Social Psychology
Study Guide

Chapter 1: Introduction to Social Psychology

- ❖ **Know the difference between social psychology and personality psychology**
  - ➢ Social psychology is the study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people. Whereas personality psychology is the study of the characteristics that make individuals unique and different from one another and it ignores the powerful role played by social influence
- ❖ **Know the primary level of analysis in social psychology**
  - ➢ The individual in the context of a social situation
- ❖ **What is the fundamental attribution error?**
  - ➢ The tendency to explain our own and other people's behavior entirely in terms of personality traits and to underestimate the power of social influence and the immediate situation
- ❖ **Know the consequence of underestimating the power of social influence**
  - ➢ Increases personal vulnerability to possibly destructive social influence
  - ➢ Lulls us into lowering our guard
  - ➢ Oversimplify complex situations
  - ➢ Decrease our understanding of true causes
  - ➢ Blame the victim when people are overpowered by social forces
- ❖ **Know the outcome to the Wall Street VS Community game discussed in class**
  - ➢ Community is more likely to cooperate with each other since the title conveyed social norms which influenced the behavior more than the personality trait
- ❖ **Know the aspects of the psychological approaches: Psychoanalysis, Humanistic, Behaviorism and Cognitive.**
  - ➢ **Behaviorism:** A school of psychology maintaining that to understand human behavior, one need only consider the reinforcing properties of the environment
- ❖ **What is Naïve Realism?**
  - ➢ The conviction that we perceive things "as they really are," underestimating how we are interpreting or "spinning" what we see
- ❖ **Know the self-esteem motive**
  - ➢ "The need to feel good about ourselves" → People's evaluation of their own self worth; that is, the extent to which they see themselves as good, competent, and decent

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Social Psychology Study Guide:

    Introduction to Social Psychology Richard A. Lippa,Gary S. Nickell,1994-01-01 Providing a balance between classic and TTcutting edgeTT research this very applied text presents a narrative history of social psychology and gives students a real feel for what being a social psychologist is all about Theory and methodological issues are integrated throughout the text and focus on one fundamental question TTHow do social psychologists answer questions about interesting real life social behavior TT   A Guide to Understanding Social Psychology Donelson R. Forsyth,C. Ray Archer,1994-09-14 Noted by reviewers as being exceptionally well written and engaging this text helps students understand how social psychologists view the world teaches them to recognize the social determinants of human action and shows them how to make use of social psychology in their daily lives Without watering down the content Forsyth writes in a style that is consistently clear and conversational and effectively integrates social psychology with everyday life Using research findings as demonstrations and evidence rather than as an exhaustive review of the literature Forsyth urges students to look at the world from a social psychologist s perspective Rather than just presenting theories and findings Forsyth illustrates the methods that social psychologists use to generate knowledge about social phenomena   **Social Psychology Study Guide** Aronson,2001-07-12

    Understanding Social Psychology Stephen Worchel,Joel Cooper,1991-01-01   Study Guide for Deaux, Dane and Wrightsman's Social Psychology in the '90s (Sixth Edition) Deaux,Glenn Littlepage,Dane,1993-01-01 Revised throughout to incorporate the latest scholarship and to increase its accessibility this Sixth Edition of a classic text continues to provide the most comprehensive integrated introduction to social psychology available Students will find the new edition a better read while professors will find the breadth and depth of scholarship reflected in the book s nearly 2 000 references In fact this is a book that majors hold onto as a reference long after the course is over A new streamlined organization new cross cultural and applied examples and new photographs and graphics combine to make this a more contemporary student oriented book Reflecting recent directions in the field of social psychology including a rebirth of the importance of cognition and an acknowledgement of the integrity of individual social and physical components of the self concept the Sixth Edition continues to help students understand the why and how of social psychology   **Social Psychology** Sandra L. Dunn,Sears,Letitia A. Peplau,Thomas P. Dunn,1991-01-01   **Introduction to Social Psychology** Gary S. Nickell,1990   *Social Psychology* Theodore Mead Newcomb,1965   Social Psychology J. Sabini,1992   Study Guide for Psychology David G. Myers,Richard O. Straub,2006-04-07 This eighth edition of David G Myers Psychology includes expanded coverage of the most recent developments in this wide ranging field This text includes self tests and critical thinking exercises based on the concepts discussed in the eighth edition   **Social Psychology** Gene F. Smith,1984   **Exploring Social Psychology** Bem P. Allen,2002   *Study Guide, Social Psychology, Fifth Edition [by] Elliot Aronson, Timothy D. Wilson, Robin M. Akert* Benjamin Le,2002   Social Psychology Terry F. Pettijohn,1986-01-01   *Study Guide for Social Psychology, Second Edition* Daniel

Perlman,1977 *Aronson/Wilson/Akert Social Psychology* Elliot Aronson,1997 **Study Guide, Social Psychology, Fourth Edition, Sharon S. Brehm, Saul M. Kassin, Steven Fein** Steven Fein,Sharon S. Brehm,Steven Spencer,Saul M. Kassin,1999 **Study Guide** Brehm,2004-07-01 Helps students understand the concepts of the text through chapter outlines learning objectives key terms and concepts Answers to multiple choice questions include explanations of why the correct answer to each is the best choice A new set of practice essay questions is also included **Social Psychology/Study Guide** Brigham University,1998-03-21 **Social Psychology with Study Guide** Aronson,2002-03-01

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