

Name:
AP Psych
Period:

Unit XIV Outline Note Taking Guide

Module 74 Attribution, Attitudes, and Actions

Social Psychologist:

Ex:

Attribution Theory:

Ex:

Dispositional:

Ex:

Situational:

Ex:

The Fundamental Attribution Error:

Ex:

Self Serving Bias:

Ex:

Attitude and Actions:

Ex:

Attitudes:

Ex:

Attitudes affect Actions:

Ex:

Peripheral Route of Persuasion:

Ex:

Central Route of Persuasion:

Ex:

Actions affect Attitudes:

Ex:

The Foot in the Door Phenomenon:

Ex:

Role Playing Affects Attitude:

Ex:

Role:

Ex:

Cognitive Dissonance Theory:

Ex:

Module 75: Conformity & Obedience

Automatic Mimicry:

Ex:

Chameleon Effect:

Ex:

Empathize:

Ex:

Mood Linkage:

Ex:

Conformity and Social Norms

Conformity:

Ex:

Solomon Asch:

Ex:

Results of Asch's Experiment (Factors that affect Conformity)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

Normative Social Influence:

Ex:

Informational Social Influence:

Ex:

Individualism vs. Collectivism:

Ex:

Obedience: Following Orders

Stanley Milgram's Experiment:

Obedience is highest when:

1.

2.

3.

4.

Other Examples:

500 Middle Age German Reserve Police Officers:

French Villagers:

Berkenhead Drill:

Lessons from Obedience Studies:

Which usually wins, Kindness or Obedience?

Ordinary people, simply doing their jobs, and without particular hostility on their part, can become _____

Great evils sometimes grow out of people's compliance with _____

Cruelty does not require _____.

Nazis found the German people surprisingly willing to handle the _____ of the Holocaust.

Module 76: Group Behavior

Social Facilitation:

Ex:

Social Loafing:

Ex:

Three causes of Social Loafing

1.

2.

3.

Deindividuation:

Ex:

Group Polarization:

Ex:

Groupthink:

Ex:

The Power of Individuals:

Ex:

Minority Influence:

Ex:

Cultural Influence:

Ex:

Variations across culture:

Ex:

Norms:

Ex:

Variations over time:

Ex:

Module 77 Prejudice & Discrimination

Prejudice:

Ex:

Stereotypes:

Ex:

Discrimination:

Ex:

Close up: Automatic Prejudice:

Ex:

Implicit Racial Association:

Ex:

Unconscious Patronization:

Ex:

Race-Influenced Perceptions:

Ex:

Reflexive Bodily Response:

Ex:

Social Roots of Prejudice:

Ex:

Just World Phenomenon:

Ex:

Us vs Them (In-group vs Out-group):

Ex:

Ingroup Bias:

Ex:

Emotional Roots of Prejudice:

Ex:

Scapegoat Theory:

Ex:

Cognitive Roots of Prejudice:

Ex:

Forming Categories (Schemes):

Ex:

Other Race Effect:

Ex:

Remembering Vivid Cases:

Ex:

Believing the World is Just:

Ex:

Hindsight Bias:

Ex:

Confirmation Bias:

Ex:

Module 78: Aggression

The Biology of Aggression

Genetic Influences:

Ex:

Neural Influences:

Ex:

Ex:

Ex:

Biochemical Influences:

Ex:

Psychological and Sociocultural Factors

Aversive Events:

Frustration-Aggression Principle:

Ex:

Reinforcement & Modeling

Ex:

Aggression-Replacement Program:

Ex:

Media Models for Violence:

Ex:

Social Scripts:

Ex:

The Effects of Pornography:

Do Violent Video Games Teach Social Scripts for Violence?

1.

2.

3.

4.

Summarize the Biopsychosocial Understanding of Aggression:

Module 79: Attraction

The Psychology of Attraction

Proximity:

Ex:

Mere Exposure Effect:

Ex:

Close Up: Online Matchmaking and Speed Dating:

Ex:

Physical Attractiveness:

Ex:

Smilarity:

Ex:

Romantic Love:

Ex:

Passionate Love:

Ex:

Companionate Love:

Ex:

Equity:

Ex:

Self Disclosure:

Ex:

Module 80: Altruism, Conflict, and Peacemaking

Altruism:

Ex:

Bystander Intervention:

Ex:

Bystander Effect:

Ex:

Best Odds of our helping someone occur when

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.

The Norms for Helping:

Social Exchange Theory:

Ex:

Reciprocity Norm:

Ex:

Social Responsibility Norm:

Ex:

Conflict and Peacemaking:

Conflict:

Ex:

Social Traps:

Ex:

Enemy Perceptions:

Ex:

Mirror Image Perception:

Ex:

Self-Fulfilling Prophecy:

Ex:

Promoting Peace:

Ex:

Contact:

Ex:

Examples of Contact leading to more positive attitudes:

1.

2.

3.

4.

Cooperation:

Ex:

Superordinate Goals:

Ex:

Communication:

Ex:

Conciliation:

Ex:

GRIT:

Ex: