

# [Ap psychology chapter 16 social psychology](https://assignbuster.com/ap-psychology-chapter-16-social-psychology/)

Social PsychologyThe scientific study of how we think about, influence, and relate to one another. Attribution Theorythe theory that we tend to give a causal explanation for someone's behavior, often by crediting either the situation or the person's dispositionFundamental Attribution Errorthe tendency for observers, when analyzing another's behavior, to underestimate the impact of the situation and to overestimate the impact of personal dispositionAttitudea belief and feeling that predisposes one to respond in a particular way to objects, people, and eventsCentral Route to PersuasionOccurs when people think carefully about a message & are influenced because they find the arguements compellingPeripheral Rout to Persuasionwhen people do not scrutinize the message but are influenced mostly by other factors such as speakers attractivenessFoot-in-the-door PhenomenThe tendency for people who have first agreed to a small request to comply later with a larger request. Rolea set of expectations (norms) about a social position, defining how those in the position ought to behaveCognitive Dissonance Theorythe theory that we act to reduce the discomfort we feel when two of our thoughts are inconsistentConformityadjusting one's behavior or thinking to coincide with a group standardNormative Social Influenceinfluence resulting from a person's desire to gain approval or avoid disapprovalInformational Social Influenceinfluence resulting from one's willingness to accept others' opinions about realitySocial Facilitationimproved performance of tasks in the presence of others; occurs with simple or well-learned tasks but not with tasks that are difficult or not yet masteredSocial Loafingthe tendency for people in a group to exert less effort when pooling their efforts toward attaining a common goal than when individually accountable. (Myers Psychology 8e p. 739)Deindividuationthe loss of self-awareness and self-restraint occurring in group situations that foster arousal and anonymityGroupthinkthe mode of thinking that occurs when the desire for harmony in a decision-making group overrides a realistic appraisal of alternatives. Group Polarizationthe enhancement of a group's prevailing attitudes through discussion within the groupPrejudicean unjustifiable attitude toward a group and its membersStereotypea generalized belief about a group of peopleDiscriminationunjustifiable negative behavior toward a group or its membersIngroup" Us" - people with whom one shares a common identityOutgroup" Them" - those perceived as different or apart from one's ingroupIngroup Biasthe tendency to favor one's own groupScapegoat Theorythe theory that prejudice offers an outlet for anger by providing someone to blameOther-race EffectThe tendency to recall faces of one's own race more accurately than faces of other races. Just-world PhenomenonThe tendency of people to believe the world is just and that people therefore get what they deserve and deserve what they get. Aggressionany physical or verbal behavior intended to hurt or destroyFrustration-aggression PrincipleThe principle that frustration--the blocking of an attempt to achieve some goal--creates anger, which can generate aggression. Mere Exposure Effectthe phenomenon that repeated exposure to novel stimuli increases liking of themPassionate Lovean aroused state of intense positive absorption in another, usually present at the beginning of a love relationshipCompanionate Lovethe deep affectionate attachment we feel for those with whom our lives are intertwinedEquitya condition in which people receive from a relationship in proportion to what they give to it. Self-disclosureRevealing intimate aspects of oneself to others. Altruismunselfish regard for the welfare of othersBystander Effectthe tendency for any given bystander to be less likely to give aid if other bystanders are presentSocial Exchange Theorythe theory that our social behavior is an exchange process, the aim of which is to maximize benefits and minimize costsReciprocity Norman expectation that people will help, not hurt, those who have helped themSocial-responsibility NormAn expectation that people will help those dependent upon them. ConflictA perceived incompatability of actions, goals or ideas. Social Trapa situation in which the conflicting parties, by each rationally pursuing their self-interest, become caught in mutually destructive behaviorMirror-image PerceptionsMutual views often held by conflicting people, as when each side sees itself as ethical and peaceful and views the other side as evil and aggressive. Superordinate Goalsshared goals that override differences among people and require their cooperationGRITGraduated and Reciprocated Initiatives in Tension-Reduction, strategy designed to decrease international tensions. (Myers Psychology 8e p. 769) ONAP PSYCHOLOGY CHAPTER 16 SOCIAL PSYCHOLOGY SPECIFICALLY FOR YOUFOR ONLY$13. 90/PAGEOrder Now