Chapter 2: The Self in a Social World

Self-Control

• Baumeister’s research:
  – It requires lots of cognitive resources
    • What are Baumeister’s research results? (radishes vs. cookies)
    • Link to glucose?
    • Self-control is a limited resource
  
• How to re-energize our self-control?
Self-efficacy

• Views of our own competence
  – How does it differ from self-esteem?
  
  – Links w/persistence, lower depression
    • Why/How?
  
  – Can be manipulated
    • Research on views of memory & aging -
Self-Serving Bias

• Tendency to view oneself favorably
  – To what do we attribute our success?
  – To what do we attribute our failure?
    • Possible concerns w/this bias?

• Is there self-serving bias among collectivists too?

• Unrealistic Optimism =

• False Consensus Effect =
Self-presentation

• How we shape what others think of us
• 1) Strategic self-presentation:
  – Strategies?
    • A) Self-Handicapping – how does it work?
      – What is its purpose?

  • B) Impression Management –
    – Strategies?
Self-presentation (cont.)

2) Self-verification:
   - Attempt to increase overlap between self-perception & how others see us
     - Negative traits?
       - Swann’s research – with whom do we associate?
         - How does this work in romantic relationships?