

## APPLICATION OF SOCIAL PSYCHOLOGY TO YOUR LIFE

**Directions:** Below are various terms you learned in social psychology that describe individual or group patterns of behavior. Your goal is to write an example of how each concept has applied to your life or someone you know. You don't need to write in complete sentences or paragraphs, but you do need to write a detailed enough explanation for each that demonstrates to me you understand the concept. There are 35 concepts listed in all. You can fill in this sheet or create one of your own—whatever works best for you.

1. Fundamental attribution error
2. Foot-in-the-door compliance method
3. Door-in-the-face compliance method
4. Low-ball compliance method
5. Ingratiation compliance method
6. Values
7. Cognitive Dissonance
8. Central route to persuasion
9. Peripheral route to persuasion
10. Social norm
11. Conformity
12. Normative social influence
13. Information social influence
14. Obedience
15. Passionate love
16. Companionate love
17. Stereotype
18. Prejudice
19. Discrimination
20. Ingroup
21. Aggression (based on psychology's definition)
22. Frustration-aggression hypothesis
23. Social exchange theory
24. Social responsibility theory
25. Reciprocity norm
26. Bystander effect
27. Mere exposure effect
28. Standards of beauty
29. Social facilitation
30. Social inhibition
31. Social loafing
32. Groupthink
33. Deindividuation
34. Group polarization
35. Mirror-image perceptions