Perceiving Others
The Perception Process
Selection

- Intense
- Contrast or Change
The Perception Process Organization

Perceptual Schema
1. Physical Constructs
2. _______________________
3. _______________________

[Images of people: one with dark hair and earrings, one in a lab coat, one in a business suit]
Stereotyping

"No, this is not Mel's secretary. This is Mel."

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The Perception Process

- Relational Satisfaction
- Expectation
- Assumptions about _______________

“We don’t see things as they are, we see things as WE are” Anais Nin
You and your boyfriend have not talked in a couple of days. (He is the second boyfriend you have had who is Latino, the other two have both cheated on you causing a break up). He finally calls you up and tells you “I need to tell talk to you about something....”

What are some interpretations??
'Nothing' is the calm before the storm, and should not be taken at face value......
Narratives: The exchanging of ________ to explain why/how we interpret interpersonal communication.
Physiological Influences on Perception

2. __________
3. Health
4. Hunger
5. __________
6. Psychological Challenges
1. __________
2. Self Concept
Social Influences

- Sex
- Occupational Roles
- Culture
Common Tendencies in Perception

- Group Presentation!
Common Tendencies in Perception

- We make snap judgments (i.e. Stereotypes).
- We cling to first impressions (i.e. Halo Effect).
- We judge ourselves more charitably than we do others. (i.e. Self Serving Bias)
Common Tendencies in Perception

- We are influenced by our expectations.
- We are influenced by the obvious.
- We assume others are like us.
Perception Checking: is a skill that provides a better way to check and to share your interpretations.

Three Step Process:
1. A description of the behavior.
2. Two possible interpretations.
3. A request for clarification.
You said you really liked the job I did [__________], but there was something about your voice that made me think you may not like it [__________________]. Maybe I’m just reading more into it [__________________]. How do you really feel? [__________________].
Empathy: The ability to re-create another person’s perspective, to experience the world from __________________________.
Empathy vs. Sympathy: Nursing

EMPATHY

- Relating with your patient because you have been in a similar situation or experience.
- “I know it's not easy to lose some weight because I have faced the same problems myself.”

SYMPATHY

- Comforting your patient or their family.
- “When people try to make changes like this (e.g. lose some weight) at first it seems difficult.”