

## **Unit 11: Social Psychology**

**Key Terms** - Using your own words, write a brief definition or explanation of each of the following. Feel free to be as succinct as possible as long as the definition makes sense to you. Do this after or while reading the assigned pages for class.

1. attribution theory –
2. fundamental attribution error -
3. Methods of Compliance -
  - a. Foot-in-the-door -
  - b. Door-in-the-face -
  - c. Ingratiation -
  - d. Low-ball -
4. value -
5. attitude -
6. cognitive dissonance -
7. role playing -
8. central route to persuasion -
9. peripheral route to persuasion -
10. social norms -
11. conformity -
  - a. Solomon Asch's conformity study -
12. normative social influence -
13. informative social influence -
14. obedience -
  - a. Stanley Milgram's Study of Obedience (shock) -
15. Passionate love -
16. Companionate love -
  - a. Equity -
  - b. Self-disclosure -
17. stereotype -
18. prejudice -
19. discrimination -
20. ingroup bias -
21. scapegoat theory -

- 22. just-world phenomenon -
- 23. other-race effect -
- 24. aggression -
  - a. genetic influences -
  - b. neural influences -
  - c. biochemical influences -
  - d. psychological influences -
    - i. frustration-aggression hypothesis -
- 25. altruism -
  - a. social exchange theory -
  - b. social responsibility norm -
  - c. reciprocity norm -
- 26. bystander effect -
- 27. attraction -
  - a. proximity -
  - b. similarity -
  - c. physical attraction -
    - i. mere exposure effect -
- 28. group influences –
  - a. social facilitation –
  - b. social inhibition -
  - c. social loafing -
  - d. groupthink -
  - e. deindividuation -
  - f. group polarization -
- 29. conflict -
- 30. ingroup -
- 31. outgroup -
- 32. mirror-image perceptions -
- 33. superordinate goals -
- 34. social trap -