

**Chapter 2 - Person Perception**  
**Social Psychology**  
**STUDY GUIDE**

Pages 32-46 (stop at "Attributing the Causes of Behavior") and 55 - 63.

Pick any **three** numbered terms for your paper.

1. A. Explain how people use information in forming impressions of others including physical cues, salience, categorization, traits and context.  
B. For each of five these areas, relate the area to an example from your personal life.
2. A. Explain evaluation and each of its three dimensions.  
B. Then, relate each of these three dimensions to someone you know.
3. A. Explain the averaging principle in person perception.  
B. Then relate the averaging principle to someone you know.
4. A. Explain the difference between the positivity bias, the negativity effect and the "Halo Effect".  
B. Then relate each term to someone you know.
5. Relate each of the six cross-culturally identified facial expressions of emotions to a personal situation in which you recognized each of these six emotions on the face of another person, or a time you demonstrated these six emotions to someone else.
6. A. Explain the difference between the visual channel, paralanguage and non-verbal leakage.  
B. Then relate each of these to an experience in your personal life.
7. A. Explain the two dimensions of trait inference.  
B. Then relate each of these dimensions to someone you know.
8. A. Explain the difference between prototypes and exemplars as they relate to person perception.  
B. Then, relate these two terms to a situation in your personal life.