Social Psychology study guide

CHAPTER 1

An Invitation to Social Psychology

LEARNING OBJECTIVES

1.1 Characterizing Social Psychology

1. Define Social psychology and describe its value for our society

1.2 The Power of the Situation

1. Explain what the Milgram experiment and the Good Samaritan study reveal about the power of the situation
2. Define channel factors
3. Define the fundamental attribution error

1.3 The Role of Construal

1. Define Construals and give some examples for construals of situations
2. Define schemas and describe how they relate to social behavior and interaction

1.4 Automatic vs. Controlled Processing

1. Distinguish between automatic processing and controlled processing

1.5 Evolution and Human Behavior: How We Are the Same

1. Describe the evolutionary perspective on social behavior, including the emerging field of social neuroscience

1.6 Culture and Human Behavior: How We Are Different

1. Distinguish between independent (individualistic) and interdependent (collectivistic) cultures, and explain how these cultural differences relate to the ways people think, feel, and behave

1.7 The Uses of Social Psychology

1. Explain how social psychology can improve critical thinking.

CHAPTER 3

The Social Self

LEARNING OBJECTIVES

3.1 The Nature of the Social Self

1. Describe self-narratives and self-schemas

3.2 Origins of the Sense of Self

1. Explain how family and other socialization agents contribute to one’s sense of self
2. Describe situations and how it relates to one’s sense of self and the working self-concept
3. Explain how culture and gender contribute to one’s sense of self
4. Describe social comparison theory

3.3 Self-Esteem

1. Define self-esteem and distinguish between trait self-esteem and state self-esteem
2. Describe factors that contribute to self-esteem
3. Discuss what aspects of self-esteem, besides high versus low level, relate to behavior and outcomes

3.4 Motives Driving Self-Evaluation

1. Describe the self-enhancement motive and strategies we use to maintain positive self-views
2. Describe the self-verification motive

3.5 Self-Regulation: Motivating and Controlling Behavior

1. Describe self-discrepancy theory
2. Define self-regulation and distinguish between automatic and deliberate (controlled) forms

3.6 Self-Presentation

1. Describe self-presentation and generate examples of self-presentation strategies

Chapter 4

SOCIAL COGNITION: THINKING ABOUT PEOPLE AND SITUATIONS

LEARNING OBJECTIVES

4.1 Studying Social Cognition

4.2 The Information Available for Social Cognition

1. Describe the snap judgments people make about others and consider whether these judgments are accurate
2. Explain how firsthand information about the world can be misleading through pluralistic ignorance and self-fulfilling prophecies
3. Explain how secondhand information about the world can be misleading through ideological distortion, in the service of entertainment, and through bad news bias

4.3 How Information Is Presented

1. Describe two order effects
2. Define framing effects and describe examples, including spin framing, positive and negative framing, and temporal framing

4.4 How We Seek Information

1. Describe the confirmation bias

4.5 Top-Down Processing: Using Schemas to Understand New Information

1. Describe schemas and compare top-down processing and bottom-up processing
2. Describe the influence of schemas on attention, memory, construal, and behavior
3. Explain what determines whether a schema is activated and if it is applied

CHAPTER 5

Social Attribution: Explaining Behavior

LEARNING OBJECTIVES

5.1 Inferring the Causes of Behavior

1. Define causal attribution and describe the goals of attribution theory
2. Describe explanatory style and the outcomes with which it is associated

5.2 The Processes of Causal Attribution

1. Describe the covariation principle, including the three types of covariation used

B. Compare the discounting principle and the augmentation principle

1. Describe the connection between counterfactual thoughts and causal attributions and explain the consequences of counterfactual thinking.

D. Define emotional amplification

5.3 Errors and Biases in Attribution

1. Define the self-serving attributional bias

B. Describe the fundamental attribution error and the causes of this bias

1. Describe the actor-observer difference in causal attribution and the causes of this difference.

—- Test is worth 10% of the grade

— know your stuff

—- study the notes

—- go through chapter summaries

Social psychology can be defined as the scientific study of the feelings thoughts and behaviors of individuals in social situations

Milgram study numbers: 65 and 450

According to social psychologists which of the following conditions

People can hold an authority figure responsible

Collective vs individualistic

General knowledge about physical and social —shema

Self-schema — cognitive structure based on experiences that represent your beliefs and feelings about yourself

Social comparison theory — use others to asses yourself

Self - enhancement—- The desire to increase and protect our positive self-views often results in us showing the better-than-average effect

We are all concerned with self-presentation

3 types of self

Believe - actual

Want to - ideal

Duties - ought

Confirmation bias

Framing effect — how you frame frames to make people consider news in information

Self-fulfilling prophecy

First thing - primacy effect

Last thing - recency effect

Didn't ask people because he Assumed other people understand — pluralistic ignorance

Assign causes- attribution theory

Covariation - not on the test

Commit fundamental attribution error when overemphasizing personality and ignoring the situation

Just world hypothesis - people get what they deserved

Three dimensions

Internal External

Stable unstable

Global specific

Explanatory style —

Interpretation of situations and behaviors and inferences made about them are called construals

Self-serving attributional bias

Tade - self-estimate over time

State - is just during the situation

Counterfactual thinking - if I could just …

Pg 65 bottom

Pg 68 bottom

Pg 69 mid

Pg 70-71 bottom-top

Pg 71 mid

Pg 73 bottom

“These people fail to realize that it is on the inside that god must be defended, not on the outside. They should direct their anger at themselves. For evil in the open is but evil from within that has been let out.” pg 71

Although I am in no way religious myself I find myself relating to this quote. And that in a time of conflict, as we exist in currently it is important to internalize your ideas and beliefs. There are many times when people defend things they think they believe instead of things that have been thoroughly considered. When people are faced with questioning, they tend to jump to defend their beliefs, but why should beliefs have to be defended when they are subjective in nature? When people stereotype or hold biases they expose those judgments and beliefs externally onto others. Personally, I feel that can be considered a type of evil. When people feel a need to defend their beliefs to others and judge others for questioning them, their beliefs become detached from subjectivity and freedom. I think Pi makes a good point about how people are solely responsible for their own minds, thoughts, and opinions. And the anger so often directed toward others should be reassessed. Our problems with external things are completely our fault and our responsibility.