**Chapter 2: Person Perception   
Lecture Outline for March 5, 2012**

1. What information do we use when forming impressions?
   1. Roles, physical cues, salience, context effects
   2. Move from behaviors to traits: “implicit personality theory”
   3. Categorization
   4. The continuum model: dual processing theories
2. Integrating Impressions
   1. Evaluation: good/bad, like/dislike
      1. Negativity effect
      2. Positivity bias
      3. Primacy/recency effects
      4. Emotional information
   2. Evaluative consistency
   3. Schemas
      1. Stereotypes, prototypes, exemplars
   4. Motivated person perception
3. Making Attributions
   1. Dispositional versus Situational Attributions
   2. Jones and Davis’s Correspondent Inference Theory
   3. Kelley’s Covariation Theory
   4. Biases in Attribution
      1. Fundamental attribution error
      2. Actor-observer effect
      3. Self-serving bias
      4. False consensus effect
4. Nonverbal Communication
   1. Facial expressions
   2. Non-verbal behavior: visible vs. paralingual
   3. The problem of deception