

How We See Ourselves and How We See Others:  
Basic Mechanics to Social Consequences

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People see themselves differently from how others see them. Often, those differences produce bitterness and conflict. This talk concerns two such differences, both involving people's perceptions of their own versus others' mental states and motives. One involves people's perceptions of bias in themselves versus others, and the other involves people's perceptions of their own versus others' conformity. In each case, these differences are shown to reflect a simple fact about human perception: people rely heavily on internal inputs (introspections) when perceiving themselves, while they rely heavily on external inputs (behavior) when perceiving others. In addition to describing the basic mechanics underlying self-other differences in perceptions of bias and conformity, this talk also explores the social consequences of those differences, with a focus on how divergent perceptions of bias can fuel conflict.