Unit 8 Social Psychology Concept Sheet

Directions: As you read the Social Psychology Unit in your textbook (pages 753-820), answer the following questions in complete sentences. Provide examples when asked to do so.

1. Who is Fritz Heider? Explain his theory.
2. Give a scenario in everyday life in which you could be affected by the fundamental attribution error.
3. How does culture influence the fundamental attribution error?
4. How do the effects of the fundamental attribution error change when one is shown videos of oneself’s behaviors?
5. Give an example of an attitude. How does one’s affect, behavior, and cognition influence that attitude?

6. Describe an advertisement that you have seen. What central route persuasion and peripheral route persuasion techniques are used in that advertisement?

7. How can the foot in the door phenomenon be used to affect attitudes?

8. How can atrocities committed by those at Abu Ghraib prison be explained in terms of psychology?

9. What are the three components that one must have in order to experience cognitive dissonance? Describe a time in which you experienced cognitive dissonance.

10. Describe the findings of Chartrand and Bargh’s experiments regarding the chameleon effect. What are some of the implications of this research?

11. What factors increase the likelihood to conform to the group?

12. Describe the difference between normative social influence and informational social influence.

13. What factors increase the likelihood to obey?

14. Give examples of the following types of group dynamics. Your examples should pertain to YOUR real-life experiences:

A. Social facilitation

B. Social loafing

C. Deindividuation

D. Group polarization

E. Groupthink

F. Minority influence

15. What is the difference between attitudes, stereotypes, prejudice, and discrimination?

16. How can the just-world phenomenon be used to justify prejudice?

17. What are some of the social and cognitive roots of prejudice?

18. Describe the biological (genetic, neural, and biochemical) factors that influence aggression.

19. How is learning linked to aggression? How can this learning be reversed?

20. Do violent video games teach social scripts for violence?

21. How does the mere exposure effect influence attraction?

22. Describe the three ingredients that make attraction.

23. Describe the difference between passionate and compassionate love.

24. What did John Darley and Bibb Latane’s research reveal about altruism?

25. What are self-fulfilling prophecies?

26. What are superordinate goals, and what is their purpose?

27. What is GRIT, and how can it be used in the modern day?