

# AP Psychology - Unit 11 Assignment

## Social Psychology

**Big Question:** How do we explain people's behaviors? How do we influence each other?

### Social Psychology Objectives:

- Describe the importance of attribution in social behavior and the dangers of the fundamental attribution error.
- Identify the conditions under which attitudes have a strong impact on actions.
- Explain the foot-in-the-door phenomenon and the effect of role playing on attitudes in terms of cognitive dissonance theory.
- Discuss the results of experiments on conformity and distinguish between normative and informational social influence.
- Describe Milgram's controversial experiments on obedience and discuss their implications for understanding our susceptibility to social influence.
- Describe conditions in which the presence of others is likely to result in social facilitation, social loafing, or deindividuation.
- Discuss how group interaction can facilitate group polarization and groupthink and explain how a minority can influence the majority in a group.
- Discuss how cultural differences in social norms and gender roles influence individual behavior.
- Describe the social, emotional, and cognitive factors that contribute to the persistence of cultural, ethnic, and gender prejudice and discrimination.
- Describe the impact of biological factors, aversive events, and learning experiences on aggressive behavior.
- Discuss the effects of observing filmed violence and pornography on social attitudes and relationships.
- Explain how social traps and mirror-image perceptions fuel social conflict.
- Describe the influence of proximity, physical attractiveness, and similarity on interpersonal attraction.
- Explain the impact of physical arousal on passionate love and discuss how companionate love is nurtured by equity and self-disclosure.
- Describe and explain the bystander effect and explain altruistic behavior in terms of social exchange theory and social norms.
- Discuss effective ways of encouraging peaceful cooperation and reducing social conflict.

### Social Psychology Overview

This unit demonstrates the powerful influences of social situations on the behavior of individuals. Central to this topic are research studies on attitudes and actions, conformity, compliance, and cultural influences. The social principles that emerge help us to understand how individuals are influenced by advertising, political candidates, and the various groups to which they belong. Although social influences are powerful, it is important to remember the significant role of individuals in choosing and creating the social situations that influence them.

The unit also discusses how people relate to one another, from the negative—developing prejudice, behaving aggressively, and provoking conflict—to the positive—being attracted to people who are nearby and/or similar and behaving altruistically. The chapter concludes with a discussion of techniques that have been shown to promote conflict resolution.

Although there is some terminology for you to learn in this unit, your primary task is to absorb the findings of the many research studies discussed. The chapter headings, which organize the findings, should prove especially useful to you here. In addition, you might, for each main topic (conformity, aggression, group influence, etc), ask yourself the question "What situational factors promote this phenomenon?" The research findings can then form the basis for your answers.

### Unit 11 Reading Assignment(s)

- You are responsible for the reading listed below; it is meant to supplement the material discussed in class. I cannot teach you everything. You should skim the chapter after we finish going over the different parts, and take notes on anything we did not cover.
- **OpenStax Psychology Textbook:** Chapters 12 (Posted on Class Website)

# Unit 11 Vocabulary Terms & Flip Book

Psychology is a term heavy course; you are responsible for the terms below. You will have vocabulary on the unit exam.

**Unit 11 Flip Book:** Each term should be on its own card. Each card will have the term **thoroughly and clearly** defined on the back. Each card will be **taped** into a **manila folder**, **numbered**, & turned in the day of the unit test.

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|----------------------------------|--|
| 1. Social Psychology             | 26. Discrimination                     |
| 2. Attribution Theory            | 27. Social Identities                  |
| 3. Fundamental Attribution Error | 28. Ingroup                            |
| 4. Attitude                      | 29. Outgroup                           |
| 5. Central Route Persuasion      | 30. Scapegoat Theory                   |
| 6. Peripheral Route Persuasion   | 31. Other Race Effect                  |
| 7. "Foot In The Door" Phenomenon | 32. Just World Phenomenon              |
| 8. "Door In The Face" Phenomenon | 33. Hindsight Bias                     |
| 9. Roles                         | 34. Aggression                         |
| 10. Cognitive Dissonance Theory  | 35. Frustration Aggression Principle   |
| 11. Chameleon Effect             | 36. Catharsis Hypothesis               |
| 12. Mood Linkage                 | 37. Attraction                         |
| 13. Conformity                   | 38. Mere Exposure Effect               |
| 14. Normative Social Influence   | 39. Theory of Attraction               |
| 15. Information Social Influence | 40. Passionate Love                    |
| 16. Social Facilitation          | 41. Compassionate Love                 |
| 17. Social Loafing               | 42. Self-Disclosure                    |
| 18. Deindividuation              | 43. Altruism                           |
| 19. Group Polarization           | 44. Bystander Effect                   |
| 20. Groupthink                   | 45. Social Exchange Theory             |
| 21. Culture                      | 46. Reciprocity                        |
| 22. Norm                         | 47. Mirror Image Perception            |
| 23. Personal Space               | 48. Zimbardo/Stanford Experiment       |
| 24. Prejudice                    | 49. Milgram Teacher/Student Experiment |
| 25. Stereotypes                  | 50. Asch Conformity Experiment         |

## PART II - PSYCHOLOGY ONE-PAGER ASSIGNMENT

Follow this format for your One-Pager and this format **ONLY!**

- Use ***Unlined White Paper.***
- Use ***COLORED Pens, Pencils, or Markers.***
  - The ***MORE VISUALLY APPEALING*** it is the more you will ***LEARN*** and ***REMEMBER***.
    - It will be stored by and in different parts of your brain by using different colors, physically writing on it, physically drawing picture, etc.
- Fill the **ENTIRE PAGE**. Fill the **ENTIRE PAGE**. Fill the **ENTIRE PAGE**. Fill the **ENTIRE PAGE**.
- Be purposeful about the arrangement of your One-Pager.
  - For example, have a reason for using a certain color or for the placement of an object.
- Write ***Two Quotations*** from the reading, activities, notes, or lectures about this unit.
  - They **MUST** be in **COMPLETE SENTENCES**.
- Use **THREE Visual Images HAND DRAWN** to create a central focus to your One-Pager. These should be in ***BIG, BOLD, and COLORFUL!!!***
  - **Three** is the **minimum required**, you can always have more.
    - They should be related to the unit or part of unit, the more personal, funny, gross, etc. the better you will remember it.
- Place what you feel are the **FIVE Most Essential Vocabulary Words/Phrases/People** around **EACH** image. **Five** is the **minimum required**, you can always have more.
  - These words/phrases/people should express the main ideas, your impressions, feelings, or thoughts about what you have seen, read, or learned in the unit or part of the unit.
- ***Title*** the One-Pager as the ***Main Idea*** of the One-Pager making it the ***Biggest and Boldest Words*** on the page.
  - It does not have to be one word, or the word that we use to describe it in class, it can be something unique that helps you remember this unit or part of the unit the best.
- Write **TWO AP Questions** on the **FRONT** of your One-Pager (this is like an AP Question FREE RESPONSE Question & need to be ones that will be answered in **MULTIPLE SENTENCES**) & answer **BOTH** of the on the **BACK** of the One-Pager using ***Complete Thoughts & Sentences***.
- Write your name on the **BACK!!!** Write your name on the **BACK!!!** Write your name on the **BACK!!!** Write your name on the **BACK!!!** Write your name on the **BACK!!!**