LX. Social-Cognitive Theories and Exploring the Self

1. Social-Cognitive Theories proposed by Albert Bandura
2. Emphasizes interaction of out traits with our situations
3. Behavioral approach- focuses on effects of learning on our personality development
4. Emphasizes learning
5. Conditioned to repeat behaviors and learn by observing and imitating others
6. Social-Cognitive considers behavioral- also emphasize mental processes
7. Reciprocal Influences
8. Reciprocal determinism- interaction influences of behavior, internal cognition and environment
9. Different people choose different environments. You choose environment then it shapes you
10. Our personalities shape how we interpret and react to events
11. Our personalities help create situations to which we react if we expect people to be angry with us we give them cold shoulder- which gets us that anger
12. Optimism vs. pessimism
13. How helpless or effective you feel is how you stand on optimism-pessimism
14. Optimists feel more supported in relationships
15. Excessive Optimism
16. Positive thinking is good. Realism is also helpful.
17. Realistic anxiety over possible failures can fuel efforts to avoid them
18. Than can blind us to real risks
19. If overconfident to control an impulse like the urge to smoke, we are more likely to expose ourselves to temptation and to fail
20. People are most overconfident when they are most incompetent
21. Assessing behavior in situations
22. Social-cognitive observes behavior in situations
23. WWII to test potential spies they tested people in “real” situations instead of by pen and pencil—helped predict spy success
24. A test is not best indicator of behavior—person’s past behavior patterns in similar situations is better
25. Evaluating social-cognitive theories
26. They build from psychological research on learning and cognition
27. It is better from many perspectives than just soc-cog
28. Exploring self
29. William James (1st textbook-Principles of Psychology)\_ devoted over 100 pages to self
30. Neuroscientists have searched for self
31. Self- as organizer of our thoughts, feelings, and actions is seen as center of personality
32. Possible selves-Hazel Markus
33. Visions of the self you dream of becoming- rich self, successful self, loved and admired self and those you don’t want like unemployed self
34. Can motivate us
35. Spotlight effect overestimating others noticing and evaluating our appearance or performance
36. Benefits of self esteem
37. High self-esteem and self efficacy pay dividends
38. Fewer sleepless nights
39. Don’t feel pressure to conform as much
40. More persistent at difficult tasks
41. Which is first? High self-esteem or being successful
42. Low self esteem
43. Disparage others
44. Heightened racial prejudice
45. Oversensitive and judgmental
46. Self-serving bias
47. Rogers objected to religious belief that humans problems occur from pride (too much self love). He says most people despise themselves.
48. Actually most people good reputation with selves even those with lower self-esteem
49. People accept more responsibility for good deeds than for bad and for successes for failures
50. Most people see themselves as better than average
51. Not as true in Asia where modesty is emphasized
52. Narcissism (excessive self love)- is on the rise
53. 4 reasons some people disparage themselves:
54. Looking for reassurance
55. Before a performance can help prepare for failures
56. Helps us learn from our mistakes
57. When it pertains to old self
58. Culture and Self
59. Individualist culture- (North America, Europe, Australia)
60. If cut off socially you would stay pretty much the same
61. Personal goals important
62. Still have need to belong. Move in and out of social groups
63. Collectivist
64. May lose part of self if away from home country
65. Value communal solidarity
66. Part of identity based on group