





The Self
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 Fall 2008

Who Am I? 

- Self-Reference
- Social-Comparison
- Self-Esteem
- Other's Judgments
- Perceived Control
- Self/Group-Serving Bias
- Self Presentation

Who Am I?: **Self-Reference** 


- You will process Information more Efficiently & Remember it Better if it is RELATED to you!

RELATE! RELATE! RELATE!

- Can be Good or Bad!
 - Are others always noticing us?
 - Are others always behaving for us?
 - Are we always responsible events?
 - Should we compare others to ourselves?
 - Are you the only one with your name? ☺


Who Am I? Social-Comparison 

- Evaluating your Abilities & Opinions by Comparing to others.
- Again, can be good or bad!
 - Academically: Damage if now "Small Fish!"
 - Socially: Who are you around?
 - Why do you like others to fail?
 - Keeping up with the Joneses!
 - If you fail...others had help!


Who Am I? Self-Esteem 

- Low Self-Esteem
 - Less Happier
 - More Neurotic
 - More Insomnia
 - More Addictions
 - Less Persistent after Failure
 - More Pessimistic
- BUT UnAuthentic High Self-Esteem
 - Video: Feel Good About Failure: The Dark Side of Self-Esteem VCASS# 2404



Who Am I? Self-Esteem 

- High Self-Esteem Threatened
 - Other's Failing too
 - Exaggerate Superiority Over Others
 - Self-Protective Excuses
 - Capable Partner, I'm Very Close To
 - Aggression
 - Take Moderate Risks

Who Am I? Self-Esteem 

- **Secure Self-Esteem**
 - Defend Victims of Bullies
 - Less Defensive
 - Less Thin-Skinned
 - Less Judgmental
 - Less likely to inflate those who like us
 - Less likely to berate those who do not like us
 - Focus less on Image
 - Focus more on developing talent & relationships

Who Am I? Other's Judgments 

- Other's Judgment's influences our Self-Esteem which in turn influences our Self-Concept.
- Is it how Other's **ACTUALLY** see us or rather how we **PERCEIVE** they see us. (George Herbert Mead, 1934)

Who Am I? Perceived Control 

- Imagine yourself Hardworking and Successful at Challenging Tasks!
- **Self-Efficacy: Competent & Effective**
 - Not the same as Self-Esteem!
 - More Persistent
 - Less Anxious
 - Less Depressed
 - Healthier
 - Academically Successful
 - Strong & Seek Solutions

Who Am I? Perceived Control

- Locus of Control: Who has Control?
 - Internal – “I Think I Can”... WORKS!
 - Academic Success (Effort, Habits, Discipline)
 - Stop Smoking
 - Wear Seat Belts
 - Deal with Marital Problems Directly
 - Earn Substantial Incomes
 - Delay Instant Gratification
 - HOPE! (Think Politically here...Interesting!)
 - Better Mental Health
 - Set Backs are a Fluke or New Approach Needed
 - Less likely to Quit

Who Am I? Perceived Control

- Locus of Control: Who has Control?
 - Externals Blame
 - Teachers, Text, Etc!
 - Pessimistic
 - Learned Helplessness!
 - Where does our Perception come from???
 - What messages do you say to yourself?
 - What messages do others say to you?
 - How can you change if need be?

Who Am I? Perceived Control

- Too Many Choices?
 - Less Satisfaction (Think about Christmas!)
 - Increase Depression
 - Enhance Regret
 - Divorce – More Choice!

Who Am I? Self-Serving Bias

- **Unrealistic Optimism**
 - Unsafe Sex, Seat Belts, Smoking
 - Gambling (Vegas or Stock Market)
 - Marriage Success
- **Defensive Pessimism**
 - Self Confident are Underprepared
 - Self Doubt study harder & earn higher grades
- "Success in School and Beyond requires enough Optimism to sustain Hope and enough Pessimism to motive Concern." (Myers)

Who Am I? Self-Serving Bias

- "We don't see things as they are, We see things as WE are" (Talmud)
- **False Consensus**
 - Everyone in Class Feels the Way I do
 - Everyone Cheats on Exams/Taxes, Speeds
 - All Women/Men Feel this way
- **False Uniqueness Effect**
 - I'm the only one who doesn't cheat/who does study
 - I do the most in the relationship
 - My child is better than yours!


Who Am I? Self-Serving Bias

- **Is Self-Serving Bias Good or Bad?**
 - Good
 - It helps Buffer Stress & Anxiety
 - It helps protect one from Depression
 - Believing we are Smarter, Stronger & Successful may be strategically better!
 - Which Self-Fulfilling Prophecy do you want? ☺
 - Think about those losing Jobs now!
 - Bad
 - IF you make a mistake, blaming others not good!
 - Disharmony & Envy

Who Am I? Group-Serving Bias 

- Own Sorority not conceited/snobbish
- Marriage is better than others
- Own School Better (Sports)
- Own Company better than others

- True Humility = Rejoice our special talents and, with the same honesty, to recognize the talents of others.

Who Am I? Self-Presentation 

- Self-Handicapping
 - Fear of Failure
 - Procrastinating!
- Impression Management (5:27)
 - Self-Presentation
 - Bring Flowers & Candy...Engagements!
 - Self-Monitoring
 - High: Social Chameleons (“Two Faced”)
 - Low: What they Believe & Feel (Inensitive 1:32)
 - Asian: Failure ME, Success US
