

IDENTITY

SOCIAL INTERACTION AND IDENTITY

Cooley Versus Mead

Objective Versus Subjective perception

Shrauger and Schoeneman (1979) There is a low correlation between what other's think of us and what we believe they think.

More correctly, people's self views are similar to how they think others see them or will see them

Self-Presentation

An attempt to control identity-relevant images before an audience.

How do people self present?

McAdams: Presenting a reasonable coherent life story (Will say more when we talk about memories)

Hoyle, et al.: People tailor self narratives to show themselves in a "good light"

ERVING GOFFMAN
(1922-1982)



Man the Actor

The Question: Does the role define the person or does the person define to role?

Uses actor and the language as metaphors

Scenery and stage props = the setting

Appearance = costumes, makeup, and hand props

positions and roles = parts and routines

manner = acting

verbal and non-verbal communications

impression management

“The dramaturgical model is easily misunderstood as referring only to those rare occasions when one is blatantly pretending to be something (s)he is not.”

Tice: The publicness of one's actions can increase the impact of behavior on the self-concept [than private events]. (Tice 1992)

Private fantasy versus Public person

Self and Identity are publicly formed constructs.

BIASED SCANNING Directing one's attention to a memory of some specific things they have done in the past.

Bem: Identity construction involves **self perception**

Behavior is understood and explained in a way that fits our self concepts.

Stanley Milgram: Obedience to Authority

Cognitive Dissonance

Leon Festinger.

People attempt to maintain **Cognitive Consonance**

Dissonance occurs when there are contradictions

Phil Zimbardo and the Prisoner study

Nice boys doing bad things or being treated badly

Action Identification Theory (Vallacher and Wegner)

Any action can be interpreted in an almost unlimited number of ways. How we interpret our actions reflects what we think they says about us, given our believes about who we are