

Ap psychology chapter 16 social psychology



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Social Psychology The scientific study of how we think about, influence, and relate to one another.

Attribution Theory the theory that we tend to give a causal explanation for someone's behavior, often by crediting either the situation or the person's disposition

Fundamental Attribution Error the tendency for observers, when analyzing another's behavior, to underestimate the impact of the situation and to overestimate the impact of personal disposition

Attitude a belief and feeling that predisposes one to respond in a particular way to objects, people, and events

Central Route to Persuasion Occurs when people think carefully about a message & are influenced because they find the arguments compelling

Peripheral Route to Persuasion when people do not scrutinize the message but are influenced mostly by other factors such as speakers attractiveness

Foot-in-the-door Phenomenon The tendency for people who have first agreed to a small request to comply later with a larger request.

Role a set of expectations (norms) about a social position, defining how those in the position ought to behave

Cognitive Dissonance Theory the theory that we act to reduce the discomfort we feel when two of our thoughts are inconsistent

Conformity adjusting one's behavior or thinking to coincide with a group standard

Normative Social Influence influence resulting from a person's desire to gain approval or avoid disapproval

Informational Social Influence influence resulting from one's willingness to accept others' opinions about reality

Social Facilitation improved 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 mastered

Social Loafing the 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) Deindividuation the loss of self-awareness and self-restraint occurring in group situations that foster arousal and anonymity Groupthink the mode of thinking that occurs when the desire for harmony in a decision-making group overrides a realistic appraisal of alternatives. Group Polarization the enhancement of a group's prevailing attitudes through discussion within the group Prejudice an unjustifiable attitude toward a group and its members Stereotype a generalized belief about a group of people Discrimination unjustifiable negative behavior toward a group or its members Ingroup "Us" - people with whom one shares a common identity Outgroup "Them" - those perceived as different or apart from one's ingroup Ingroup Bias the tendency to favor one's own group Scapegoat Theory the theory that prejudice offers an outlet for anger by providing someone to blame Other-race Effect The tendency to recall faces of one's own race more accurately than faces of other races. Just-world Phenomenon The tendency of people to believe the world is just and that people therefore get what they deserve and deserve what they get. Aggression any physical or verbal behavior intended to hurt or destroy Frustration-aggression Principle The principle that frustration--the blocking of an attempt to achieve some goal--creates anger, which can generate aggression. Mere Exposure Effect the phenomenon that repeated exposure to novel stimuli increases liking of them Passionate Love an aroused state of intense positive absorption in another, usually present at the beginning of a love relationship Companionate Love the deep affectionate attachment we feel for those with whom our lives are intertwined Equity a condition in which people receive from a relationship in proportion to what they give to it. Self-disclosure Revealing intimate aspects of oneself to others. Altruism unselfish

regard for the welfare of others
Bystander Effect the tendency for any given bystander to be less likely to give aid if other bystanders are present
Social Exchange Theory the theory that our social behavior is an exchange process, the aim of which is to maximize benefits and minimize costs
Reciprocity Norman expectation that people will help, not hurt, those who have helped them
Social-responsibility Norm An expectation that people will help those dependent upon them.
Conflict A perceived incompatibility of actions, goals or ideas.
Social Trap a situation in which the conflicting parties, by each rationally pursuing their self-interest, become caught in mutually destructive behavior
Mirror-image Perceptions Mutual 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 Goals shared goals that override differences among people and require their cooperation
GRIT Graduated and Reciprocated Initiatives in Tension-Reduction, strategy designed to decrease international tensions. (Myers Psychology 8e p. 769)
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