

Social Psychology Review Sheet

Directions: Using your vocabulary match the term with the phrase or example given.

1. Scientific study of how we think about, influence, and relate to one another
2. tendency to give a causal explanation for someone's behavior, often by crediting either the situation or the person's disposition
3. tendency for observers, when analyzing another's behavior, to underestimate the impact of the situation and to overestimate the impact of personal disposition
4. enhancement of a group's prevailing attitudes through discussion within the group
5. mode of thinking that occurs when the desire for harmony in a decision-making group overrides realistic appraisal of alternatives
6. an unjustifiable (and usually negative) attitude toward a group and its members; involves stereotyped beliefs, negative feelings, and a predisposition to discriminatory action
7. theory that prejudice provides an outlet for anger by providing someone to blame
8. tendency of people to believe the world is just; people get what they deserve and deserve what they get
9. any physical or verbal behavior intended to hurt or destroy
10. principle that frustration – the blocking of an attempt to achieve some goal – creates anger, which can generate aggression
11. unselfish regard for the welfare of others
12. tendency for any given bystander to be less likely to give aid if other bystanders are present
13. the theory that our social behavior is an exchange process, the aim of which is to maximize benefits and minimize costs
14. adjusting one's behavior or thinking to coincide with a group standard
15. influence resulting from a person's desire to gain approval or avoid disapproval
16. tendency for any given bystander to be less likely to give aid if other bystanders are present
17. the theory that our social behavior is an exchange process, the aim of which is to maximize benefits and minimize costs
18. shared goals that override differences among people and require their cooperation
19. a strategy designed to decrease international tensions; one side announces recognition of mutual interests and initiates a small conciliatory act; opens door for reciprocation by other party
20. tendency to favor one's own group
21. theory that prejudice provides an outlet for anger by providing someone to blame

22. tendency of people to believe the world is just; people get what they deserve and deserve what they get
23. tendency for observers, when analyzing another's behavior, to underestimate the impact of the situation and to overestimate the impact of personal disposition
24. belief and feeling that predisposes one to respond in a particular way to objects, people and events
25. tendency for people who have first agreed to a small request to comply later with a larger request
26. we act to reduce the discomfort (dissonance) we feel when two of our thoughts (cognitions) are inconsistent; example- when we become aware that our attitudes and our actions clash, we can reduce the resulting dissonance by changing our attitudes
27. an unjustifiable (and usually negative) attitude toward a group and its members; involves stereotyped beliefs, negative feelings, and a predisposition to discriminatory action
28. a generalized (sometimes accurate, but often overgeneralized) belief about a group of people
29. "Us"- people with whom one shares a common identity