Complete the following:

"Social psychology is the scientific study of how people …" (442)

"Attitudes are patterns of feelings and beliefs about other people, ideas, or objects, which are based on a person's past experiences and shape his or her future behavior."

"The cognitive dimension of an attitude consists of …" (443)
Dimensions and Functions of Attitudes
(Continued)

Complete the following:

"The *emotional dimension* of an attitude involves … (443)

"The *behavioral dimension* of an attitude determines …

Do Attitudes Predict Behavior?

[[Illustrations] Attitudes predicting behavior (Note FIGURE 13.1). (443-444)
Persuasion: Changing Attitudes

"In the 1950s, Carl Hoveland was of the first social psychologists to identify key components of attitude change … "

[Evidence] Persuasion.
Tactics and Techniques for Inducing Attitude Change

"How do people actually influence one another? What techniques promote attitude change?

[Evidence] Tactics and techniques for inducing attitude change. (446-448)
The Elaboration Likelihood Model

Question: What is the social psychological theory called the elaboration likelihood model?

[Description] Elaboration likelihood model.

Searching for Cognitive Consistency

Question: What is cognitive consistency?
Searching for Cognitive Consistency
(Continued)

■ COGNITIVE DISSONANCE.

[Description] Cognitive dissonance.

■ SELF-PERCEPTION THEORY.

[Description] Self-perception theory.
Searching for Cognitive Consistency
(Continued)

■ REACTANCE THEORY.

[Description] Reactance theory.

Social Cognition: The Impact of Thought

Complete the following:

"Social cognition is the process of …

Question: What is impression formation?
Organizing the World by Using Mental Shortcuts

Question: What's the meaning of the following statement?

"People seek to be 'cognitive misers'…"

Assessing the World by Using Nonverbal Communication

Complete the following:

"Impression formation often begins with nonverbal communication, the communication of information by …"

Assessing the World by Using Nonverbal Communication

[Descriptions] Nonverbal communication. (452-453)
Inferring the Causes of Behavior: Attribution

Complete the following:

"Attribution is the process by which a person infers other people's motives or intentions by …
WHY PEOPLE MAKE ATTRIBUTIONS.


ASYMMETRIES: ERRORS IN ATTRIBUTION.

Question: What is **fundamental attribution error**?

Question: What is the **actor-observer** effect?

SELF-SERVING BIAS.

Question: What is the **self-serving bias**?
SELF-SERVING BIAS.
(Continued)

Illustrations] Self-serving bias.

Prejudice

"… what happens when the ideas, values, or activities of another person or another group of people are different from yours."

Descriptions] Prejudice, stereotypes, and discrimination
WHAT CAUSES PREJUDICE?


IS PREJUDICE AN AUTOMATIC PROCESS?

[Evidence] Prejudice as an automatic process.

SUBTLE PREJUDICE FOR MODERN TIMES.

[Evidence] Subtle prejudice.
Social Interactions

Social Influence

Complete the following:

"Social influence refers to the ways people alter the …

CONFORMITY.

Question: What is the social psychological description of conformity?
CONFORMITY.
(Continued)

Evidence: Conformity.

OBEEDIENCE.

Question: What is the social psychological description of obedience?
Groups: Sharing Common Goals

Question: What is the social psychological description of a group?

Social Facilitation

Question: What is social facilitation?
■ SOCIAL FACILITATION.
(Continued)

[Page]

[Illustrations] Social facilitation.

(466-467)

■ SOCIAL LOAFING.

Question: What is the social psychological description of a social loafing? (467)

[Description] Social loafing.

(467-468)
GROUP POLARIZATION.

Question: What is the social psychological description of a group polarization?

[Description] Group polarization.

GROUPTHINK: COLLECTIVE WISDOM?

Question: What is groupthink?
GROUPTHINK: COLLECTIVE WISDOM?
(Continued)


UNRESTRAINED GROUP BEHAVIOR.

[Description] Unrestrained group behavior.
Aggression and Violence: The Threatening Side of Human Behavior

- ACQUIRED DRIVES.

Question: What is the frustration-aggression hypothesis?

[Evidence] Frustration-aggression hypothesis.

- COGNITIVE PSYCHOLOGY.

"A tendency to violence is not inherited … "

[Description] Cognitive psychology.
"A key cognitive variable that may predispose people to aggression is their self-esteem."

[Evidence] Self-esteem and aggression. (472-473)

"Exposure to television, with its stylized view of the world, may have negative consequences."

[Evidence] Negative consequences of television violence. (473-475)
PREJUDICE AND AGGRESSION.

[Illustrations] Prejudice and aggression.

GENDER DIFFERENCES IN AGGRESSION.

[Illustrations] Gender and aggression.

(475-476)
Prosocial Behavior

ALTRUISM: HELPING WITHOUT REWARDS.

Complete the following:

"Altruism consists of behaviors that benefit other people and for which there is no discernible …"

Illustrations Altruism.

Question: What is sociobiology?
THE BYSTANDER EFFECT.

"The study of helping behavior has taken some interesting twists and turns."

[Illustrations] Bystander effect. (477-479)
"Some people feel that life is predetermined and that their relationships with others—especially love relationships—are a part of their personal destiny."

**Question:** What is **interpersonal attraction**?

**PROXIMITY.**

[Illustrations] Proximity.

**PHYSICAL ATTRACTIVENESS.**

[Illustrations] Physical attractiveness.
LIKING THOSE WHO SHARE THE FEELING AND WHO HOLD SIMILAR ATTITUDES.

[Illustrations] Liking those sharing feeling and with similar attitudes. (480-481)

FRIENDSHIPS AND THE ROLE OF EQUITY.

Question: What is the equity theory of friendship? (481)

INTIMATE RELATIONSHIPS AND LOVE.

Complete the following:

"Intimacy is a state of being or feeling in which each person in a relationship is willing to …" (482)
Question: What's the difference between passionate and companionate love?

[Descriptions Varieties of love.]

Evolution and Social Psychology

Question: How does evolutionary theory help explain our social behavior?

END