

AP Psychology Chapter 14

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sheamackz

Terms in this set (33)

situationism	the view that environmental conditions influence people's behavior as much as or more than their personal dispositions do	☆
social role	one of several socially defined patterns of behavior that are expected of persons in a	☆

	given setting or group	
script	a cluster of knowledge about the sequences of events and actions expected to occur in a particular setting	☆
social norms	a group's expectations regarding what is appropriate and acceptable for its members' attitudes and behaviors	☆
asch effect	a form of conformity in which a group majority influences individual judgement	☆
conformity	the tendency for people to adopt the behaviors, attitudes, and opinions of other members of a group	☆
diffusion of responsibility	dilution or weakening of each group member's obligation to act when responsibility is perceived to be shared with all group members	☆
social reality	an individual's subjective interpretation of other people and of relationships with them	☆
reward theory of attraction	a social-learning theory view that says we like best those who give us maximum rewards at minimum cost	☆

principle of proximity	the notion that people at work will make more friends among those who are nearby-- with whom they have the most contact	☆
similarity principle	the notion that people are attracted to those who are most similar to themselves	☆
matching hypothesis	the prediction that most people will find friends and mates that are perceived to be of about their same level of attractiveness	☆
expectancy-value theory	a theory in social psychology that people decide whether to pursue a relationship by weighing the potential value of the relationship against their expectation of success in in establishing the relationship	☆
cognitive dissonance	a highly motivating state in which people have conflicting cognitions, especially when their voluntary actions conflict with their attitudes	☆
Fundamental attribution error (FAE)	the tendency to emphasize internal causes and ignore external pressures; more common in individualistic cultures that collectivistic	☆
self-serving bias	an attributional pattern in which one takes credit for success but denies responsibility for failure	☆

prejudice	a negative attitude toward an individual based solely on his or her membership in a particular group	☆
discrimination	a negative action taken against an individual as a result of his or her group membership	☆
In-group	the group with which an individual identifies	☆
social distance	the perceived difference or similarity between oneself and another person	☆
out-group	those outside the group with which an individual identifies	☆
scapegoating	blaming an innocent person or a group for one's own troubles	☆
social facilitation	an increase in an individual's performance because of being in a group	☆
social loafing	a decrease in performance because of being in a group	☆
deindividuation	occurs when group members lose their sense of personal identity and	☆

	responsibility and the group "assumes" responsibility for their behavior	
group polarization	when individuals in a group have similar, though not identical, views, their opinions become more extreme	☆
groupthink	an excessive tendency to seek concurrence among group members	☆
romantic love	a temporary and highly emotional condition based on infatuation and sexual desire	☆
triangular theory of love	a theory that describes various kinds of love in terms of three components: passion (erratic attraction), intimacy (sharing feelings and confidences), and commitment (dedication to putting this relationship first in one's life)	☆
violence and aggression	terms that refer to behavior that is intended to cause harm	☆
cohesiveness	solidarity, loyalty, and a sense of group membership	☆
mutual interdependence	a shared sense that individuals or groups need each other in order to achieve common goals	☆

terrorism

the use of violent, unpredictable acts by a small group against a larger group for political, economic, or religious goals



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