

# AP Psychology - Unit 11 Assignment

## Social Psychology

**Big Questions:** How do we explain people's behaviors? How do we influence each other?

### Social Psychology Objectives

- Describe the importance of attribution in social behavior and the dangers of the fundamental attribution error.
- Identify the conditions under which attitudes have a strong impact on actions.
- Explain the foot-in-the-door phenomenon and the effect of role playing on attitudes in terms of cognitive dissonance theory.
- Discuss the results of experiments on conformity and distinguish between normative and informational social influence.
- Describe Milgram's controversial experiments on obedience and discuss their implications for understanding our susceptibility to social influence.
- Describe conditions in which the presence of others is likely to result in social facilitation, social loafing, or deindividuation.
- Discuss how group interaction can facilitate group polarization and groupthink and explain how a minority can influence the majority in a group.
- Discuss how cultural differences in social norms and gender roles influence individual behavior.
- Describe the social, emotional, and cognitive factors that contribute to the persistence of cultural, ethnic, and gender prejudice and discrimination.
- Describe the impact of biological factors, aversive events, and learning experiences on aggressive behavior.
- Discuss the effects of observing filmed violence and pornography on social attitudes and relationships.
- Explain how social traps and mirror-image perceptions fuel social conflict.
- Describe the influence of proximity, physical attractiveness, and similarity on interpersonal attraction.
- Explain the impact of physical arousal on passionate love and discuss how companionate love is nurtured by equity and self-disclosure.
- Describe and explain the bystander effect and explain altruistic behavior in terms of social exchange theory and social norms.
- Discuss effective ways of encouraging peaceful cooperation and reducing social conflict.

### Social Psychology Overview

This unit demonstrates the powerful influences of social situations on the behavior of individuals. Central to this topic are research studies on attitudes and actions, conformity, compliance, and cultural influences. The social principles that emerge help us to understand how individuals are influenced by advertising, political candidates, and the various groups to which they belong. Although social influences are powerful, it is important to remember the significant role of individuals in choosing and creating the social situations that influence them.

The unit also discusses how people relate to one another, from the negative—developing prejudice, behaving aggressively, and provoking conflict—to the positive—being attracted to people who are nearby and/or similar and behaving altruistically. The unit concludes with a discussion of techniques that have been shown to promote conflict resolution.

Although there is some terminology for you to learn in this unit, your primary task is to absorb the findings of the many research studies discussed. In addition, you might, for each main topic (conformity, aggression, group influence, etc), ask yourself the question "What situational factors promote this phenomenon?" The research findings can then form the basis for your answers.

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### Unit 11 Reading Assignments:

Find your textbook listed below and read the pages listed; there may be a pop quiz that follows the reading. You are responsible for it!

- **OpenStax Psychology Textbook:** Chapter 12 (Posted on Class Website)
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# Unit 11 Vocabulary Terms & Flip Book

Psychology is a term heavy course; you are responsible for the terms below. You will have a vocabulary quiz every other unit. For the quiz I will pull terms from the Unit vocabulary lists.

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**Unit 11 Flip Book:** Each term should be on its own card. Each card will have the term *thoroughly and clearly* defined on the back. Each card will be taped into a manila folder, numbered, and turned in the day of the unit test.

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1. Social Psychology
2. Attribution Theory
3. Fundamental Attribution Error
4. Attitude
5. Central Route Persuasion
6. Peripheral Route Persuasion
7. "Foot In The Door" Phenomenon
8. "Door In The Face" Phenomenon
9. Roles
10. Cognitive Dissonance Theory
11. Conformity
12. Normative Social Influence
13. Informational Social Influence
14. Social Facilitation
15. Social Loafing
16. Deindividuation
17. Group Polarization
18. Groupthink
19. Culture
20. Norm
21. Prejudice
22. Stereotypes
23. Discrimination
24. Social Identities
25. Ingroup
26. Outgroup
27. Scapegoat Theory
28. Just World Phenomenon
29. Hindsight Bias
30. Aggression
31. Attraction
32. Mere Exposure Effect
33. Passionate Love
34. Companionate Love
35. Altruism
36. Bystander Effect
37. Social Exchange Theory
38. Reciprocity
39. Mirror Image Perception
40. Zimbardo/Stanford Experiment
41. Milgram Teacher/Student Experiment
42. Asch Conformity Experiment