

EXERCISE 4

ERRORS OF PERCEPTION

The perception of others is not free from errors and attributions. Attribution is the process of assigning meaning to a specific behavior. There are some common perception errors that lead to incorrect attribution:

1. Judging hastily.

We are exposed to rash judgment when our judgment is not based on sufficient information. Under certain circumstances, people make surprisingly good choices. It depends on experience and the nature of their work. Hasty judgments create problems when they are based on negative stereotypes.

2. First impression.

First impressions are more important than later observations. The so-called priority effect. It is the tendency to pay attention to and remember the first event in a group of events.

3. Better self-assessment than others.

Numerous studies confirm that we tend to judge ourselves better than others. We are more critical towards others. When we do wrong ourselves, we tend to make self-serving bias.

4. Surrendering to your own expectations.

Our expectations influence the perception of others. This impact can be positive or negative. Expectations can lead to a self-fulfilling prophecy.

5. The pressure of the obvious.

We react strongly to those stimuli that attract our attention because they are intense, unusual or repetitive. We take them for granted. But the most obvious factor need not be the root cause of the event. It is worth spending some time and getting to know all the circumstances or facts.

6. Others are just like us.

People usually assume that others have the same attitudes, intentions, and motivations. It could be a trap. People are very different from each other.

QUIZ 4

The tendency to justify is related to one of the following perceptual errors:

1. First impression error,
2. The mistake of recognizing that others are like us,
3. The mistake of judging yourself better than others.

