

# Social psychology vocab and notes assignment

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BUSTER**

Attitudes – Feelings often influence by beliefs Foot-in-the-door phenomenon – Something begins small and escalates from here Role – a position Cognitive Dissonance – If you believe you will achieve Conformity – to go towards what others are doing Informative vs.. Normative social influence conformity that occurs because of the desire to be correct versus conformity that occurs because of the desire to be liked and accepted Social Facilitation – The tendency for people to do better on simple tasks when in the presence of other people.

Social Loafing – the phenomenon of people exerting less effort to achieve a goal when they work in a group than when they work alone. Identification – is a concept in social psychology that is generally thought of as the losing of self-awareness in groups, although this is a matter of contention Diffusion of Responsibility a psychophysically phenomenon whereby a person is less likely to take responsibility for action or inaction when others are present. Group Popularization – the tendency for groups to make decisions that are more extreme than the initial inclination of its members.

Corruption ; that occurs within a group of people, in which the desire for harmony or conformity in the group results in an irrational or dysfunctional decision-making outcome. Self-fulfilling prophecy – a prediction that directly or indirectly causes itself to become true, by the very terms of the prophecy itself, due to positive feedback between belief and behavior. Stereotype – a widely held but fixed and oversimplified image or idea of a particular type of person or thing. Prejudice – preconceived opinion that is not based on reason or actual experience.

Discrimination – is action that denies social participation or human rights to categories of people based on prejudice. Racism – the belief that all members of each race possess characteristics or abilities specific to that race, especially so as to distinguish it as inferior or superior to another race or races. Ingroup bias – a pattern of favoring members of one's in-group over out-group members. This can be expressed in evaluation of others, in allocation of resources, and in many other ways.

Scapegoat theory – The theory that in a group, someone is made the scapegoat is good because you get four of them as opposed to hippo carnival Social Trap – a term used by psychologists to describe a situation in which a group of people act to obtain short-term individual gains, which in the long run leads to a loss for the group as a whole. Examples of social traps include overfeeding, energy “brownout” and “blackout” power outages during periods of extreme temperatures, the overgrazing of cattle on the Shetland Desert, and the destruction of the rainforest by logging interests and agriculture.

Self-serving bias – any cognitive or perceptual process that is distorted by the need to maintain and enhance self-esteem. Bystander Effect – a social psychological phenomenon that refers to cases in which individuals do not offer any means of help to a victim when other people are present. Social exchange theory – a social psychological and sociological perspective that explains social change and stability as a process of negotiated exchanges between parties. GRIT – non-cognitive trait based on an individual's passion for a particular long-term goal or antedates, coupled with a powerful motivation to achieve their respective objective.

Subordinate goals – are where two or more people or groups must be involved to achieve a specific goal. Altruism – the belief in or practice of disinterested and selfless concern for the well-being of others. Aggression – hostile or violent behavior or attitudes toward another; deadness to attack or confront. Frustration-aggression principle – theory says that aggression is the result of blocking, or frustrating, a person's efforts to attain a goal. Mere exposure effect – a psychological phenomenon by which people tend to develop a preference for things merely because they are familiar with them.

Equity – this is a situation in which people receive in proportion to what they give to the relationship. Self-disclosure – a process of communication through which one person reveals himself or herself to another. Just-world phenomenon – is the cognitive bias (or assumption) that a person's actions are inherently inclined to bring morally fair and fitting consequences to that person, to the end of all noble actions being eventually rewarded and all evil actions eventually punished.

Reciprocity norm & social responsibility norm – People will help people who help them and People will help those dependent on them Truth wins – The true thing wins Majority wins – The majority has the advantage First shift rule – In this method first of all, the participants are divided according to what they want. And if one of the members of either of the groups changes his mind the decision is made according to that.