



**FIGURE 3.1**

**A Model of the Social Perception Process**

The model shows that our impressions of others are influenced by three factors: physical features (e.g., facial attractiveness and emotional expression); nonverbal behaviors (e.g., posture, movements, and tone of voice); and cognitive processes (e.g., prior knowledge, schemas, and expectancies). The model also shows that once they form, first impressions guide our behavior.

