Social Psychology and Culture

- Social psychology:
- Culture:
  - Ethnocentrism:
  - Individualism:
  - Collectivism:

Social Cognition

- Impression formation:
  - Attributions:
    - The process of impression formation:
      - What affects impression formation?
Social Cognition

- Stereotypes:
  - In-group stereotypes:
  - Out-group stereotypes:
  - Why do stereotypes persist?
    - Selective attention?
    - Self-fulfilling prophecy?

- Four features of the actor have been shown to influence impression formation.
  - Those features are:
    1) 
    2) 
    3) 
    4) 

- Attribution:
  - Internal attributions:
  - External attributions:
  - The fundamental attribution error:
  - Actor-perceiver bias:
  - Self-serving bias:
  - The just world belief:
Attitudes

- Functions of attitudes:
- Cognitive dissonance:
- Cognitive consonance:

Interpersonal Relations

- Attraction:
  - Proximity:
  - Who are we attracted to?
- Friendship:
- Love:
  - Passionate love:
  - Companionate love:

Interpersonal Relations

- Interdependence theory:
  - Comparison level (CL):
  - Relationship satisfaction vs dissatisfaction:
- Prosocial behavior:
- Altruism:
Interpersonal Relations

- Bystander effect:
- Diffusion of responsibility:

Social Influences on Behavior

- Persuasion:
  - Determinants of persuasion:
  - The sleeper effect:
Social Influences on Behavior

- The most persuasive messages are those that:
  - 
  - 
  - 
  - Reactance:
  - Influences on persuasion:

Social Influences on Behavior

- Central route of persuasion:
  - The secondary route:

Social Influences on Behavior

- Obedience:
Social Influences on Behavior

- Milgram’s studies on Obedience to authority:

Social Influences on Behavior

- Obedience:
  - In cases in which obedience will result in harm to another person, obedience increases with proximity to the source of the commands but decreases with proximity to the victim.
  - If the source of the commands takes responsibility for any harm resulting from obedience to those commands, the likelihood of obedience is high.

Social Influences on Behavior

- Conformity:
  - Solomon Asch’s studies:
Social Influences on Behavior

- Which line (A, B, or C) is the same length as the top line?

Social Influences on Behavior

- Group Decision Making:
  - The risky-shift phenomenon:
  - Group polarization effect:

Social Influences on Behavior

- Compliance:
  - The foot-in-the-door effect:
  - Door-in-the-face technique:
  - Reciprocity:
The Individual as Part of a Social Group

- Social facilitation.

![Graph showing percentage of shots made by good and poor players when alone or with others present.]

The Individual as Part of a Social Group

- Social loafing:
- Coactors:
- Deindividuation:

The Individual as Part of a Social Group

- Two types of leaders emerge in a group.
  - Task-oriented:
  - Socially-oriented:
The Individual as Part of a Social Group

- **Brainstorming:**

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The Individual as Part of a Social Group

- **Groupthink:**
  - Groupthink occurs most often in...
  - Avoiding Groupthink: