Lecture Outline
Stereotyping
Self-fulfilling prophecies
Prejudice
Realistic group conflict theory
Minimal group paradigm

Stereotyping
Applying one’s stereotype to an individual
Ambiguous Behavior (e.g., poking)

- African American
- White

More mean & threatening

Function of Stereotypes
Cognitive Miser Perspective:
Stereotyping easier than judging targets according to personal attributes

Time Pressure Study
Kruglanski & Freund (1983)

Essay
- Ashkenazi Jew
- Sephardic Jew

Manipulation
- Time Pressure
- No Time Pressure

Self-Fulfilling Prophecies
A false belief that leads to its own fulfillment:
1. Perceiver develops false belief about a target
2. Perceiver treats target in a manner consistent with false belief
3. Target responds to the treatment in such a way as to confirm the originally false belief

Two Types of SFPs
Positive SFPs:
1. Perceiver overestimates target’s ability
2. Perceiver treats target consistent with that overly positive belief
3. Target responds by confirming the overly positive belief

Negative SFPs:
1. Perceiver underestimates target’s ability
2. Perceiver treats target consistent with that overly negative belief
3. Target responds by confirming the overly negative belief

Dumb Rat - Smart Rat Study
Positive Belief
- Smart Rat
- Dumb Rat

Negative Belief
- Smart Rat
- Dumb Rat

Learned the maze better
**Self-Fulfilling Prophecies and Stereotypes**

Self-fulfilling prophecies can contribute to social problems.

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**Interview Study**

**Study 1**
Do W treat AA and W different?

Participants interviewed confederate for a job

Confederate: African American or White

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**Interview Study**

**Results: Study 1**

Interview length: AA < W
Distance: AA > W
Eye contact: AA < W
Speech dysfluencies: AA > W

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**Interview Study**

**Study 2**
Does differential treatment influence behavior?

Confederates interviewed participant for job

Treated participant like AA or W were treated in Study 1

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**Interview Study**

**Results: Study 2**

Treated like African Americans
Worse Performance

Treated like Whites
Better Performance

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**Prejudice**

Positive or negative feeling about person based on attitude about person's group

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**Causes of Prejudice**

1. Competition between groups
2. Simple distinction between groups

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**Realistic Group Conflict Theory**

Prejudice stems from competition between groups

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**Summer Camp Studies**

Purpose:
Robber’s Cave Study

Phase 1: In-group Identity
Build cohesion among in-group

Phase 2: Intergroup Conflict
Create competitive environment

Each boy rated own group and other group
- brave
- tough
- friendly
- sneaky
- smart aleck
- stinker

Robber’s Cave Study
Bean Toss:
- Collected as many beans as possible
- Estimate # beans in a sack

- Overestimated beans collected by in-group
- Underestimated beans collected by out-group

Robber’s Cave Study
Phase 3: Restoring Harmony
Create harmonious environment with superordinate goals
(goods that can only be achieved if both groups work together cooperatively)

Competition led to prejudice.
When competition removed, prejudice stopped

Minimal Group Paradigm
Simple distinction between groups causes bias

1. Alone & anonymous
2. Estimated dots
3. Labeled: Over- or Underestimators
4. Completed pay off matrices

Minimal Group Paradigm
Payoff Matrix

Boys most often selected 12:11 strategy
Fairness combined with ingroup profit