When you get to know someone, where do you look first? How reliable are these cues for a good evaluation?
When you get to know someone, where do you look first? How reliable are these cues for a good evaluation?

- body language/posture?
- eyes?
- hands?
- language?
- clothes?
- other? ...
What other sources of information may be considered? How reliable are these?
What other sources of information may be considered? How reliable are these?

- Prior knowledge on person (hearsay): for example, a remark by a friend
- Prior knowledge on similar persons/groups: e.g. rapper
- "Gut feeling"/intuition
- Something written: for example, from e-mails or internet chats
Advantages and disadvantages of certain social cues

Now that we have discussed aspects contributing to the appraisal of a person, we shall focus on the strengths and weaknesses of these social cues.
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person:

<table>
<thead>
<tr>
<th>Language:</th>
<th>Important clue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>What somebody says and how he/she says it</td>
<td>???</td>
</tr>
</tbody>
</table>

**Caution:**

???
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person.

<table>
<thead>
<tr>
<th>Language:</th>
<th>Important clue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>What somebody says and how he/she says it</td>
<td><strong>Content:</strong> Language is very important for direct communication. <strong>Tone:</strong> Intonation (sarcastic, smug), word choice (arrogant, factual etc.) <em>can</em> tell you a lot about someone.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Example:</th>
<th>Caution:</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>The people have no bread ... why don’t they eat cake instead?</em></td>
<td>???</td>
</tr>
</tbody>
</table>

Ascribed to Marie Antoinette (1755-1793); sarcasm, naivety, unawareness of the living conditions of the poor?
<table>
<thead>
<tr>
<th>Language:</th>
<th>Important clue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>What somebody says and how he/she says it</td>
<td><strong>Content:</strong> Language is very important for direct communication.</td>
</tr>
<tr>
<td><strong>Example:</strong></td>
<td><strong>Tone:</strong> Intonation (sarcastic, smug), word choice (arrogant, factual etc.) <em>can</em> tell you a lot about someone.</td>
</tr>
</tbody>
</table>

Ascribed to Marie Antoinette (1755-1793); sarcasm, naivety, unawareness of the living conditions of the poor?

<table>
<thead>
<tr>
<th>Caution:</th>
<th><strong>Content:</strong> Due to propriety and misunderstandings, there is often a difference between what people think and what they actually say.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tone:</strong> Some people convey little emotion when talking – still they can be emotional underneath (e.g. “deadpan humor”; facial immobility of Parkinson’s disease).</td>
<td></td>
</tr>
</tbody>
</table>
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person.

<table>
<thead>
<tr>
<th>Previous knowledge about a specific person</th>
<th>Important clue:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>???</td>
</tr>
</tbody>
</table>

Caution:

???
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person.

<table>
<thead>
<tr>
<th>Previous knowledge about a specific person</th>
<th>Important clue:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>➢ Previous knowledge can help when making judgments about a person, particularly if you have met this person in a similar situation before.</td>
</tr>
</tbody>
</table>

**Caution:**

???
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person

<table>
<thead>
<tr>
<th>Previous knowledge about a specific person</th>
<th>Important clue:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Previous knowledge can help when making judgments about a person, particularly if you have met this person in a similar situation before.</td>
</tr>
<tr>
<td></td>
<td>Caution:</td>
</tr>
<tr>
<td></td>
<td>People may act differently depending on either the situation, their present mood, or due to chance. No one is always completely happy or sad, or good or evil in every situation. Someone can be very outgoing with his family and at the same time be very shy with friends – or vice versa. Sometimes you may even be surprised with how differently you behave on various occasions.</td>
</tr>
</tbody>
</table>
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person:

<table>
<thead>
<tr>
<th>Intuition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dogs are said to be able to sense whether people pose a threat or not.</td>
</tr>
</tbody>
</table>

**Important clue:**

**Caution:**
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person.

**Important clue:**
- Intuition can be understood as knowledge based on experience. Sometimes our instinct is better than reason!

**Caution:**
- ???

**Intuition**

*Funny, scary?*

Depends on your mood!

**Fear**

- e.g. horror-film (“It”)

**Pleasure**

- Memory of a circus
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person:

**Intuition**

**Important clue:**
- Intuition can be understood as knowledge based on experience. Sometimes our instinct is better than reason!

**Caution:**
- Our present emotions can influence our perception/thought. Examples:
  1. **Anger:** tendency to feel misunderstood or mistrusted.
  2. **Depression:** everything seems “darker” than it actually is.

---

**Funny, scary?**

- Depends on your mood!

**Fear**
- e.g. horror-film ("It")

**Pleasure**
- Memory of a circus
Please discuss the advantages and disadvantages of the following feature for making a judgment about a person:

Funny, scary?

- Depends on your mood!

Fear
- e.g. horror-film ("It")

Pleasure
- Memory of a circus

**Important clue:**
- Intuition can be understood as knowledge based on experience. Sometimes our instinct is better than reason!

**Caution:**
- Our present emotions can influence our perception/thought. Examples:
  1. **Anger**: tendency to feel misunderstood or mistrusted.
  2. **Depression**: everything seems “darker” than it actually is.
- We should listen to our instincts, but not trust them blindly.
... none of the previously discussed aspects (e.g. language) can be completely trusted on their own!

One has to consider all aspects!
In combination, they help with judging a complex situation ...
Why are we doing this?

Studies show that many (but not all!) people with mental health problems (especially psychosis) have problems in the following areas:

- Difficulties detecting and evaluating the facial expressions of others (e.g. joy, grief).
Why are we doing this?

Studies show that many (but not all!) people with mental health problems (especially psychosis) have problems in the following areas:

- Difficulties detecting and evaluating the facial expressions of others (e.g. joy, grief).
- Difficulties deducing the motives/future activities of other persons from ongoing behavior.
### How lack of empathy promotes misinterpretations during psychosis – examples

<table>
<thead>
<tr>
<th>Event</th>
<th>Explanation during psychosis</th>
<th>Other explanations</th>
</tr>
</thead>
<tbody>
<tr>
<td>A man on the bus looks at you for a long time.</td>
<td>The persecutor finally reveals himself.</td>
<td>Due to your conspicuous behavior (e.g. wearing sunglasses), you provoked the looks yourself.</td>
</tr>
<tr>
<td>Boss criticizes your mistakes.</td>
<td>You are convinced that you are about to be fired.</td>
<td>Boss overreacted a bit but does not plan to fire you – he's generally a bit grumpy.</td>
</tr>
<tr>
<td>Friend reads a newspaper article about bad school achievements.</td>
<td>He is hinting at the bad school marks you got as a child.</td>
<td>Pure coincidence – friend has an interest in the news, he doesn’t know about your problems at school.</td>
</tr>
</tbody>
</table>

**Can anyone contribute a short personal experience?**
Exercise

- In the following exercises, you will be presented with comic strips.
- Please discuss what the characters in the story may think about each other.
In the following exercises, you will be presented with comic strips.

Please discuss what the characters in the story may think about each other.

**Important**

You have to distinguish between information available to you and information the characters have about one another!
Exercise

- In the following exercises, you will be presented with comic strips.
- Please discuss what the characters in the story may think about each other.

**Important**

- You have to distinguish between information available to you and information the characters have about one another!
- What additional information is needed to provide definite answers to the questions at the end?
What do you think the girl will bring her grandma as a present for the next birthday?

Will grandma be delighted?
Grandmother’s Birthday

What will the girl bring her grandma next year?

**Probably:** A box of toffees again because grandmother was so enthusiastic the last time.

**Unlikely:** The girl has noticed that grandmother doesn’t like toffees, so she will bring something different the next birthday.
Let’s go!
Is the boss cold-hearted? Do we need additional information to decide?
What might the police officer think ...? Is he entirely correct or partly correct?
Is the bank employee frightened?
Warning! A storm front is approaching the coast!
Leave the beach!

Will father and son go boating?
optional: Video Clip

- optional: Video clip presentations that address today’s topic are available at the following website: http://www.uke.de/mct_videos

- After the video, you may discuss how it is related to today’s topic.

*[for trainers: Some movie clips contain language that may not be appropriate for all audiences and across all cultures. Please carefully pre-screen videos before showing]*
According to John, where did Mary last see the ice cream van? At the park or at church?
Can we eat, Ma... I am starving!

What does the mother think ...? Is she correct?
Two weeks later, after moving into another apartment ...

Why was the battery dead the 1st time? And the 2nd time? How might the car owner have interpreted the situation?
Transfer to everyday life

Learning Objectives:

- Many misunderstandings and even conflicts arise because people guess incorrectly what is on other people’s minds (e.g. if you do not tell your friends that you are feeling bad at the moment, you cannot expect them to be more considerate!).
Learning Objectives:

- Many misunderstandings and even conflicts arise because people guess incorrectly what is on other people’s minds (e.g. if you do not tell your friends that you are feeling bad at the moment, you cannot expect them to be more considerate!).

- Try to evaluate complex social situations from different perspectives and consider all available information. The more information considered, the more likely an appropriate judgment will be reached.
Many misunderstandings and even conflicts arise because people guess incorrectly what is on other people’s minds (e.g. if you do not tell your friends that you are feeling bad at the moment, you cannot expect them to be more considerate!).

Try to evaluate complex social situations from different perspectives and consider all available information. The more information considered, the more likely an appropriate judgment will be reached.

Caution: Our current state of mood influences how we perceive our environment (e.g. how you appraise a person).
During psychosis many (but not all!) people are in danger of misinterpreting or over-interpreting facial expressions and actions.

**Example:** Marvin feels mocked!

**Background:** Marvin enters the entrance hall of the airport after customs, where people are waiting and looking in his direction. Two of them start laughing loudly.

**But:** Of course, all of those who are waiting are scanning the arriving passengers to pick up friends or clients. The two people laughing have probably not seen each other for a long time and are exchanging holiday memories.

We all make mistakes! Always take different perspectives into account.
for trainers:
Please hand out worksheets. Introduce our app “MCT & More” (download free of charge).

www.uke.de/mct_app
Pictures used in this module are reproduced with indirect (creative commons license) or direct permission of the artists listed below, for which we would like to express our gratitude! A full list can be obtained via [www.uke.de/mkt](http://www.uke.de/mkt). If we have involuntarily breached copyright, please accept our apologies. In this case, we kindly ask creators for their permission to use their work under the "fair use" policy. Die in diesem Modul verwendeten Bilder wurden mit der indirekten (creative commons Lizenz) oder direkten Zustimmung der untenstehenden Künstler reproduziert, wofür wir uns herzlich bedanken möchten! Eine vollständige Liste ist hinterlegt auf [www.uke.de/mkt](http://www.uke.de/mkt). Sollten wir unbeabsichtigt gegen das Urheberrecht verstoßen haben, so bitten wir dies vielmals zu entschuldigen und bitten nachträglich um die Verwendungserlaubnis.

<table>
<thead>
<tr>
<th>Name</th>
<th>Photographer/Artist</th>
<th>Source/ Quelle</th>
<th>Picture Name/ Name des Bildes</th>
<th>Description/Kurzbeschreibung</th>
</tr>
</thead>
<tbody>
<tr>
<td>Llima</td>
<td></td>
<td>Flickr</td>
<td>Psalmz</td>
<td>CC = used with corresponding creative commons license; PP = used with personal permission of artist</td>
</tr>
<tr>
<td>Thomas Hawk</td>
<td></td>
<td>Flickr</td>
<td>Lips</td>
<td>CC = used with corresponding creative commons license; PP = used with personal permission of artist</td>
</tr>
<tr>
<td>Volker Henkel</td>
<td></td>
<td>Fotomoment.de</td>
<td>emotionen</td>
<td>PP = used with personal permission of artist</td>
</tr>
<tr>
<td>storm_gal</td>
<td></td>
<td>Flickr</td>
<td>Wolf Dog</td>
<td>CC = used with corresponding creative commons license; PP = used with personal permission of artist</td>
</tr>
<tr>
<td>MisterSquirrel</td>
<td></td>
<td>Flickr</td>
<td>Pennywise</td>
<td>CC = used with corresponding creative commons license; PP = used with personal permission of artist</td>
</tr>
<tr>
<td>def110</td>
<td></td>
<td>Flickr</td>
<td>Zirkus - circus</td>
<td>CC = used with corresponding creative commons license; PP = used with personal permission of artist</td>
</tr>
<tr>
<td>Marina Ruiz-Villarreal</td>
<td></td>
<td>- - -</td>
<td>- - -</td>
<td>Produced for the MCT/Anfertigung für das MKT; © Arbeitsgruppe Neuropsychologie</td>
</tr>
<tr>
<td>- - -</td>
<td></td>
<td>- - -</td>
<td>- - -</td>
<td>Produced for the MCT/Anfertigung für das MKT; © Arbeitsgruppe Neuropsychologie</td>
</tr>
<tr>
<td>M.A./ Christin Hoche</td>
<td></td>
<td>- - -</td>
<td>- - -</td>
<td>Produced for the MCT/Anfertigung für das MKT; © Arbeitsgruppe Neuropsychologie</td>
</tr>
</tbody>
</table>

- Rapper
- Red lips/Rote Lippen
- Different facial expressions of 3 men/Verschiedene Gesichtsausdrücke v. 3 Männern
- Intuition (dog/Hund)
- Funny clown/Lustiger Clown
- Evil clown/Böser Clown
- Circus/Zirkus
- Comic strips: grandmother, accident, bad news, neighbour/Bildergeschichten: Großmutter, Unfall, schlechte Nachrichten, Nachbar
- Comic strip: John & Mary/ Bildergeschichte John & Mary
- Comic strips: bank, boating, sausage/Bildergeschichten Bank, Bootfahren, Wurst