

Nancy Blum, Ph.D. – PSY 383 Group Dynamics

Study Guide Final Exam Chapters 12-16 (NB: the exam has 68 multiple-choice questions)

Chapter 12 – Conflict

- Intragroup vs. intergroup conflict
- Cooperation vs. Competition
- Mixed-motive conflict and the prisoner's dilemma game (PDG)
 - Norm of reciprocity
 - Negative reciprocity vs. positive reciprocity
- Conflict over resources / social dilemmas
 - Commons dilemma (social trap)
 - Equity norm vs. equality norm
- Types of intragroup conflict
 - Substantive
 - Procedural
 - Personal
- Conflict resolution
 - How group members manage conflict:
 - Active methods
 - Fighting, cooperating
 - Passive methods
 - Avoiding, yielding
 - Imposing solutions
 - Inquisitorial procedures & Arbitration
 - Guiding disputants to a compromise
 - Moot & Mediation procedures

Chapter 13 – Intergroup Relations

- Robbers Cave Experiment
- Theories that try to explain intergroup conflict
 - Competition & Realistic group conflict theory
 - Discontinuity effect
 - Negative emotional reactions & Scapegoat theory
- Social categorization: perceiving us vs. them
 - Ingroup-outgroup bias & ethnocentrism
 - The relationship between intergroup conflict and cohesion
 - Ingroup favoritism vs. outgroup rejection
- Automatic cognitive processes involved in categorization
 - Outgroup homogeneity bias
 - Law of small numbers
 - Group attribution error
 - Stereotypes
- Sherif's study pitting friendship against the ingroup bias
- Resolving intergroup conflict
 - Decategorization
 - Recategorization

Cross-categorization

Chapter 14 – Groups in Context

- Environments as a source of stress
 - Temperature
 - Noise
 - Ambiance & load
 - Danger
- Behavior settings
 - Synomorphy
 - Staffing theory
- Equilibrium model of communication
- Density-intensity hypothesis
- Seating arrangements
 - Sociopetal spaces & sociofugal spaces
 - Steinzor effect
- Territories
 - Types of territories
 - Primary
 - Secondary
 - Public
 - Baum & Valins study of territories in dorms
 - Home advantage
 - Territory & status
 - Territory & stress

Chapter 15 – Groups & Change

- Types of change-promoting groups (be able to describe & identify them)
 - Psychotherapy groups
 - Group psychoanalysis
 - Gestalt groups
 - Psychodrama
 - Interpersonal group therapy
 - Cognitive-behavioral group therapy
 - Interpersonal learning groups
 - T-groups (training groups)
 - Encounter (sensitivity training) groups
 - Structured learning groups
 - Self-help groups
- Curative (therapeutic) factors in groups
 - Universality & hope
 - Downward social comparison
 - Upward social comparison
 - Social learning
 - Vicarious learning

Effectiveness of groups (e.g., Lieberman, Yalom, & Miles, 1973) as per *old* research (pre-cognitive behavioral groups)

Chapter 16 – Crowds & Collective Behavior

Types of collectives (be able to describe & identify them)

Crowd

Audience (conventional crowd)

Queue

Mob

Riot

Panic (escape & acquisitive)

Types of collective movements (be able to describe & identify them)

Mass hysteria & rumors

Trends (fads, crazes, fashion trends)

Social movement

Collective dynamics / theories that explain the extreme actions of collectives

Le Bon's Crowd Psychology & contagion

Convergence theory

Emergent norm theory

Baiting crowds

Deindividuation (Zimbardo) —focus on:

Anonymity

Group size

Self-awareness

Chapter 4 – Formation

Group attraction

Similarity principle

Complementarity principle

Reciprocity principle

Minimax principle

Chapter 5 – Cohesion & Development

Group development

Tuckman's successive-stage model

Forming, storming, norming, performing, adjourning

Cyclical models

Bale's equilibrium model

Punctuated equilibrium models

Chapter 6 – Structure

Transmission of norms

Centralization effects in communication networks

Centralized and decentralized networks for simple and complex tasks

Chapter 7 – Influence

Asch's study of conformity in groups (majority influence)

Moscovici's studies of minority influence

Chapter 8 – Power

Obedience to authority & Milgram's experiments

Diffusion of responsibility (Latané & Darley)

The power of roles & Zimbardo's Stanford Prison Study

Chapter 9 – Performance

Social facilitation

Zajonc's drive theory & competence

Evaluation apprehension theory

Self-presentation theory

Distraction-conflict theory

Rules of brainstorming

Chapter 10 – Decision Making

President Kennedy & the Bay of Pigs

Groupthink

Chapter 11 – Leadership

In what situations does a leader emerge in a group?

Gender and leadership effectiveness