

AP Psychology - Unit 11 Assignment

Social Psychology

Big Question: How do we explain people's behaviors? How do we influence each other?

Social Psychology Objectives:

- Describe the importance of attribution in social behavior and the dangers of the fundamental attribution error.
- Identify the conditions under which attitudes have a strong impact on actions.
- Explain the foot-in-the-door phenomenon and the effect of role playing on attitudes in terms of cognitive dissonance theory.
- Discuss the results of experiments on conformity and distinguish between normative and informational social influence.
- Describe Milgram's controversial experiments on obedience and discuss their implications for understanding our susceptibility to social influence.
- Describe conditions in which the presence of others is likely to result in social facilitation, social loafing, or deindividuation.
- Discuss how group interaction can facilitate group polarization and groupthink and explain how a minority can influence the majority in a group.
- Discuss how cultural differences in social norms and gender roles influence individual behavior.
- Describe the social, emotional, and cognitive factors that contribute to the persistence of cultural, ethnic, and gender prejudice and discrimination.
- Describe the impact of biological factors, aversive events, and learning experiences on aggressive behavior.
- Discuss the effects of observing filmed violence and pornography on social attitudes and relationships.
- Explain how social traps and mirror-image perceptions fuel social conflict.
- Describe the influence of proximity, physical attractiveness, and similarity on interpersonal attraction.
- Explain the impact of physical arousal on passionate love and discuss how companionate love is nurtured by equity and self-disclosure.
- Describe and explain the bystander effect and explain altruistic behavior in terms of social exchange theory and social norms.
- Discuss effective ways of encouraging peaceful cooperation and reducing social conflict.

Social Psychology Overview

This unit demonstrates the powerful influences of social situations on the behavior of individuals. Central to this topic are research studies on attitudes and actions, conformity, compliance, and cultural influences. The social principles that emerge help us to understand how individuals are influenced by advertising, political candidates, and the various groups to which they belong. Although social influences are powerful, it is important to remember the significant role of individuals in choosing and creating the social situations that influence them.

The unit also discusses how people relate to one another, from the negative—developing prejudice, behaving aggressively, and provoking conflict—to the positive—being attracted to people who are nearby and/or similar and behaving altruistically. The chapter concludes with a discussion of techniques that have been shown to promote conflict resolution.

Although there is some terminology for you to learn in this unit, your primary task is to absorb the findings of the many research studies discussed. The chapter headings, which organize the findings, should prove especially useful to you here. In addition, you might, for each main topic (conformity, aggression, group influence, etc), ask yourself the question "What situational factors promote this phenomenon?" The research findings can then form the basis for your answers.

Unit 11 Reading Assignment(s)

Find your textbook listed below and read the pages listed; there may be a pop quiz that follows the reading. You are responsible for it!

You are responsible for the reading listed below; it is meant to supplement the material discussed in class and there may be a pop quiz at any point.

- **OpenStax Psychology Textbook:** Chapters 12 (Posted on Class Website)

Unit 11 Vocabulary Terms & Flip Book

Psychology is a term heavy course; you are responsible for the terms below. You will have a vocabulary quiz every other unit. For the quiz I will pull terms from the Unit vocabulary lists.

Unit 11 Flip Book: Each term should be on its own card. Each card will have the term thoroughly and clearly defined on the back. Each card will be taped into a manila folder, numbered, and turned in the day of the unit test.

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|-----|-------------------------------|-----|------------------------------------|
| 1. | Social Psychology | 27. | Social Identities |
| 2. | Attribution Theory | 28. | Ingroup |
| 3. | Fundamental Attribution Error | 29. | Outgroup |
| 4. | Attitude | 30. | Scapegoat Theory |
| 5. | Central Route Persuasion | 31. | Other Race Effect |
| 6. | Peripheral Route Persuasion | 32. | Just World Phenomenon |
| 7. | "Foot In The Door" Phenomenon | 33. | Hindsight Bias |
| 8. | "Door In The Face" Phenomenon | 34. | Aggression |
| 9. | Roles | 35. | Frustration Aggression Principle |
| 10. | Cognitive Dissonance Theory | 36. | Catharsis Hypothesis |
| 11. | Chameleon Effect | 37. | Attraction |
| 12. | Mood Linkage | 38. | Mere Exposure Effect |
| 13. | Conformity | 39. | Theory of Attraction |
| 14. | Normative Social Influence | 40. | Passionate Love |
| 15. | Information Social Influence | 41. | Compassionate Love |
| 16. | Social Facilitation | 42. | Self-Disclosure |
| 17. | Social Loafing | 43. | Altruism |
| 18. | Deindividuation | 44. | Bystander Effect |
| 19. | Group Polarization | 45. | Social Exchange Theory |
| 20. | Groupthink | 46. | Reciprocity |
| 21. | Culture | 47. | Mirror Image Perception |
| 22. | Norm | 48. | Zimbardo/Stanford Experiment |
| 23. | Personal Space | 49. | Milgram Teacher/Student Experiment |
| 24. | Prejudice | 50. | Asch Conformity Experiment |
| 25. | Stereotypes | | |
| 26. | Discrimination | | |

Part II - AP Questions

Directions: Thoroughly answer the following questions. All answers must be handwritten in complete sentences and in your own words.

1. Give an example of when you have fallen prey to the fundamental attribution error. Make sure to explain and apply the concept to your example. Think of school, sports, or social events for ideas...
2. Which of the four methods of compliance do you use most often to your own advantage? What's one example of a time when you used that method and it worked?

Part III - Student Choice

Choice A: Personal Connection/Impact

Type a brief description concerning an experience, memory, story, event, etc. that connects to key concepts associated with the unit. Relevant vocabulary must be properly utilized throughout and responses must connect in a coherent and logical manner.

The purpose of this assignment is to build personal connections with course content to your own lives. By doing so, content becomes more meaningful and retention becomes easier.

Responses must at least one full page, typed, double-spaced, with 12 pt. Times New Roman font. Reasonable margins and paragraph spacing must be used.

-OR-

Choice B: Concept Map

Create a Unit Concept Map that can be used to review/relearn the terms and concepts from this Unit.

NOTE: Use the full directions from your Unit 1 Homework to complete.

Requirements:

- Must be hand drawn on one 8.5" x 11" sheet of paper
- Essential vocabulary for each concept must be appropriately located/place