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 & compresence
  - 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