

# EXERCISE 1

## STAGES OF THE PROCESS OF PERCEIVING OTHERS

How does our perception process affect our communication with other people? We create reality by communicating with other people. This inner reality has two levels, two degrees. The first step is the physically observable features of a thing or situation. The second step is assigning meaning to things or situations. The process of giving meaning to experiences can be divided into four stages:

1. Selection. The amount of information and stimuli that arrives exceeds what we are able to accept. Information must be selected. Thanks to it, we can find ourselves in the information noise. Selection can be reflective and non-reflective. Such features of the stimulus as high intensity, repeatability or contrast are related to non-reflexive selection. Conscious differentiation and selection of stimuli is reflective.

2. Organization. The next stage of perception is organizing information. The organization of information in a meaningful way can be based on the following categories:

- Category of physical characteristics (appearance),
- Category of social roles
- Relationship category (social behavior)
- Category of mental traits.

Perception differences not only relate to the general category. We can organize specific transactions in various ways by using accentuation. Punctuation describes the consequences of causes and effects in the course of the interaction.

3. Interpretation.

After selecting and organizing our observations, we interpret them. Interpretation is finding (giving) meaning to the information received. Smiling at the other person can have different meanings. It can also be interpreted by the other person in different ways: we can read the sender's intention in different ways and give the message a different meaning. Several factors influence the interpretation process: relationship satisfaction, expectations, previous experiences, personality, and assumptions about human behavior.

4. Negotiation (mutualisation).



People who communicate with each other affect their perceptions and self-perception. This interaction is related to negotiation. Negotiating is building a common narrative - a story about us and our meeting. Negotiating, i.e. mutualisation of looking at the situation, at the essence of problems, at expectations as to the resolution of the crisis, is one of the most important stages of building an aid relationship.

## Quiz 1

Sharing is related to the stage of the process of perceiving others:

1. Selection
2. Organization
3. Interpretation
4. Negotiation

Prepared on the basis of: Adler, RB., Rosenfeld, LB., Proctor RF., (2018). *Interplay : the process of interpersonal communication*, (chapter 4). New York, NY : Oxford University Press.

