

Quizlet

AP Psychology Chapter 14

STUDY

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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 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 than 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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