

Self over time is a string of selves that improves over times. We regularly make downward comparisons.

Ross (2001) asked people to rate themselves in terms of sociality for present and beginning of term. Past self was perceived to be less sociable and more narrow minded. Others were not perceived this way.

Narrative Self: Our past selves give us a sense of identity.

However, Flashbulb Memory Theory (Neisser et al. 1992) asked participants about the challenger shuttle disaster on the day of the event (what they did etc.) They were then asked to write down 2 years later what they did. Memories were false and unreliable. 21% heard about it on TV, however 42% recalled hearing about it on TV.

Writing name, gender and age at the top of an exam paper will elicit lower results from **females** in a maths exam.

Black people do worse if they provide a racial profile before their exam. Knowledge of the stereotype directly impairs performance. It allows for an external attribution for failure.

Negative Events for the self are seen as externally caused, unstable and specific.

Positive Events are usually seen as internally caused, stable and global.

Self Handicapping We provide ourselves with an external, situational explanation to avoid negative dispositional conclusions.

Stereotype Threat (Steele & Aronson, 1995)

Self-Serving Bias
We make situational attributions for our failures and dispositional attributions for our successes.

Self Perception Theory (Bem, 1967) We ascertain our understanding of the self by looking at the behaviours that we engage in.

Lepper, Green & Nisbett (1973) asked children to play with 'magic markers'. These children were either rewarded after a set time, expected a reward or were/did not. Those not rewarded were most likely to continue playing with the magic markers. Children arguably attributed their motivation to external rewards; they lacked an intrinsic motivation.

Past Selves

Self Knowledge comprises of two things; our **self concept** (what we know about ourselves) and **self esteem** (what we feel about ourselves).

Cultural Influences

Kanagawa et al. (2001) found that self-descriptions of people from collectivist cultures (Japanese) typically consider preferences, physical characteristics, goals, activities and social memberships. People from western cultures (US) rate psychological attributes, preferences, attitudes and relationships more highly and immediate situation and physical characteristics lower. Individualists focus on internal, dispositional influences. Collectivists are more focused on interrelations.

Knowledge of Self

Self From Others

Looking-Glass Self We construe our selves through the reactions of other people.

Tice (1992) asked participants to write a counter attitudinal essay either in front of a graduate student, judging them or not. Those being observed were more likely to change their opinion (they form opinion based on how people judge them). Whereas those not in front of person changed their attitude less.

Self From Self