Self-Concept

Self-Esteem

Who the heck am I... really?

Components of the “Self”

- Material Self – based upon the tangible things you own
- Social Self – as reflected in your personal, social interactions with others
- Spiritual Self – based on your thoughts and introspections about your values, moral standards, and beliefs.

Tell me about your “selves”... (William James)

Development of Self-Concept

- We learn who we are through:
  - Interactions with other individuals
  - Associations with groups
  - Roles we assume
  - Our own labels
  - Our personalities
Development of Self: Interactions with Others

- **Looking-Glass Self:**
  We learn who we are based upon our interactions with others, who reflect our “self” back to us.

- **Social Comparison:**
  Comparing ourselves to others

- **Symbolic Interaction Theory:**
  People make sense of the world based upon their interpretations of words (symbols) used by others. (When you say XXX, and he responds positively, you figure out what it means.)

Development of Self: Association with Groups

- Your self-concept develops based upon the groups with which you choose to associate.

- ![Party Symbols](image1)

Development of Self: Roles We Assume

- We have different roles that we play with different people, and we tend to view ourselves according to those roles.

- ![Role Icons](image2)
Development of Self: Self-Labels

- The labels we put on ourselves to describe our own attitudes, beliefs, values, and actions

Development of Self: Personality

- Composed of a set of enduring internal predispositions and behavioral characteristics that describe how we react to our environment.

Self-Concept vs. Self-Esteem

- Self-Concept: Who I think I am (description); relatively stable—but not permanent! Who am I? I am...

- Self-Esteem / Self-Worth: How I feel about who I am (evaluation/emotional)
  - Based upon your perception of such things as your skills, abilities, talents, appearance, etc.
Strategies for Improving Self-Esteem

- Self-Talk
- Positive visualization
- Avoid social comparisons
- Reframing
- Develop honest relationships
- Allow change
- Seek professional help, if necessary

Why do we care?

Self-Concept  Self-Esteem

Interpersonal Communication & Relationships

Self-Fulfilling Prophecy (AKA The Pygmalion Effect)

- The belief that predictions about your future actions are likely to come true because you believe that they will come true
The Self-Fulfilling Prophecy Cycle

1. Expectations are developed
2. Expectations are expressed (non)verbally
3. Others adjust behavior to adapt to our (non)verbal messages
4. Expectations become reality
5. Expectations/ Beliefs are strengthened

How Self-Fulfilling Prophecies can occur

- Self-imposed Prophecy - Your own expectations influence your behavior
- Other-imposed Prophecy - Expectations of others influence your behavior

Types of Pygmalsions

- Positive Pygmalsion - hold high expectations for a person, typically resulting in enhanced performance.
- Negative Pygmalsion - hold low expectations for a person, typically resulting in diminished performance.
Interpersonal Needs Theory
(William Schutz)

- As individuals, we have various needs we fulfill through interacting with others
- Three Primary Social Needs:
  - Inclusion
  - Control
  - Affection