**Unit II: Social Psychology**

Reading Schedule: pg 539-550, pg. 517-538 / Barron’s Ch 14 due 10/2

Key Terms and Exam(tentative): 10/11

**Learning Objectives**  **Notecard Terms**

|  |  |
| --- | --- |
| • Apply attribution theory to explain motives (e.g., fundamental attribution error, self-serving bias).  • Anticipate the impact of behavior on a self-fulfilling prophecy.  • Discuss attitudes and how they change (e.g., central route to persuasion).  • Discuss attitude formation and change, including persuasion strategies and cognitive dissonance.  • Identify important figures in social psychology (e.g .Leon Festinger).  • Describe the structure and function of different kinds of group behavior (e.g.,  deindividuation, group polarization).  • Explain how individuals respond to expectations of others, including groupthink, conformity, and obedience to authority.  • Predict the impact of the presence of others on individual behavior (e.g.,  bystander effect, social facilitation).  • Identify important figures in social psychology (e.g., Solomon Asch, Stanley Milgram)  • Describe the variables that contribute to altruism, aggression, and attraction.  • Describe processes that contribute to differential treatment of group members  (e.g., in-group/out-group dynamics, ethnocentrism, prejudice).  • Articulate the impact of social and cultural categories (e.g., gender, race,  ethnicity) on self-concept and relations with others.  Cross-cultural psychology (no AP Course Description objective associated with this topic) | 1. Attitude 2. Mere exposure effect 3. Central route to persuasion 4. peripheral route to persuasion 5. cognitive dissonance 6. Leon Festinger 7. foot-in-the-door phenomenon 8. door-in-the-face phenomenon 9. norms of reciprocity 10. fundamental attribution error 11. actor-observer bias 12. self-fulfilling prophecy 13. Rosenthal and Jacobson 14. individualism 15. collectivism 16. self-serving bias 17. false-consensus effect 18. just world bias 19. boomerang effect 20. halo effect 21. scapegoat theory 22. stereotype 23. prejudice 24. ethnocentrism 25. discrimination 26. in group bias 27. superordinate goals 28. Sherif’s contact theory/study 29. Frustration-aggression hypothesis 30. Bystander effect 31. Diffusion of responsibility 32. Pluralistic ignorance 33. Kitty Genovese 34. John Darley and Bibb Latane 35. Altruism 36. Self-disclosure 37. Complementarity 38. Social facilitation 39. Social impairment (inhibition) 40. Conformity (include normative and informational) 41. Solomon Asch 42. obedience 43. Stanley Milgram 44. social loafing 45. group polarization 46. group think 47. deindividuation 48. Phillip Zimbardo |