

## How I see others

**Assumptions**  
my own theories,  
lack of information

**First impressions**  
looks, clothes,  
voice, movements

**Mutual influences**  
you behave and  
become as you are  
seen by others

**Projection**  
I project my  
own mistakes/  
weaknesses on  
the other

**Selective  
perception**  
we only see what  
we want

**"Frozen" image**  
'once a thief,  
always a thief'

## My view of other people

**Transfer**  
I transfer earlier expe-  
riences and events to  
the present moment

**Categorization**  
*feature --> type:*  
Mercedes --> rich  
long hair -->.....

**Halo effect**  
mistakes are  
searched or  
ignored due to my  
own liking/disliking

**Present role**  
I see sb in his pre-  
sent situation, not  
the whole person