

SOCIAL PSYCHOLOGY
CUMULATIVE SECTION STUDY GUIDE

On the day we take the fourth exam, you will also be asked to complete a 25-item multiple choice test, which will cover concepts we think are important for you to have learned for this class. Below is a list of concepts you should re-familiarize yourself before taking this cumulative test.

EXAM 1

Social psychology
Self-concept
Individualistic vs. Collectivistic cultures
Independent vs. Interdependent Self-Concepts
Self-serving bias
Learned helplessness
Self-handicapping
Sex vs. Gender
Masculinity vs. Femininity
Evolutionary Psychology
Schemas
Automatic vs. Controlled Processing
Self-Fulfilling Prophecy (and steps in SFP)
Internal vs. External attributions
Fundamental Attribution Error
Cognitive Dissonance
Festinger & Carlsmith Dissonance experiment
Insufficient Justification Effect

EXAM 2

Persuasion
Reactance
Elaboration Likelihood Model
Central vs. Peripheral routes to persuasion
Motivational vs. Ability factors in persuasion
Current ethical standard
Social desirability
Positive vs. Negative correlations
Experimental vs. Control groups
Random vs. Repeated assignment
Independent vs. Dependent variables
Mundane vs. Experimental realism
Groupthink

EXAM 3

Reciprocation
Commitment & Consistency
Foot-in-the-door technique
Social Proof
Compliance vs. Conformity
Asch's Conformity studies
Liking
Scarcity
Authority
Zimbardo's Prison experiment
Stereotypes vs. Prejudice vs. Discrimination
Hostile vs. Instrumental Aggression
Direct vs. Indirect vs. Displaced Aggression

EXAM 4

Social Exchange Theory
Social Penetration Theory
Bystander Effect
Empathy-Altruism vs. Negative State Relief
Theories
Conflict vs. Peacemaking
Mere Exposure vs. Equal Status Contact
Superordinate Goals