**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**

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| • 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
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