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UNIT 10: Social Psychology

**RG 10a**

pg. 642-650

**Social psychology** is…

Explain the **attribution theory**.

The **fundamental attribution error** is…

Give an example of the fundamental attribution error.

Give an example of the practical consequences of attributions.

**Attitudes** are…

How do our attitudes affect our actions? (Give at least one example)

What are central and peripheral routes of persuasion?

*\*\*In other cases, actions can affect our attitudes.*

Explain the **foot-in-the-door phenomenon**.

Give an example of this tendency.

Explain Philip Zimbardo’s prison study.

What does this show us about attitude and actions?

Explain the **cognitive dissonance theory**.

Give an example of this theory

**RG 10B**

pg. 650-664

***SOCIAL INFLUENCE***

Give 2 examples of how “behavior can be contagious.”

**Conformity** is…

* + Explain Solomon Asch’s study of conformity.
  + List the situations/circumstances when the level of conformity increases.
  + Normative vs. Informative social influence
  + In which type of culture is conformity lower? Why?

**Obedience** is….

Explain Stanley Milgram’s obedience study.

When was obedience highest in Milgram’s studies?

What have experiments like Asch and Milgram’s shown us about people?

Explain the difference between conformity and obedience.

***GROUP INFLUENCE***

Explain **social facilitation**.

How do you see social facilitation in everyday settings?

**Social loafing** is…

Why does social loafing occur?

Explain **deindividuation**.

Give an example of when this may occur.

**Group polarization** is…

Explain the good and bad results of group polarization.

Explain **groupthink**.

When is groupthink prevented?

Norms:

Display rules by Paul Ekman: (Not in text book but on 2019 exam)

Personal Space:

Social control vs. personal control

How can minority groups sway majority groups?

**RG 10c**

pg. 664-692

***ANTISOCIAL RELATIONS***

*Prejudice* is…

What are stereotypes and how are they related to prejudice?

Give an example of how prejudice is apparently an unconscious process.

Explain the concept of social identities.

**Ingroup vs. outgroup**

Explain **ingroup bias**.

Describe the **scapegoat theory.**

How does categorization help explain prejudice?

How does the availability heuristic foster the formation of group stereotypes?

The **just-world phenomenon** states that…

***Aggression***

The biology of aggression…

* Genetic influences
* Neural influences
* Biochemical influences

The psychology of aggression…

Explain the frustration-aggression principle.

How does “learning” impact/influence aggression?

Does viewing violence on television cause a person to act aggressively? *(This is not an opinion question…what does research say?)*

How are sexual aggression (rapes/attacks) influenced by the media?

What are “social scripts” and how do they influence behavior?

**Conflict is…**

Explain the concept of **social traps.**

What are “mirror-image perceptions” and how do they instigate conflict?

***PROSOCIAL RELATIONS***

The psychology of attraction…

Proximity is…

How does it influence attraction? Why?

Explain the **mere-exposure effect**.

Why does Zajonc believe this exists?

* How does physical attraction impact attraction?
* List the characteristics physically attractive people are said to possess.
* What influences a person’s sense of being attractive?
* What type of physical features do people seem to prefer?

How does similarity (having common attributes) impact attraction?

What is the reward theory of attraction?

Passionate vs. compassionate love

Describe equity.

How does self-disclosure impact a relationship?

**Altruism** is…

Explain the three-stage decision process in giving aid to others.

Explain the **bystander effect.**

The social exchange theory states…

Reciprocity norm vs. social responsibility norm

Summarize how each of the following help us make peace…

* Cooperation
* Communication
* Conciliation