Knowing Ourselves Through Introspection

- **Focusing on the Self: Self-Awareness Theory**

Baumeister (1991) has postulated that because self-awareness can be unpleasant, we will be motivated to “escape the self” by engaging in destructive practices or spiritual practices.

Knowing Ourselves Through Introspection

- **Focusing on the Self: Self-Awareness Theory**

Self-awareness will be pleasant when we meet or exceed our standards and the state can motivate us to do so.

Knowing Ourselves Through Introspection

- **Judging Why We Feel the Way We Do: Telling More Than We Know**

Many of our mental processes occur outside of awareness -- we are aware of the final result of our thoughts, but not of the process by which we got there.

Knowing Ourselves Through Introspection

- **Judging Why We Feel the Way We Do: Telling More Than We Know**

Introspection may not lead us to the true causes of our feelings and behavior, but we'll manage to convince ourselves it did.

Knowing Ourselves Through Introspection

- **Judging Why We Feel the Way We Do: Telling More Than We Know**

Diary studies have shown that although people have strong *causal theories* about factors that influence their moods, these theories are generally wrong.

Knowing Ourselves Through Introspection

- **The Consequences of Introspecting About Reasons**

There may be a downside to introspecting about reasons when making decisions -- namely, we may come up with inaccurate reasons.

Knowing Ourselves Through Introspection

- **The Consequences of Introspecting About Reasons**

We may convince ourselves that these incorrect reasons are correct, thereby changing our attitudes about how we feel to match our reasons -- an effect known as *reasons-generated attitude change*.



Chapter Outline

III. Knowing Ourselves Through Observations of Our Own Behavior

Knowing Ourselves Through Observations of Our Own Behavior

According to Bem's *self-perception theory*, we find out how we feel by observing what we do.

Knowing Ourselves Through Observations of Our Own Behavior

We are likely to infer our feelings from our behavior when our initial feelings are weak or unclear. And, we use our behavior to tell us about ourselves when we decide that we freely chose the behavior.

Knowing Ourselves Through Observations of Our Own Behavior

- **Intrinsic versus Extrinsic Motivation**

Intrinsic motivation is the desire to engage in an activity because we enjoy it or find it interesting; ***extrinsic motivation*** is the desire to engage in an activity because of external rewards or pressures.

Knowing Ourselves Through Observations of Our Own Behavior

- **Intrinsic versus Extrinsic Motivation**

When we are rewarded for engaging in an intrinsically motivating activity, we may underestimate the extent to which our behavior was caused by intrinsic motivation. This is known as the *overjustification effect*.

Knowing Ourselves Through Observations of Our Own Behavior

- **Intrinsic versus Extrinsic Motivation**

If initial interest in the task is low, as opposed to high; if the reward is *performance-contingent* (based on quality) rather than *task-contingent* (based simply on performance); and by reminding people that they can do tasks for intrinsic reasons even if they are also extrinsically rewarded for engaging in them.

以上内容仅为本文档的试下载部分，为可阅读页数的一半内容。如要下载或阅读全文，请访问：<https://d.book118.com/607052105042006060>