

Psychology 3410-001 Study Guide – Exam 3 Dr. Aspinwall, Spring 2006

This review sheet is meant to help you organize your materials/notes. It is by **no means exhaustive** – we recommend that you review your lecture and discussion notes, as well as **read the text and all required reserve readings**. The following guide includes some of the information important for the final exam, but does not necessarily include all of the information that will be required of you for testing purposes. Please be thorough in test preparation.

Lecture, March 23, Attitudes & Persuasion

Fear & humor in persuasion
Elaboration likelihood model of attitude change
Attitude inoculation & other interventions to reduce unwanted social influence

Research Methods

Theories and hypotheses
Correlational Studies:
 Advantages/Disadvantages
 Positive/Negative Correlations
 Direction of causality
 Third Variable Problem
Experimental Studies:
 Key features of
 Advantages/Disadvantages
Field Research
Survey Research
Case Study
Operationalization
 Independent variable (IV)
 Dependent variable (DV)
Random Assignment
Random Sampling
Internal Validity*
 Threats to Internal Validity:
 History
 Selection
 Mortality (attrition)
 Experimenter expectancy effects
External Validity*
 Threats to External Validity:
 Demand Characteristics
 Social Desirability
 Use of college students as participants

Order & wording of questions and response options

Construct Validity*

Mundane Realism*

Experimental realism*

Deception*

*= in addition to knowing the definitions of these concepts, you should be sure to understand how they apply to specific studies examined in this class, especially those designed to understand the effects of media violence on attitudes and behavior

Aggression

Definition

Antisocial vs. Prosocial

Hostile vs. Instrumental

Biological Theories of Aggression

Social Theories of Aggression

Frustration-Aggression Theory

Original Theory

Revised Theory

Displacement

Relative Deprivation

Social Learning Theory (Bandura)

Bobo Doll Study

Role of:

Arousal, sexual arousal

Imitation

Disinhibition

Reinforcement

Priming, aggression cues

Desensitization

Escalation

Catharsis Hypothesis

Effects of Mass Media/TV Violence

TV portrayals of violence

How TV portrayals of life differ from US statistics

Longitudinal survey studies of exposure to media violence

Experimental studies of exposure to media violence

Effects of violent video games

Influences on Aggression:

Pain

Heat

Attacks

Group influences

Ways to Reduce Aggression

Violent Pornography

How theories of aggression apply to violent pornography

Correlational studies

Survey studies

Experimental studies

Donnerstein & Berkowitz Study (1980)

Rape Myths

Relationship between sexual arousal and aggression

Malamuth & Check Study (1981)

-Slasher films

Malamuth & Check Study (1984)

-Debriefing

Linz, Donnerstein & Penrod Study (1988)

-Desensitization

Government Regulation of Pornography

Community standards in the definition of obscenity

1970 Presidential Commission Report

1986 Attorney General's Commission on Pornography

MacKinnon-Dworkin Legislation & why it was struck down

Nonlegal Alternatives

Required reserve readings**

**In addition to focusing on the findings of the studies described in the reserve readings, you should understand a) how the designs of these studies were informed by the various theories of aggression, and b) how the concepts of internal validity, external validity, and construct validity apply to these studies.

Prejudice/Stereotyping/Intergroup Behavior

Definitions

1. Prejudice: attitude

2. Stereotypes: belief

3. Discrimination: behavior

Racism

Sexism

Ethnocentrism

Continuum of Negative Forms of Discrimination

Trends in racial prejudice in the United States

Trends in gender attitudes in the United States

Automatic forms of prejudice

A Class Divided (brown eye/ blue eye film)

The Sneetches (in-class film)

Out-group Homogeneity

Solo Status Effect

Assimilation and Contrast

Illusory Correlation

Media biases in crime coverage
Reasons Why Stereotypes Are Resistant to change (how stereotypes are preserved)
Group-serving bias
Belief in a Just world

Theories of Prejudice:

Psychodynamic & Motivational Theories

- Authoritarian Personality
- Frustration-aggression hypothesis/Scapegoat
- Needs for status and belonging
- Motivation to avoid prejudice

Social Factors

- Social Norms
- Social dominance
- Realistic Group Conflict:
 - Egoistic/Fraternal
- Relative Deprivation

Cognitive Factors

- Categorization
- Generalization

Stereotypes -- how, when, & why we use them

Laurie vs. Larry demo

Taylor's Study of Within-Race Errors

Princeton Study

Effects of Stereotypes on Perceptions of Behavior

Minimal Group Paradigm

Social Identity Theory

- Ingroup favoritism or bias
- Outgroup derogation

Effects of stereotyping on the performance of stereotyped targets

- Solo status studies
- Stereotype threat studies
- Self-fulfilling prophecy

Boss/helper study

Allport's Contact Hypothesis

- Conditions for positive outcome of contact

Sherif's Robber's Cave Studies

Aronson's Jigsaw Classroom

Social dilemmas, including prisoners' dilemma and tragedy of the commons

Ways to resolve social dilemmas

Important features of intergroup and interpersonal conflict (see Myers, Chapter 13)

Efforts to prevent and resolve intergroup conflict

Bargaining, mediation, arbitration, conciliation

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