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## **Chapter 5: The Role of Perception in Human Relations**

### **Chapter Objective**

This chapter explores some of the most common ways in which our differing perceptions can lead to misunderstandings and even conflict in our relations with others. It explores why our perceptions can vary so dramatically and describes a communication technique that can be used in situations when we aren't sure if our interpretation is correct.

### **Learning Objectives**

- Explain why our brains make perceptual errors.
- Describe how the 'primacy effect' skews our interpretations
- Explain how confirmation bias influences perception and how to overcome it
- Explain false consensus bias, its effects, and solutions to overcome it
- Describe the influence of the fundamental attribution error
- Summarize the three-step process to overcome the fundamental attribution error
- Distinguish biological influences from cultural influences on perception
- Summarize how biology influences perception
- Describe how several different types of cultural norms influence our perception of others
- Explain how perception-checking can help avoid misunderstandings

# Human Relations Art Science Building Effective Relationships

**Vivian Hamilton, Vivian McCann**



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