

AP Review Unit 12

Social Psychology

in class review

dispositional attribution:

→ you have a personality trait that drives you to do something

situational attribution

→ environmental factors cause behaviors

Development of Attitudes:

- cognitive dissonance allows us to change others behaviors; describe where attitudes in one thing contradict your behaviors in another.
- foot-in-the-door: ask for a little and then ask for more
- door-in-the-face: ask for something big to get something smaller
- anchoring bias: the way that you phrase a question affects the answer that you get

Self fulfilling prophecy - expectations of things ends up affecting the outcome

Approaches to Conflict

	Approach	Avoidant
Approach	pick 1 of 2 good Win-win	1 good-1 bad Win-lose
Avoidant	1 good-1 bad Win-lose	pick 1 of 2 bad lose-lose

ingroup bias - if you are in my group i have more in common with you than others

out group bias - the group you are not in are inferior

→ start creating ideas about other groups that initiate fearful thoughts

textbook notes

Social cognition: how we think about ourselves and others in social scenarios

Schema: a cognitive filter that we have that shapes our perception of the world

→ self schemas are how we view ourselves including our possible selves

→ self serving biases help us perceive ourselves in a positive light ("having above average intelligence, or high moral standards")

Attribution: the way we explain the cause of behavior

- internal attribution: intrinsic motive to do something

- external attribution: someone or something influenced you to do that behavior

- Stable attributions: internal and is likely replicated every time
- unstable attributions: one time things

3 ways we address causes of behavior

- Consensus: based on agreement with the general public's opinion you can gauge whether or not people agree because of external factors or disagree because of internal
- Distinctiveness: based on how different or unique of an opinion it is
- Consistency: based on if the person has made similar comments like that in the past

Fundamental Attribution

- actor-observer bias: external or temporary explanations to ourselves and internal-stable explanations to others
- cognitive dissonance: the discomfort felt when we hold two contradictory beliefs
- central route to persuasion is using logic and reasoning while the peripheral route uses emotion
- foot in the door: Small to large door in the face: large to small
- normative social influence: when social norms influence behavior
- informative social influence: non coercive information that helps solve a problem or make a decision
- social facilitation: performance is better with people watching you
- social inhibition: performance is worsened by people watching
- deindividuation: loss of identity as being apart of a large group
- group polarization: the tendency to shift to even more extreme views when talking to like-minded folks
- hostile aggression: acting angrily and emotionally
- instrumental aggression: intent to harm another person
- a social dilemma is when you place the desires of the individual into the good of the group
- social responsibility norm: put the goods of others above self interest
- mirror image perceptions: opposing groups have negative perspectives
- scapegoating: when members hold less powerful in the group responsible for their problems
- anticipation of attraction: if you anticipate you will interact with someone you like them better
- social exchange theory: people help others to relieve negative feelings they may have