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978-1-107-10151-7 - The Social Psychology of Perceiving Others Accurately

Edited by Judith A. Hall, Marianne Schmid Mast and Tessa V. West

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The Social Psychology of Perceiving Others Accurately

We are constantly forming impressions about those around us. Social interaction depends on understanding others' behavior – assessing one another's personality, emotions, thoughts and feelings, attitudes, deceptiveness, group memberships, and other personal characteristics through facial expressions, appearance, body language, voice, and spoken language. But how accurate are impressions and when does such accuracy matter? How is accuracy achieved, and are some people more successful at achieving it than others? This comprehensive overview summarizes classic and cutting-edge research on this fast-expanding field and will be essential reading for anyone interested in the psychology of interpersonal perception. A wide range of experts in the field explore topics including age and gender effects, psychopathology, culture and ethnicity, workplaces and leadership, clinicians' skills, empathy, meta-perception, and training people to be more accurate in their perceptions of others.

Judith A. Hall is a university distinguished professor of psychology at Northeastern University, Boston.

Marianne Schmid Mast is a professor of organizational behavior at the University of Lausanne, Switzerland.

Tessa V. West is an associate professor of psychology at New York University.

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To Nalini Ambady, who brought great intellect and
joy to the study of interpersonal accuracy

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successfully encode and decode emotional meaning in expressive body movement. Another related research area focuses on the development of cooperative systems. In doing this research, he developed a new variant of the prisoner's dilemma game that allows the independent manipulation of both resource and relational dependency. He has also expanded this research to include the role of the affective signaling of trustworthiness and the role of emotional expressivity and Machiavellianism in the development of cooperation.

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ERIKA N. CARLSON holds a BS in psychology from the University of Florida, an MA in experimental psychology from Wake Forest University, and a PhD in psychology from Washington University in St. Louis. She is currently an assistant professor at the University of Toronto. Her research focuses on self-knowledge and interpersonal perception. Broadly speaking, her work examines whether people's beliefs about themselves and of their social world are accurate. For example, what do people know about their own personality that others do not know, and which aspects of personality can other people see that the self cannot see? Do people understand how other people experience them and if not, why? Is self-knowledge and an understanding of how others experience the self adaptive, or is it best to be blind? If self-knowledge is adaptive, how can people learn more about what they are like? Her work has been published in broad psychology outlets, such as *Current Directions in Psychological Science* and the *Journal of Social and Personality Psychology* and has been featured in popular media outlets such as the *Huffington Post*.

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include nonverbal behavior, first impressions, person perception accuracy, emotions, and meta-analysis. Much of her research involves the use of “thin slices,” which are brief video clips of social interactions, to investigate how emotions, personality, and nonverbal behavior shape social outcomes. She is currently an associate editor of the *Journal of Nonverbal Behavior* and associate chair of the Psychology Department at LMU. Dr Murphy received a BS in psychology from Trinity College, Hartford, CT, and MA and PhD degrees in psychology from Northeastern University, Boston, MA.

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appearance and behavior (e.g., leaders' selection and success). He approaches these topics from multiple levels of analysis, ranging from neural substrates to cross-cultural differences. He has received several professional awards for his research, including the Early Career Award from the International Social Cognition Network and Sage Young Scholars Award from the Foundation for Personality and Social Psychology.

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