

Learning objectives

Chapter 17: Social psychology

1. Define social psychology.
2. Define social perception. Describe the manner in which schemas influence first impressions. Explain why first impressions change slowly.
3. Define attribution. Discuss the importance of attributions, and give examples of situational and dispositional attributions.
4. Define and provide examples of actor-observer bias and self-serving bias.
5. Describe the influences of the environment, similarity, and physical attractiveness on attraction. Define the matching hypothesis.
6. Compare and contrast conformity and compliance. Describe the role of norms in conformity and compliance.
7. Explain the strategies for inducing compliance.
8. Define obedience. Describe Milgram's study and his findings on obedience. Name and describe the factors that influence obedience.
9. Define and give examples of social facilitation, social impairment, and social loafing.
10. Define groupthink. Specify the conditions that may increase its likelihood, and describe techniques that may reduce its likelihood.
11. Define attitude. Describe the cognitive, affective, and behavioral components of attitudes and give an example of each. Discuss the factors that influence whether attitude-consistent behavior will occur.
12. Define and describe cognitive dissonance.
13. Define and give examples of stereotypes, prejudice, and discrimination and be able to explain the differences between them.
14. Describe two strategies for reducing prejudice.
15. Describe the situational factors that influence helping behavior. Define bystander effect and diffusion of responsibility.
16. Define the frustration-aggression hypothesis. Describe biological, environmental, and psychological influences on aggression.
17. Discuss the social learning of aggression.