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## INDIVIDUAL Exercise

Firstly know about the perception.

Perception:

A process by which individuals organize and interpret their sensory impressions in order to give meaning to their environment. People's behavior is based on their perception of what reality is, not on reality itself.

The world as it is perceived is the world that is behaviorally important.

It is simply the process or way to understand about any object or event. How people see things, is the perception. we don't see things as they are, we see things as we are.



How do other people perceive you? Obviously, person perception is a very subjective process that can be affected by a number of variables. Factors that can influence the impressions you form of other people include the characteristics of the person you are observing, the content of the situation, your own personal traits and your past experiences.

People often form impressions of others very quickly, with only minimal information. We frequently base our impressions on the roles and social norms we expect from people. For example, you might form an impression of a city bus driver based on how you would anticipate a person in that role to behave, considering individual personality. Characteristics only after you have formed this initial impression.



## Social Categorization

One of the mental shortcuts we use in person perception is social categorization. In this process, we mentally categorize people into different groups based on common characteristics. Sometimes this process occurs consciously, but for the most part, social categorizations happen automatically and unconsciously. Some of the most common social categories are age, gender, occupation, and race.

As with many mental shortcuts, social categorization has both positive and negative aspects. Social categorization allows you to make rapid judgments.



Now I come to question, How do other people perceive me?

Ans. If I can work out how others perceive me, I can understand how I come across to them.

This matters. If I get it wrong, it could be the reason why some people see me as lacking in confidence. If I get it right,

you can start to think about adapting my behaviour so that their perception of me is what I want it to be.

If I know how I come across, I can take control of the situation.

I will show you in three simple steps how to work out how others perceive me. This in turn will help me to.

\* Get people to listen to me at work and socially.

\* Be influential when dealing with challenging people.

\* Come across with impact and be noticed at meetings.

\* Feel in control when I am out of my comfort zone.

P.T.O



Step 1: Revealing how I think you come across.

Whenever I am with others, I am communicating. It's true that most people think 'communication' is merely about talking. It's not though, talking is just one element of what it means to communicate. Try thinking more widely about the concept of communication. For example, Have I ever considered that how you say something might be just as ~~impossible~~ important as what I say?

Step 2: Discovering if other people agree with you - Is the perception you have of myself the same as ~~show~~ how others perceive me?

My questionnaire scores tell me how my I think my communicate. Where are there any surprises? But how can I be sure this is what other people think.

I have got much more chance of coming across confidently if my I am correct about the what people are thinking talking?

P.T.O



Perhaps I have never considered this. If so, I am not unusual. It is not something that tends to cross peoples minds. Most people just make the assumption they come across the way they think they do. Be wary of this. I am making a presumption. I could be wrong. Never make assumptions about how I think others perceive me.

Step 3:- Reconciliation controlling other peoples' perceptions of you.

The results of the Reality check Questionnaire will give you a clear idea of how people actually perceive me. Take some time to compare these scores with your my scores and also my results from the "what's

my communication style' Questionnaire. To really use my scores from the questionnaires reflectively, try opening my mind a touch. This should help to explain why different people react to me in different ways. Change the way I communicate the message, Not the meaning of the message itself.



Q11: what are the reasons why they formed this perception?

Ans: The reason of this perception is can be the ~~direct~~ internal and external factors. Internal factors are things inside my body, and external factors are factors that affect me from the outside.

The internal factors that can influence perception are many. Memories have a lot of influence because it reminds us about the good and bad things that we have gone through and remind us not to do bad things again.

External factors have a great influence in perception. we may decide what to do depending on what is going on around us. The things we see happening can determine our actions. For example if we see a car crash in a certain street we will be cautious when passing through that street, because we don't know what happened in the past car crash.



Q2 what have you done to contribute to development of this perception?

Ans: we can development the perception by this way.

(1) Discuss strategies for improving self-perception.

(2) Discuss strategies for development perception of others.

(3) Employ perception checking to improve perception of self and others.

(1) Developing self-perception.

our self-perceptions can and do change. Recall that we have an overall self-concept and self-esteem that are relatively stable, and we also have context-specific self-perceptions. Context-specific self-perceptions vary depending on the person with whom we are interacting, our emotional state, and the subject matter being discussed.

(2) Discuss strategies for development perception of others:

There are many barriers that prevent us from competently perceiving others. While some are more difficult to overcome than others.



They can all be addressed by raising our awareness of the influences around us and committing to monitoring, reflecting on, and changing some of our communication habits.

3) Employ perception checking to improve perception of self and others.

perception checking is a strategy to help us monitor our reactions to and perceptions about people and communication. There are some internal and external strategies we can use to engage in perception checking. In terms of internal strategies, review the various influences, review the various influences on perception that we have learned about ~~we~~ ~~are~~ willing to ask yourself.

~~we~~ ~~are~~ willing to ask yourself.



3) Are they stereotyping?

Ans: Stereotypes often create a situation called a self-fulfilling prophecy. This cycle occurs when people automatically behave as if an established stereotype is accurate, which leads to reactive behavior from the other party that confirms the stereotype.

Stereotypes persist because of a process called selective perception. Selective perception simply means that we pay selective attention to parts of the environment while ignoring parts.

4) Errors in Perception:

As seen above perception is the process of encoding and understanding a stimulus as it is, but it may not be always possible to perceive the stimuli as they are. knowingly or unknowingly, we mistake the stimulus and perceive it wrongly.

many times the prejudices in the individual, time of

P.T.O



(10)  
 perception, unfavorable background  
 lack of clarity of stimulus,  
 confusion, conflict in mind  
 and such other factors  
 are responsible for errors in  
~~pre~~ perception.

Q5: Create an action plan about  
 how you can change this  
 perception?

Ans There are a number of actions  
 we could take about we need  
 to begin with behavior.

(1) Observe how my behavior impact  
 others.

Start by being honest  
 with myself. Notice how my  
 behavior affects those around me.  
 How do people react to me  
 in meetings? In the coffee room  
 or at lunch? If clients are  
 not returning your calls, perhaps  
 my behavior is making them  
 feel pressured or uncomfortable.

(2) Asking for feedback:

Ask others how they  
 see you. It takes courage and  
 you may get some feedback  
 that is hard to hear, but  
 it's an important step.



3) Make behavioral changes  
immediately: Once you have some basic information, take small steps toward behavioral change. If you're the type who usually dominates the conversation in meetings or groups, try keeping absolutely quiet and taking notes for a change.

4) UP my visibility: If I want high visibility, I have to do what it takes to become visible. Start by volunteering for high impact projects. Look for a tough job that nobody wants to tackle, or something that's been languishing but that I know is important to my boss or the company as a whole. If I see the company putting a lot of time and energy into a new idea or venture, get involved.