

## Social Psychology Test Study Sheet

Term	Definition	Example
Ethics	Standards of right and wrong; there are ethical standards for testing humans and animals.	
Attribution theory	The theory that we tend to give a causal explanation for someone's behavior, often by crediting either the situation [outside] or the person's disposition [internal]	P 613
dispositional attribution	When we explain behavior by crediting the impact of personal disposition [internal] or a person's nature.	P 613
situational disposition	When we explain behavior by attributing it by external or situational circumstances.	P 613
Fundamental Attribution Error	The tendency for observers, when analyzing another's behavior, to underestimate the impact of the situation and to overestimate the impact of personal disposition.	P 613
Norm	Expectations and standards of the culture and community that you are a part of, that define or describe suitable social behavior.	P 622
Attitude	Are personal beliefs and feelings that may predispose a person to respond in particular ways to objects, people, and events.	P 615
Social Norms	Expectations and standards of the culture and community that you are a part of, that define or describe suitable social behavior.	P 622
Foot in the door phenomena	The tendency for people who agree to a small request to comply later with a larger request.	P 616
role	A set of expectations (norms) about a social position, defining how those in the position ought to behave.	P 617/127
Cognitive Dissonance theory	The theory that we act to reduce the discomfort [dissonance] we feel when two of our thoughts [cognitions] are inconsistent. The tendency to yield to real or imagined social pressure	P 618

Suggestibility	How open or influenced by external/outside influences.	P 619
Conformity	Is the tendency to change one's thinking or behavior to coincide with a group standard.	P 620
Conformity schema		P 622
Normative social influence	Refers to the pressure on individuals to conform in order to avoid rejection or gain social approval.	P 622
Obedience	To do as another asks/demands.	P 622
Obedience schema	Most likely when (1) the person is close [proximity] (2) perceived as an authority (3) associated with a prestigious group or institution (4) the 'victim' is at a distance or depersonalized (5) no models for defiance.	
By stander effect	Diffusion of responsibility : When people share responsibility for helping, any particular bystander was less likely to give aid with other bystanders present.	
Situation influences	The influences that others have on us, especially those that seem to go unnoticed [the effects of suggestibility, conformity, group polarization, prejudice, stereotypes]	
Aggressive	Any physical or verbal behavior intended to hurt or destroy	

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