Topic: Social Cognition

Focus Questions 2.3

Answer the following questions in sentence form, using the knowledge you have developed this week.

1. What are the two general areas of communication that can affect the first impressions that we form of others? Provide at least 2 examples for each area of communication.

2. Describe a common non-verbal way of communicating each of the following
   - Goodbye
   - Hello
   - Go away
   - No
   - Yes
   - Happiness
   - Sadness

3. Get 5 pictures of 5 famous celebrities (from magazine, internet etc). For each picture explain what you think the facial expressions, eye contact, body language etc could mean in each picture.

4. Say each of the following statements aloud, placing emphasis upon the bolded word in each case. Explain how the meaning changes in each case.
   - You want to eat broccoli.
   - You want to eat brocoli.
   - You want to eat broccoli.
   - You want to eat broccoli.

5. Why do people make social comparisons?

6. What is the difference between an upward and a downward social comparison? Provide two examples of each.

7. Describe an advantage and disadvantage of both upward and downward social comparison.

8. Give two examples of self handicapping.
9. Describe the disadvantages for someone who uses self handicapping as a means of impression management.

10. How does self handicapping aid impression management?

Questions adapted or taken from the following textbooks:

- Psychology Stage 2 Jacaranda textbook, Spencer and Hartstone, 2007, National Library of Australia
- Psychology Key Ideas textbook, Whetham, Day & Whetham, 2003, The university of South Australia, School of Psychology.