

Psychology 3410 Introduction to Social Psychology

Study Guide for Exam 1

This review sheet is provided to help you organize your materials/notes. The following list includes many of the important concepts and studies from the first part of this course, but does not necessarily include all of the information that will be required of you for testing purposes.

The exams draw from both the textbook and the lectures (including any films and in-class demonstrations). Please see an important note at the end of the study guide about a few sections of Chapters 3 and 14 that will not be on Exams 1.

Introduction to Social Psychology

Lewin's formula: $B = F(P, E)$

Stanford Prison Study (including ethical aspects)

Naturalistic fallacy

Hindsight bias

Types of social psychological research

- Field studies

- Correlational studies

- Experiments

Levels of explanation

Correlation versus causation

Independent/dependent variables

Random sample

Random assignment

Mundane realism

Experimental realism

The use of deception in research

Demand characteristics

Major Topic 1: Attitudes and Behaviors

3 components of attitudes

Attitude-Behavior Relation

influences on whether/when attitudes predict behavior

LaPiere's study of restaurants

Cognitive Consistency Theories:

Heider's Balance Theory and the principle of least effort

Cognitive Dissonance Theory

Conditions necessary for cognitive dissonance and why

The role of arousal in dissonance theory

\$1/\$20 Dollar Study

original Festinger & Carlsmith study
Bem's role-playing version

Post-decisional dissonance reduction

Severity of Initiation Study

Toaster Study

Grasshopper Study

Robbie the Robot Study

Counterattitudinal Behavior

Insufficient justification

Overjustification

Magic Marker Study

Self-perception Theory

Schachter & Singer Emotion Study

Sunny Day/Rainy Day Study

Understanding when cognitive dissonance theory applies versus when self-perception theory applies to a particular situation

Misattribution of arousal -- the suspension bridge study

Intrinsic versus extrinsic motivation

Bogus Pipeline

Brainwashing

Foot-in-the-door effect

Self-presentation theory

Self-affirmation theory

Major Topic 2: Causal Attribution

Heider's naive psychology

Kelley's naive scientist model (Covariation model)

Consistency information

Consensus information

Distinctiveness information

Attributional discounting and attributional augmenting

Fundamental Attribution Error (FAE)

Castro speech experiment
 Ross et. al's quiz show study
 Stanford Prison Study Debate
 Nervous woman study

Social consequences of the fundamental attribution error

correspondent inference; correspondence bias

Actor/Observer Bias (A/O)

Taylor & Fiske Study (where are you sitting?)
 Who took out the garbage study

Reasons for FAE and A/O bias

cognitive: cognitive busyness
 motivational

Weiner's typology of attributions for achievement or failure

Attributional/explanatory style and its link to depression

Locus of Control

Self-serving bias

Major Topic 3: Social Cognition and Social Psychology in the Clinic

Social Cognition

Confirmation Bias

Illusory correlation

Belief perseverance

Self-fulfilling Prophecy

Behavioral confirmation

Overconfidence phenomenon

Illusion of control

Misinformation effect

Priming

Heuristics (representativeness, availability)

Depressive Realism

Attributional/explanatory style

Self-efficacy

Learned helplessness

Self-esteem maintenance motivation

Reactions to threats to self-esteem; contingent self-esteem

Self-serving bias

Unrealistic optimism	Illusion of transparency
Independent vs. interdependent self-concept	Self-reference effect
Self-presentation	Social comparisons
Self-handicapping	Looking-Glass self
Self-monitoring	Individualism versus collectivism
Clinical versus statistical prediction	Independent versus interdependent
Depressive realism	Biases in predicting our own feelings and behaviors versus those of others
Loneliness	Biases in remembering our own feelings and behaviors
False consensus effect	Implicit versus explicit attitudes and implications for self reports of attitudes
False uniqueness effect	Controlled versus automatic processing
Self-schemas	
Spotlight effect	

Information That Will Not Be on Exam 1

Mood and thinking, Myers, pages 119-120

Emotions, stress, and illness, Myers, pages 585-590 (though you should read about explanatory style and illness, pages 590-591)

Social relationships and health, Myers, pages 597-602

Please note: if you are interested in any of the above topics, please ask Dr. Aspinwall. She has done research on all of them, and another social psychologist in our department, Dr. Bert Uchino, is an expert on social relationships and health. If the above topics interest you, you might also consider taking Psychology 3460 (Introduction to Health Psychology).

Good luck on the exam!

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