

Research Presentation Outline

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COMM112R: Introduction to Interpersonal Communication

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Honor Pledge: Seth Sarauw

Introduction of self and topic

Hello my name is Seth and today I will be discussing implicit personality theory (IPT). Implicit Personality Theory is a concept where people make assumptions about others based on limited information. When we meet people for the first time we often assume traits of kindness or trustworthiness as we as people see the best in others, but this can be influenced by our prior beliefs or experiences. Understanding this topic is important as it helps us understand how we process and view people based on our previous experiences. IPT reveals how much of our social judgement occurs subconsciously influencing things, such as: relationships, workplace interactions, and behaviors towards others. We don't always view people in a good way. One thing that influences our views is hostile attributional bias which is "the tendency to interpret ambiguous provocation as intentional, that is, to view others' negative actions toward you as purposeful and hostile when their intention is unclear".

Relevant Theorist

A couple of relevant theorists when it comes to IPT is Solomon Asch and Fritz Heider. Solomon Asch in 1946, came up with trait centrality. Trait centrality is "an attribute in someone's personality that is considered particularly meaningful, in that its presence or absence signals the presence or absence of other traits". Asch came up with this theory when he presented two groups of judges with the same description of a person but just changed the word to cold or warm, both being central traits, which influenced the views of the judges. The judges who read warm viewed the person as "generous and sociable", while those who read them as cold viewed them as "serious and reserved". Fritz Heider came up with social perception, which is defined as "the process of forming impressions and making inferences about others by

interpreting their behavior, verbal communication, and nonverbal cues like facial expressions and body language". While social perception was never fully made, it had a lasting impact on social psychology.

Everyday Communication

IPT affects our everyday lives in many forms, examples of the forms would be: When making new friends or in professional settings. When it comes to making new friends, we make impressions quickly, deciding whether they're friendly, trustworthy, or rude. We can decide these things on small things like tone of voice, appearance, or body language. These will then influence how we talk to them, interpret their behaviors, and respond in conversation. In settings that are supposed to be more professional, IPT influences how teachers view and treat students, how employers treat and choose applicants, and how coworkers form opinions of others. We often make conclusions on one's personality from things, such as: social media posts and photos.

References

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