# Contents

PART ONE | INTRODUCTION: THIS BOOK, BASIC IDEAS, AND THE EARLY RESEARCH

- I Introduction: How Might Social Beliefs Relate to Social Reality? 3
- 2 Social Reality Is Not Always What It Appears To Be: The Scientific Roots of Research on Interpersonal Expectancies 13
- 3 The Once Raging and Still Smoldering Pygmalion Controversy 30

PART TWO | THE AWESOME POWER OF EXPECTATIONS TO CREATE REALITY AND DISTORT PERCEPTIONS

- 4 The Extraordinary Power of Self-Fulfilling Prophecies 49
- 5 The Extraordinary Power of Expectancies to Bias Perception, Memory, and Information-Seeking 64

## PART THREE | THE LESS THAN AWESOME POWER OF EXPECTATIONS

### TO CREATE REALITY AND DISTORT PERCEPTIONS

- 6 The Less Than Extraordinary Power of Self-Fulfilling Prophecies: Considerations Based on Common Sense, Daily Life, and a Critical Evaluation of the Early Classic Experiments 83
- 7 You Better Change Your Expectations Because I Will Not Change (Much) to Fit Your Expectations: Self-Verification as a Limit to Self-Fulfilling Prophecies 100
- 8 The Less Than Awesome Power of Expectations to Distort Information-Seeking 112
- 9 The Less Than Awesome Power of Expectations to Bias Perception, Memory, and Judgment 122

PART FOUR ACCURACY: CONTROVERSIES, CRITICISMS, CRITERIA, COMPONENTS, AND COGNITIVE PROCESSES

10 Accuracy: Historical, Political, and Conceptual Objections 145

11 Accuracy: Criteria 170

12 Accuracy: Components and Processes 194

- PART FIVE | THE QUEST FOR THE POWERFUL SELF-FULFILLING PROPHECY
- 13 Teacher Expectations: Accuracy and the Quest for the Powerful Self-Fulfilling Prophecy 219
- 14 Do Self-Fulfilling Prophecies Accumulate or Dissipate? 248

#### PART SIX | STEREOTYPES

- 15 On the Pervasiveness and Logical Incoherence of Defining Stereotypes as Inaccurate 269
- 16 What Constitutes Evidence of Stereotype Accuracy? 307
- 17 Pervasive Stereotype Accuracy 323
- 18 Stereotypes and Person Perception: Can Judging Individuals on the Basis of Stereotypes Increase Accuracy? 360
- 19 Stereotypes Have Been Stereotyped! 389

#### PART SEVEN | CONCLUSION

- 20 Important, Interesting, and Controversial Work on Accuracy, Bias, and Self-Fulfilling Prophecies That Did Not Fit Elsewhere 407
- 21 The 90% Full Glass Contests the Bias for Bias 421

**REFERENCES 433** 

INDEX 455