

Saturday 2-5 Gym 100 M/C Cumulative

CHAPTER 16

GROUP PRESSURE & CONFORMITY

-Suggestibility is a subtle type of conformity, adjusting our behavior or thinking toward some group standard.

-An influence resulting from one's willingness to accept others' opinions about reality.

CONDITIONS THAT STRENGTHEN CONFORMITY

1. One is made to feel incompetent or insecure.
2. The group has at least three people.
3. The group is unanimous.
4. One admires the groups' status or attractiveness
5. One has no prior commitment to a response
6. The group observes one's behavior
7. One's culture strongly encourages respect for a social standard

REASONS FOR CONFORMING

-Normative Social Influence: Influence resulting from a person's desire to gain approval or avoid rejection. A person may respect normative behavior because there may be a severe price to pay if not respected.

-Informational Social Influence: The group may provide valuable information but stubborn people will never listen to others.

OBEDIENCE

-People comply to social pressures. How would they respond to outright command?

-Stanly Milgram designed a study to have people participate in an experiment; a learner or a teacher. Learners= knew what was going on, Teachers= the experiment . (The effects of punishment on learning)

-70% continued to obey delivering the shock anyways; more likely to follow through with legitimate authority and were closeby ,If victim was depersonalized in another room

-Suggests under certain circumstances certain people follow through; 1/3 did not follow through

INDIVIDUAL RESPONSE

- 1/3 of the individuals in Milgram's study avoided social corruption

LESSONS FROM CONFORMITY/OBEDIENCE STUDIES

- In both Asch's and Milgram's studies participants were pressured to choose between following their standards and being responsive to others
- In Milgram's study, people were torn between obeying and not following through

INDIVIDUAL BEHAVIOUR IN THE PRESENCE OF OTHERS

- Social Facilitation: Refers to improved performance on tasks in the presence of others. Triplett noticed cyclist's race times were faster when they competed against others as oppose to that of which they raced against the clock

SOCIAL LOAFING

- The tendency of an individual in a group to exert less effort toward attaining a common goal than when tested individually.

DEINDIVIDUATION

- The loss of self-awareness and self-restraint in group situations that foster arousal and anonymity; less self aware and less self restraint.

EFFECTS OF GROUP INTERACTION

- Group Polarization: enhances a group's prevailing attitudes through a discussion. If a group is like-minded, discussion strengthens its prevailing opinions and attitudes. Helpful with positive message being promoted within group; group therapy session people to face their fears, expose themselves to fearful situations; scary when violent/aggressively natured individuals get together in a group.

GROUPTHINK

- A mode of thinking that occurs when the desire for harmony in a decision-making group overrides the realistic appraisal of alternatives; * Attack on Pearl Harbour * Kennedy & Cuban Missile Crisis * Watergate Cover-up * Chernobyl Reactor Accident

POWER OF INDIVIDUALS

- The power of social influence is enormous, but so is the power of the individual
- Non-violent fasts and appeals by Gandhi led to the independence of India from the British

SOCIAL RELATIONS

-Social psychology teaches us how we relate to one another through prejudice, aggression and conflict attraction

PREJUDICE

-Simply called 'prejudgment' a prejudice= unjustifiable attitude toward a group and its members. Prejudice is often directed towards different cultural, ethnic or gender groups

Components= *Beliefs (stereotypes) *Emotions *Predisposition to act

REIGN OF PREJUDICE

-Works at the conscious and [more at] the unconscious level

-Over the duration of time many prejudices against interracial marriage, gender, homosexuality, and minorities have decreased

Racial & Gender Prejudice

-Americans today express much less racial and gender prejudice but they still exist

RACE

-90% of ten white respondents were slow when responding to words like 'peace' or 'paradise' when they saw a black individual's photo compared to a white individual's photo

GENDER

-Most women still live in more poverty than men. About 100,000,000 women are missing in the world. There is a preference for male children in China and India, even with sex-selected abortion outlawed.

-Although prejudice prevails against women, more people feel positively toward women than men.

SOCIAL ROOTS OF PREJUDICE

Why does prejudice arise?

1. Social inequalities
2. Social
3. Social

SOCIAL INEQUALITY

-Prejudice develops when people have money power and prestige and others do not. Social inequality increases prejudice.

US AND THEM

Ingroup: People with whom one shares a common identity

Outgroup: Those perceived as different from one's ingroup

Ingroup Bias: The tendency to favor one's own group.

EMOTIONAL ROOTS OF PREJUDICE

-Prejudice provides an outlet for anger [anger] by providing someone to blame. After 9/11 many people lashed out against innocent Arab-Americans.

COGNITIVE ROOTS OF PREJUDICE

-One way we simplify our world is to categorize. We categorize people into groups by stereotyping them.

-In vivid cases such as 9/11 attacks, terrorists can feed stereotypes or prejudices (terrorism). Most terrorists are non-Muslims. Big vivid categorizations feed tendencies to make prejudices.

-The tendency of people to believe the world is just, and people get what they deserve and deserve what they get (JUST-WORLD PHENOMENON)

THE HINDSIGHT BIAS

-After learning an outcome, the tendency to believe that we could have predicted it beforehand may contribute to blaming the victim and forming a prejudice against them.

AGGRESSION

-Any physical or verbal behavior intended to hurt or destroy. May be done reactively out of hostility or proactively as a calculated means to an end. Research shows that aggressive behavior emerges from the interaction of biology and experience; combo of nature & nurture.

THE BIO OF AGGRESSION

1. genetic influences
2. neural influences
3. biochemical influences

-Genetic influences: Animals have been bred for aggressiveness for sport and at times for research. Twin studies show aggression may be genetic. In men aggression is possibly linked to the Y chromosome

Neural influences: Some centers in the brain, especially the limbic system (amygdala) and the frontal lobe, are intimately involved with aggression.

Biochemical Influences: Animals w/ diminished amounts of testosterone become docile and if injected with testosterone aggression increases. Prenatal exposure to testosterone also increases aggression in female hyenas.

PSYCH OF AGGRESSION

1. Dealing w aversive events
2. Learning aggression is reward
3. Jjjjj
4. Jjjjj

AVERSIVE

-Students in which animals and humans experience unpleasant events reveal that those made miserable often make others miserable.

ENVIRONMENT

-Even anvironmental temperature can lead to aggressive acts. Murders and rapes increased with the temperature.

FRUSTATRATION AND AGGRESSION PRINCIPLE

-A principle in which frustration caused by the blocking of an attempt to achieve a desired goal creates anger, which can generate aggression.

-When our expectations are not our irritation is increased therefore we are more likely to act out in aggression

LEARNING AGGRESSION IS REWARDING

-When aggression leads to desired outcomes, one learns to be aggressive. This is shown in both animals and humans.

-Cultures that favor violence breed violence. Scotch-Irish settlers in the South had more violent tendencies than their Puritan, Quaker, & Dutch counterparts in the Northeast of the US.

OBSERVING MODELS OF AGGRESSION

-Sexually coercive men are promiscuous and hostile in their relationships with women. Ths coerciveness has increased due to television viewing of R and X-rated movies.

ACQUIRING SOCIAL SCRIPTS

-The media portrays social scripts and generates mental tapes in the minds of the viewers. When confronted with new situations individuals may rely on such social scripts. If social scripts are violent in nature, people may act them out

DO VIDEO GAMES TEACH OR RELEASE VIOLENCE?

-The general consensus on violent video games is that to some extent they breed violence. Adolescents view the world as hostile when they get into arguments and receive bad grades after playing such games.

-Rewarding aggressive ways; engaging in hostile behaviours makes it so we are more likely to do it again

-Help people look at the situation in a more productive; our emotions are coloured by our intentions, we are not socialized well to work with anger

-If you're angry and it is worthwhile, it is worthwhile to do something (be motivation to fix the situation) not about getting anger out about using it for motivation

SUMMARY

-Mix between biological, social, and psychological influences (Anger, aggression)

THE PSYCH OF ATTRACTIVE

1. Proximity: Geographic nearness is a powerful predictor of friendship. Repeated exposure to novel stimuli increases their attraction
2. Physical Attractiveness Once proximity affords contact, the next most important thing in attraction is physical appearance (happy, healthier, more sensitive, more successful)
3. Similarity: Similar views among individuals causes the bond of attraction to strengthen. Similarity breeds content!

ROMANTIC LOVE

Passionate Love: An aroused state of intense positive absorption in another, usually present at the beginning of a love relationship.

2-factor theory of emotion:

1. Physical arousal plus cognitive appraisal
2. Arousal from any source can enhance one emotion depending upon

Companionate Love: A deep, affectionate attachment we feel for those with whom our lives are intertwined.

ALTRUISM

-An unselfish regard for the welfare of others

EQUITY= A condition in which people receive from a relationship in proportion to what they give

SELF DISCLOSURE= Revealing intimate aspects of oneself to others

BYSTANDER INTERVENTION

-The decision making process for bystander; tendency to intervene in an emergency situation, the more bystanders there are the less likely we are to do something about it

CONFLICT

-Perceived as an incompatibility of actions, goals, or ideas.

-The elements of conflict are the same at all levels

ENEMY PERCEPTIONS

-People in conflict form diabolical images of one another

COOPERATION

-SUPERORDINATE GOALS= Shared goals that override differences among people and require their cooperation

-COMMUNICATION and understanding developed through talking to one another, sometimes it is mediated by a third party.

-GRADUATED AND RECIPROCATED INITIATIVES IN TENSION-REDUCTION strategy designed to decrease international tensions. One side recognizes mutual interests and initiates a small conciliatory act that opens the door for reciprocation by the other party.