AP Psychology CHAPTER 12 Social Psychology LEARNING OBJECTIVES

Introduction: What Is Social Psychology?

1. Define social psychology, and describe the two areas of social cognition and social influence.

Person Perception: Forming Impressions of Other People

2. Define person perception, describe the components of the interpersonal context in which person perception occurs, and explain the basic principles that guide person perception.

3. State what social categorization is and explain the role that explicit and implicit cognition plays in this process and in person perception.

4. Describe how physical appearance cues, and in particular physical attractiveness, affect person perception and social categorization.

5. List the advantages and disadvantages of using social categories and implicit personality theories in forming perceptions of other people.

6. (Focus on Neuroscience) Describe the research using fMRI scans of people’s brains while they looked at photos of physically attractive people, and identify the brain areas that were activated, and also the brain areas that are responsive to the reward value of attractive faces.

Attribution: Explaining Behavior

7. Define attribution and the fundamental attribution error. Discuss how the fundamental attribution error and hindsight bias are involved in people’s tendency to “blame the victim” of misfortune, and how this relates to the just-world hypothesis.

8. Define and provide examples of the attributional biases, including the fundamental attribution bias, blaming the victim, hindsight bias, the self-serving bias, and the self-effacing (modesty) bias.

9. (Culture and Human Behavior) Identify cultural differences in patterns of attributional biases and describe how these differences affected the way American and Chinese reporters explained the same events in their news articles.

The Social Psychology of Attitudes

10. List the components of an attitude, and identify the conditions under which attitudes are most likely to determine behavior.

11. (In Focus) Describe the physical, interpersonal, situational, and cultural factors that influence attraction and liking.

12. Define cognitive dissonance, identify how it occurs, discuss how it is typically resolved, and explain how it affects behaviors and attitudes.

Understanding Prejudice

13. Define prejudice, stereotypes, and stereotype threat, and discuss the role of social categories, in-groups, and out-groups in stereotype formation.

14. Explain how the out-group homogeneity effect and in-group bias can lead to prejudicial attitudes.

15. Describe the “Robbers Cave” study and discuss the implications of this research for combating prejudice. Explain how the results of this research have been applied in the educational system.

Conformity: Following the Crowd

16. Define social influence and conformity, and discuss the findings of Solomon Asch’s research on conformity.

17. Identify the factors that influence conformity, including normative and informational social influence, and explain how culture affects conformity.

Obedience: Just Following Orders

18. Define obedience, and discuss the experimental design and results of Milgram’s obedience experiments.

19. List and explain the factors in Milgram’s original experiments that promoted destructive obedience.

20. List and explain the conditions identified by Milgram and other researchers that decrease the level of destructive obedience and help people resist illegal or unethical orders from authority figures.

21. (Critical Thinking) Explain the social psychological factors that contributed to abuse of Iraqi prisoners at Abu Ghraib, describe the findings of the Stanford Prison Experiment, and show how those findings, along with Milgram’s results, have been applied to this situation.

Altruism and Aggression: Helping and Hurting Behavior

22. Describe how the controversy surrounding the murder of Kitty Genovese triggered the study of bystander helping behavior.

23. Distinguish between altruism and prosocial behavior, and list the factors that increase the likelihood of a bystander coming to the aid of a stranger.

24. Define the bystander effect and diffusion of responsibility, and explain how these and other factors played a role in the death of Kitty Genovese.

25. Compare and contrast prosocial behaviors, such as altruism, and antisocial behaviors like aggression. Identify biological and environmental factors associated with aggression.

The Influence of Groups on Individual Behavior

26. Define social loafing, social striving, social facilitation, and deindividuation and give examples of each.

Psych for Your Life: The Persuasion Game

27. Define persuasion, describe common persuasive tactics, and list suggestions for counteracting persuasion tactics.