

Unit 16: Social Psychology

Directions: As an introduction to the unit, this is a quote to give you the chance to think about the concepts we are about to discuss. Determine which letter from the choices above is the correct one and fits into the spaces below. When you are finished fill in the quote below.

A quote from Peter Drucker:

H			A	H	N	P			T		I	N					
D	E	T	S	I	I	G	T		S		I	O	T	N	O		T
M	A	R	H	G	G	M	E	I	T	I	D	H	G	D	L	I	N
G	E	N	R	I	E	H	S	N	R	H	G	S	I	S	G	E	A

□ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □
□ □ □ □ □ □ . □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □
□ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ .

We cannot change anything unless we accept it. Condemnation does not liberate, it oppresses.

Social Psychology
The Consequences That Result From Group Influences

How do social circumstances affect the individual and their behavior?

You should be able to describe the characteristics of a group and of group behavior.

Essential Details

A group is a collection of people who share goals and communications in their social or task functions.

Groups are held together by norms or group rules. These may be either common folkways or formal mores.

Groups form ideologies or sets of principles, attitudes and objectives on which the group stands.

Groups can either facilitate or inhibit behavior through the process of normalization.

As group members' opinions are expressed, such opinions can become pushed to extremes or polarized.

As a group attempts to form unity, poor decision making can result. This is called Group Think.

Group leadership and group communication can be expressed through diagrams called sociograms.

Group leadership styles fall into three types, Authoritarian, Laissez-Faire and democratic.

You should be able to describe and explain some of the events associated with the timeline of social psychology as well as the major themes that resulted from the events.

Essential Details

In 1898, a research project was published by Norman Triplett described that when bicyclists rode together rather than alone, their racing times tended to improve. He called this concept, social facilitation.

In 1935, a woman named Catherine "Kitty" Genovese was murdered near her home. More than 30 people observed the murder. No one called the police. This was due to the bystander effect and diffusion of responsibility.

In 1939, As a result of his concern about fascism, Kurt Lewin, The Father of Social Psychology made a study of group leadership styles. He found that people act differently under different styles of leadership.

In 1958, Solomon Asch created a study involving drawn "lines" where a person was asked to judge their length. He found that individuals will conform to the perceptions of the group, even if the group is obviously wrong.

In 1963, Stanley Milgram found that more than 65 percent of randomly chosen subjects would administer deadly electric shocks to individuals when an authority figure, an experimenter in a lab coat, simply told them to.

In 1968, after Martin Luther King was assassinated, Jane Elliot, a school teacher in Iowa, used her students in an experiment where her blue eyed students were polarized against her brown eyed students, leading to prejudice.

In 1969, Ron Jones documented an experiment involving students at Palo Alto High School, California. The students, under Jones direction, formed a club called "The Wave" which took on Nazi like blind obedience.

In 1971, Philip Zimbardo created an experiment about conformity to roles assigned by the group. His Prison Study involved "Guards" and "Prisoner" who actively took on stereotypic characteristics of their assigned roles.

Social psychology is the most practical application of psychology for world peace.

Unit 16: Social Psychology

Directions: Each week in Advanced Placement Psychology, there will be three quizzes. Each quiz is worth 10 test points. This sheet will be turned in at the end of the week.

Quiz 01 (02 Points Each)

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

Total Points _____

Quiz 02 (02 Points Each)

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

Total Points _____

Quiz 03 (02 Points Each)

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

Total Points _____

Grand Total _____

Social Psychology

Directions: Answer each of the following questions. Explain the significance of each answer.

What is an action component?

What is actor-observer bias?

What is aggression?

What are aggression cues?

What is an ascribed role?

What is assertiveness training?

What is attitude?

What is an attitude scale?

What is attribution?

What is the authoritarian personality?

What is brainwashing?

What is cognitive dissonance?

What is compliance?

What is conformity?

What is consensus?

What is context?

What is a cult?

What is deviant communication?

What is discrimination?

What is disinhibition?

What is distinctiveness?

What is the door-in-the-face effect?

What does equal-status contact mean?

What is ethnocentrism?

What is the foot-in-the-door effect?

What is the frustration-aggression hypothesis?

What is the fundamental attributional error?

What is group cohesiveness?

What is group prejudice?

What are group sanctions?

What is groupthink?

What is the Hawthorn effect?

Who was Henry Landsberger and what did he say?

What does individuating information mean?

What is interpersonal attraction?

Who was Jane Elliot and what did she do?

What is the jigsaw classroom?

Who was Jim Jones and what did he do?

What is the just-world belief?

Who was Kurt Lewin and what did he say?

Who was Leon Festinger and what did he say?

What is the low-ball technique?

What is mass media?

What is the mean world view?

What is multiculturalism?

What is mutual interdependence?

What is the need to affiliate?

What is a Norm in the context of social psychology?

What is obedience?

What is passive compliance?

What is personal prejudice?

What is persuasion?

Who is Philip Zimbardo and what was his famous experiment?

What is physical attractiveness?

What is prejudice?

What is projection?

What is prosocial behavior?

What is racism?

What is rationalization?

What is a reference group?

What is refreezing?

What is a role conflict?

What is romantic love?

What is self-assertion?

What is self-fulfilling prophecy?

What is self-handicapping?

What is the significance of similarity?

What is social influence?

What is social learning theory?

What is social power?

What is social psychology?

What is a social role?

What are social stereotypes?

What is socialization?

Who was Solomon Asch and what was his famous experiment?

Who was Stanley Milgram and what was his famous experiment?

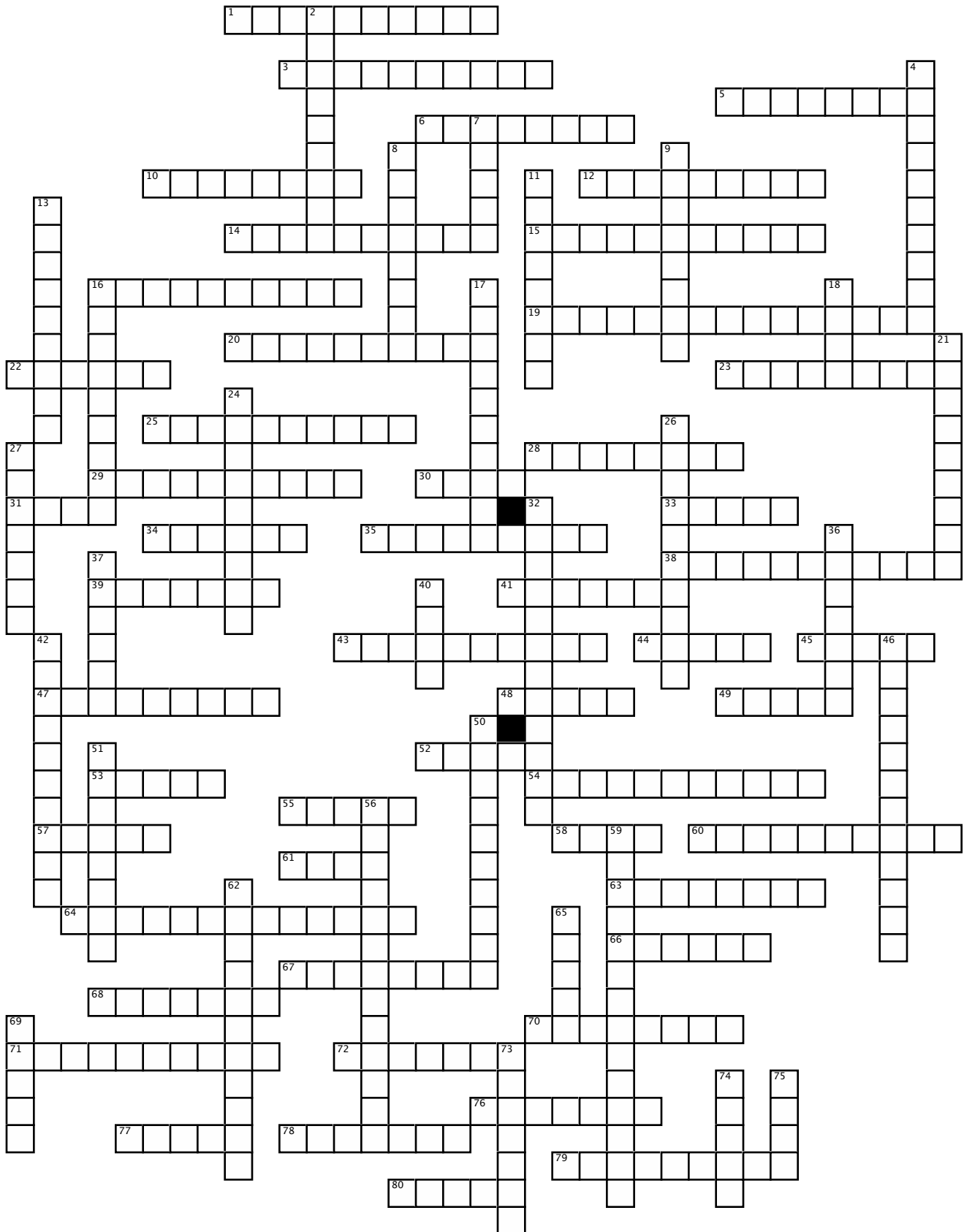
What is status?

What are status inequalities?

What is a stereotype?

What is unfreezing?

Unit Review Number 16
Social Psychology



Across

1. Social _____ is the study of human behavior that is influenced by one's relationship with others.
3. Social _____ are the changes in a person's behavior induced by the presence or actions of others.
5. Status is an individual's _____ in a group or social structure, especially with respect to power, privilege, importance, and so forth.
6. Social _____ theory is the approach that combines learning principles with cognitive processes as well as the effects of observational learning, to explain behavior.
10. Self-fulfilling _____ is the prediction that prompts people to act in ways that make the prediction come true.
12. Prejudice is the negative _____ or prejudgments held against members of a particular group of people.
14. Rationalization is the justifying of one's own behavior by giving _____ and "rational" but false reasons for it.
15. Projection is the _____ of one's own feelings, shortcomings, or unacceptable impulses to others.
16. In brainwashing, the process of rewarding and strengthening new attitudes and beliefs is called _____.
19. Mutual _____ is a condition in which two or more persons must depend on one another to meet each person's needs or goals.
20. Persuasion is any _____ attempt to change attitudes or beliefs with information and arguments.
22. Self-assertion is the _____, honest expression of feelings and desires.
23. Low-ball _____ is a strategy in which commitment is gained first to reasonable or desirable terms, which are then made less reasonable or desirable.
25. Obedience is _____ to the demands of an authority.
28. The _____ Effect is a form of reactivity whereby subjects improve an aspect of their behavior in response to the fact that they're being studied.
29. Passive _____ is the subtle bending to unreasonable demands or circumstances.
30. Solomon _____ became famous in the 1950s, following experiments which showed that social pressure can make a person say something that is obviously incorrect.
31. Romantic _____ is a combination of intimacy and passion that does not include much commitment.
33. Social _____ is the capacity to control, alter, or influence the behavior of another person.
34. Racism is _____ prejudice that has become institutionalized and is enforced by the existing social power structure.

Down

2. Role _____ are any upsetting condition that exists when a person tries to occupy two or more roles that make conflicting demands on behavior.
4. Stereotypes are _____, rigid, and oversimplified image of members of a social group, especially an out-group.
7. Similarity is the extent to which two people are _____ in background, age, interests, attitudes, beliefs, and so forth.
8. Prosocial _____ is any behavior toward others that is helpful, constructive, or altruistically.
9. Philip _____ is an American psychologist best known for the Stanford Prison Scenario.
11. Socialization is the process of _____ to live in a particular culture by adopting socially acceptable values and behavior.
13. Self-handicapping is an _____ to perform under conditions that usually lower performance so as to have an excuse available for a poor showing.
16. A _____ group is any group that an individual identifies with and uses as a standard for social comparison.
17. Personal _____ are attitudes held toward persons who are perceived as a direct threat to one's own interests.
18. The _____ world view says that the world and other people as dangerous and threatening.
21. Leon _____ a prominent social psychologist, responsible for the development of the theory of cognitive dissonance and social comparison theory.
24. The desire to associate with other people is called the need to _____.
26. Groupthink is a _____ by members of decision-making groups to maintain agreement, even at the cost of critical thinking.
27. Stanley _____ was a social psychologist who conducted the Milgram experiment on obedience to authority.
32. Group _____ is the degree of attraction among group members or their degree of commitment to remaining in the group.
36. The Just-world _____ says that people generally get what they deserve.
37. Individuating information helps _____ a person as an individual rather than as a member of a group or social category.
40. A social _____ is an accepted but often unspoken standard of conduct for appropriate behavior.
42. The Frustration-aggression _____ states that frustration tends to lead to aggression.
46. Status _____ are differences in the power, prestige, or privileges of two or more persons or groups.
50. Cognitive _____ is an uncomfortable clash between self-image, thoughts, beliefs, attitudes, or perceptions and one's behavior

Across

35. The Jigsaw _____ is a method of reducing prejudice where each student receives a part of a body of information needed to complete a project or prepare for a test and shares it with others.
38. The term Hawthorn Effect was coined by Henry A. _____ in 1955.
39. Jane _____ is an American teacher and anti-racism activist who created the Brown Eyes Blue Eyes Exercise.
41. Group sanctions are _____ and punishments administered by groups to enforce a degree of conformity among members.
43. Interpersonal _____ is social attraction to another person.
44. Jim _____ was the founder of the Peoples Temple, which is best known for the death of over 900 Temple members in Jonestown, Guyana in 1978.
45. Kurt _____ is often recognized as the founder of social psychology.
47. Group _____ exists out of conformity to group views.
48. Mass _____ consists of all media that reach very large audiences.
49. Social _____ are expected behavior patterns associated with particular social positions.
52. Consensus is the degree to which people respond _____.
53. Fundamental attributional _____ is the tendency to attribute the behavior of others to internal causes like personality, likes, and so forth.
54. Social _____ are the oversimplified images of the traits of individuals who belong to a particular social group.
55. Multiculturalism is giving _____ status, recognition, and acceptance to different ethnic, racial, and cultural groups.
57. The Foot-in-the-door effect the tendency for a person who has first complied with a _____ request to be more likely later to fulfill a larger request.
58. Actor-observer _____ is the tendency to attribute the behavior of others to internal causes while attributing one's own behavior to external causes.
60. In brainwashing, a loosening of convictions about former values, attitudes, and beliefs is known as _____.
61. A _____ is a group that professes great devotion to some person, idea, or thing and who members often loose perspective as a result.
63. Assertiveness _____ is instruction in how to be self-assertive.
64. Deviant _____ is the set of patterns of communication that cause guilt, anxiety, confusion, anger, conflict, and emotional turmoil.
66. The _____ component is the part of an attitude consisting of how one tends to act toward the object of the attitude.

Down

51. Distinctiveness is noticing that a _____ occurs only under a specific (distinct) set of circumstances.
56. An _____ personality is a personality pattern characterized by rigidity, inhibition, prejudice, and an excessive concern with power, authority, and obedience.
59. Physical _____ is a person's degree of physical beauty, as defined by his or her culture.
62. Discrimination is treating members of various social groups _____ in circumstances where their rights or treatment should be identical.
65. Conformity is bringing one's behavior into agreement or harmony with _____ or with the behavior of others in a group.
69. Ethnocentrism is placing one's own _____ or race at the center—that is, tending to reject all other groups but one's own.
73. Attitudes are _____ tendencies to respond to people, objects, or institutions in a positive or negative way.
74. Compliance is bending to the requests of a person who has little or no authority or other form of social _____.
75. Aggression _____ are the stimuli or signals that are associated with aggression and tend to elicit it.

Across

67. Brainwashing is the engineered or forced _____ change involving a captive audience.

68. Door-in-the-face effect is the tendency for a person who has _____ a major request to subsequently be more likely to comply with a minor request.

70. An ascribed role is a role that is _____ to a person; a role one has no choice about playing.

71. Disinhibition is the removal of inhibition, resulting in the acting out of behavior that normally would be _____.

72. Attribution is the process of assigning perceived _____ to a particular source.

76. Aggression is any action carried out with the intent of _____ another person.

77. Equal-status contacts are social interactions that occurs on an _____ footing, without obvious differences in power or status.

78. Context is the information surrounding a stimulus that gives _____ to the stimulus.

79. Acute stress _____ are psychological disturbances lasting up to 1 month following stresses, such as natural disasters or military combat.

80. An attitude _____ is a collection of attitude statements with which respondents indicate agreement or disagreement.