

Unit Fifteen

Social Psychology; Part One

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 at the bottom.

A quote from Alfred A. Montapert:

W	F	O	S	E	I	U	E		S	C	A	P	T	R	U	
Q	E	E	M	A	O	T	R	E	W	O	U	L	S	O	I	R
S	U	A	F	T	S	T	N	R	S	H	O	F	A	A	E	N

A	T	U	A		U	D		S								
B	E	P	R	T	S	R		W	G		T	S		T		T
E	O	C	O	U	T	E	O	U	E	H	C	A	V	E	U	O

That is why many people live in the withering negative world. That is why many people live in the Positive Faith world. And you don't have to be a poet or a philosopher to know which is best."

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DIRECTIONS: Define or explain the significance of each of the following concepts. These concepts are directly taken from the Chapter Test.

ACTOR-OBSERVER BIAS

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ATTRACTION

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ATTRIBUTION THEORY

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AUTHORITARIAN

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AUTHORITATIVE

-----

BODY LANGUAGE

-----

COMMUNICATION

-----

COMPLEMENTARITY

-----

DIFFUSION OF RESPONSIBILITY

-----

DR. ZILSTEIN

-----

EGO SUPPORT

-----

ENDOGAMY

-----

FRIENDSHIP

-----

FUNDAMENTAL ATTRIBUTION ERROR

-----

GENERATIONAL IDENTITY

-----

GROUP

-----

GROUP THINK

-----

IDEOLOGY

-----

INTERNAL ATTRIBUTIONS

-----

JUDGMENTS

-----

KAREN ROOK

-----

KURT LEWIN

-----

LAISSEZ FAIRE

-----

LEADERSHIP STYLE

-----

MARTHA BERNAYS

---

MASS BEHAVIOR

---

MEL KRANTZLER

---

MISERY LOVES COMPANY

---

NONVERBAL COMMUNICATION

---

NORM

---

PASSIONATE LOVE

---

PRIMACY EFFECT

---

PROXIMITY

---

SCHEMAS

---

SELF FULFILLING PROPHECIES

---

SELF SERVING BIAS

---

SOCIAL COGNITION

---

SOCIAL FACILITATION

---

SOCIAL FUNCTION

---

SOCIAL INHIBITION

---

SOCIAL POLARIZATION

---

SOCIAL PSYCHOLOGY

---

SOCIOGRAM

---

SOLOMON ASCH

---

STANLEY MILGRIM

---

STANLEY SCHACHTER

---

TASK FUNCTION

---

TRIANGULAR THEORY OF LOVE

---

UTILITY VALUE

---

ZICK RUBIN

---

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Social Psychology; Part One

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## Across

4. Psychologist Karen Rook found that having friends who offer support helps to reduce very high levels of \_\_\_\_\_ but does not help in dealing with average amounts.

6. Stanley Schachter's Dr. Zilstein experiment suggests that the statement, "\_\_\_\_\_ loves company," is true.

8. The tendency to marry someone who is from one's own social group is referred to as \_\_\_\_\_.

10. Sternberg's theory has become known as the \_\_\_\_\_ theory of love.

11. Robert \_\_\_\_\_ identified three forms of love.

14. The type of love that is sensual, all-consuming, and very intense is called \_\_\_\_\_ love.

16. The three components of romantic love identified by Zick \_\_\_\_\_ are need, caring, and intimacy.

18. Physical \_\_\_\_\_ is the distance of one person to another person.

21. People \_\_\_\_\_ to be together to reduce uncertainties about themselves.

22. First impressions become self fulfilling \_\_\_\_\_ when the way you act toward someone changes depending on your impression of him or her, and that, in turn, affects how that person interacts with you.

23. The schemas we develop for people are \_\_\_\_\_ about the traits they possess or the jobs they perform.

25. Your first impressions of people are usually based on their \_\_\_\_\_ appearances.

26. Utility value is the ability of a person to help another achieve his or her \_\_\_\_\_.

30. The subfield of \_\_\_\_\_ cognition studies how we perceive, store, and retrieve information about social interactions.

31. The \_\_\_\_\_ people are geographically, the more likely they are to interact in meaningful ways that lead to the development of a friendship.

32. The purpose of \_\_\_\_\_ is to explain a person's past behavior and to predict future behavior.

34. The findings of psychologist Zick Rubin suggest that love is something you seek and \_\_\_\_\_.

36. The reward value we give to others when we send greeting cards is most likely \_\_\_\_\_ support value.

37. Self serving \_\_\_\_\_ is the tendency to claim that success is due to our efforts while failure is due to circumstances beyond our control.

38. The field of \_\_\_\_\_ psychology seeks to explain how our thoughts, feelings, perceptions, and behaviors are influenced by interactions with others.

39. Complementarity is the \_\_\_\_\_ that develops between opposite types of people because of the ability of one to supply what the other lacks.

## Down

1. The \_\_\_\_\_ effect is the tendency to form opinions on others based on first impressions.

2. Generational \_\_\_\_\_ forms when people of different ages tend to think differently about certain issues because of different formative experiences.

3. One of the main reasons that many people have a difficult time adjusting to \_\_\_\_\_ is that they have unrealistic ideas about love.

5. A person has \_\_\_\_\_ value if they can give you new ideas and experiences.

7. Erik \_\_\_\_\_ believed that early and persistent patterns of parent child interaction greatly influenced the individual.

9. Sigmund Freud married a woman named \_\_\_\_\_ Bernays.

12. Psychologist Mel Krantzler proposed that all divorced people go through a period of \_\_\_\_\_ that lasts until the person realizes that he or she has survived.

13. Communication involves at least \_\_\_\_\_ people, the sender of the message and the receiver of the message.

14. Both men and women consider \_\_\_\_\_ attractiveness more important in choosing friends than in choosing a marriage partner.

15. Actor-observer bias is the tendency to attribute one's own behavior to \_\_\_\_\_ causes but attribute the behavior of others to internal causes.

17. Personal characteristics are also called \_\_\_\_\_ attributions.

19. Nonverbal \_\_\_\_\_ is the process through which messages are conveyed using space, body language, and facial expression.

20. Social \_\_\_\_\_ is the field of study that focuses on how we perceive, store, and retrieve information about social interactions.

24. According to research, we consider people who are \_\_\_\_\_ attractive to be more responsive, interesting, sociable, intelligent, kind, outgoing, and poised.

27. Due to the fundamental \_\_\_\_\_ error, we usually explain others' behavior in terms of internal causes and discount any external causes.

28. In attribution theory, external attributions are also called \_\_\_\_\_ attributions.

29. Attribution theory is a collection of principles based on our explanations of the causes of events, other people's \_\_\_\_\_, and our own behaviors.

33. Much of the body language we use, such as the postures we adopt and the gestures we make, are governed by \_\_\_\_\_ rules.

35. Friends who agree with and support us, thus making us feel better about ourselves, provide \_\_\_\_\_ support value.