

Study Questions for Chapter 13

- ~ Describe the processes of *social behavior*, *social influence*, and *social cognition*.
- ~ Discuss how being social is evolutionary advantageous, and compare our level of sociality with that of other species.
- ~ Define *aggression*, illustrate the *frustration-aggression hypothesis* with an example, and discuss some biological and cultural factors that contribute to levels of aggression.
- ~ Discuss some of the benefits and pitfalls of cooperation, focusing on issues of risk and trust, and describe ways in which cooperation has been scientifically studied.
- ~ Contrast *prejudice* and *discrimination*, and discuss how these processes affect cooperation and decision making.
- ~ Explain why the often dreadful behavior of groups would rarely be shown by individual members acting alone, using the concepts of *deindividuation* and *diffusion of responsibility*.
- ~ Define *altruism*, and distinguish it from *kin selection* and *reciprocal altruism*.
- ~ Explain how women and men differ in their criteria for the selection of a mate, and describe what those differences are.
- ~ Identify the situational, physical, and psychological factors that contribute to attraction.
- ~ Distinguish *passionate love* and *companionate love*, and describe the development of each in a close relationship.
- ~ Explain how *social exchange*, *cost-benefit ratios*, and *equity* each play a role in maintaining a close relationship.
- ~ Compare the hedonic, approval, and accuracy motives and their relation to susceptibility to *social influence*.
- ~ Define *normative influence*, noting how the *norm of reciprocity* is involved in the *door-in-the-face technique* of social influence.
- ~ Compare *conformity* and *obedience*, and describe a classic experiment in each area.
- ~ Distinguish between an *attitude* and a *belief*, and describe the role that *informational influence* plays in shaping these thoughts.

- ~ Compare *systematic persuasion* and *heuristic persuasion*, and give an example of each.
- ~ Describe the desire for consistency most people feel, noting how the *foot-in-the-door technique* and *cognitive dissonance* each stem from this desire.
- ~ Describe four ways in which *stereotypes*, while useful, sometimes produces harmful consequences.
- ~ Explain the *attribution process*, distinguish between *situational attributions* and *dispositional attributions*, and describe the *covariation model of attribution*.
- ~ Define the *correspondence bias*, and discuss two reasons why it occurs.
- ~ Define the *actor-observer effect*, and show how it results from the overall processes of attribution.