**Chapter 18: Social Psychology**

**Study Guide**

**Social Thinking**

* Who is Fritz Heider?
* What is Attribution theory and what are the two types of attributions that we make?
* Explain the fundamental Attribution Error.
* What are attitudes?
* What is the Foot in the Door Phenomenon? How does it work?
* Explain Philip Zimbardo’s Prison Experiment. What did this experiment reveal about the effect of role playing on attitudes?
* What is cognitive dissonance and what causes it?

**Social Influence**

* What is the Chameleon Effect?
* Explain the Asch study on conformity.
* What conditions increase the likelihood that an individual will conform?
* What are Normative and Informational Social Influences?
* How does culture relate to conformity?
* Describe the construction of Milgram’s experiment and discuss its conclusions.
* How does social facilitation affect our performance?
* What is social loafing
* What is deindividuation
* Define group polarization
* Define groupthink

**Social Relations**

* Define prejudice.
* What is the difference between discrimination and stereotyping?
* What factors contribute to the development of prejudice?
* What are the trends in racial and gender based prejudice ?
* What is victim blaming?
* Understand the dynamics of ingroup and outgroup thinking? How does it work to promote ingroup bias?
* Explain scapegoat theory.
* How do vivid cases affect our perceptions of other racial groups?
* Explain the just-world phenomenon.
* How do we define aggression?
* Is aggression consistent across cultures? What does this reveal about the nature of aggression?
* What is the catharsis hypothesis? What evidence do we have to disprove the validity of this theory?
* What is a social trap?
* What are mirror-image perceptions?
* Explain the mere exposure effect.
* How does attractiveness influence the way we are perceived by others?
* How do men and women differ in their judgement of physical attractiveness?
* When selecting friends, what similarities do we gravitate towards?
* What is the difference between passionate and companionate love?
* How does the two factor theory explain the development of passionate love?
* How do factors like equity and self-disclosure influence the satisfaction in a relationship?
* What is the bystander effect? Why does it occur?