

Psychology 300
Social Psychology
Study Guide for Exam 1

TERMS

Note: You should be familiar with the terms and people below and be able to provide a concrete example of each concept. If two or more terms have a “vs.” between them, you need to be able to differentiate between those concepts.

Introduction & Chapter 1

Social psychology
Sociology
Personality psychology
Biology
Folk wisdom

Self & Chapter 2

Self-concept vs. Self-schema
Possible self
Culture
Independent vs. Interdependent Self
Social comparison
Upward comparison vs. Downward comparison
Self-efficacy
Looking-glass self
Social identity
Social roles
Actual vs. Ideal vs. Ought Selves
Actual-Ideal vs. Actual-Ought Self-Discrepancies
Self-enhancement
Self-effacement
Self-esteem
Sociometer hypothesis
Self-serving bias
Unrealistic optimism
False consensus
False uniqueness
Self-knowledge
Self-reference effect
Internal vs. External locus of causality
Optimistic explanatory style
Learned helplessness
Self-handicapping
Social inclusion
Self-presentation
Self-monitoring
Self-expansion
Michaelangelo phenomenon
Behavioral confirmation

Gender & Chapter 5

Sex vs. Gender
Masculinity
Femininity
Androgynous
Undifferentiated
Physical vs. Relational aggression
Self-construal Theory
Independent vs. Relational-interdependent self
Socialization Theory
Social Learning Theory
Social Role Theory
Contextualization
Hormonal Theory
Evolutionary Theory

Beliefs/Judgments & Chapter 3

Social cognition
Schemas
Automatic vs. Controlled processing
Cognitive miser
Dual-process models
Self-fulfilling prophecy
Steps to SFP's
Misinformation effect
Judgmental heuristics
Availability heuristic
Representativeness heuristic
Anchoring & Adjustment heuristic
Attribution Theory
Internal vs. External attributions
Kelly's Covariation Theory
Consistency vs. Distinctiveness vs. Consensus
Actor-observer differences
Fundamental attribution error
Locus of Causality vs. Stability vs. Controllability
Counterfactual thinking
Illusory correlation
Regression toward the average
Overconfidence phenomenon
Confirmation bias

Attitudes/Behaviors & Chapter 4

Attitude
Bogus pipeline
Principle of aggregation
Social Roles
Foot-in-the-door phenomenon
Cognitive dissonance
Festinger & Carlsmith (1959)
Insufficient Justification Effect
Self-Perception
Overjustification Effect

Genes & Chapter 5

Human Genome Project
Eugenics
Heritability
Phenotypic vs. Genotypic variance
Selective Breeding
Family vs. Twin vs. Adoption Studies
Natural Selection

Culture & Chapter 5

Culture
Evoked Culture
Evoked Cooperation
Evoked Mating Strategies
Evoked Aggression
Culture of Honor
Egalitarian vs. Stratified culture
Individualism vs. Collectivism
Aristotle's Law of Identity
Aristotle's Law of Contradiction
Confucianism
Response Sets
Biculturalism
Frame-Switching

OTHER THINGS YOU NEED TO KNOW FOR THE EXAM (these are clues for short answer questions)

1. How social psychology compares to other sciences (e.g., sociology), and which field of psychology it is interwoven with the most.
2. The 3 fundamentals of social psychology.
3. The different outcomes of having an actual-ideal self-discrepancy and an actual-ought self-discrepancy
4. The three fundamental motives of the self, and which self-processes are associated with each motive.
5. Factors that influence self-change.
6. The 3-step process through which a self-fulfilling prophecy is created.
7. Which traits exhibit significant gender differences, which gender is higher on each
8. How social psychological theories explain gender differences
9. Characteristics associated with high levels of testosterone
10. Steps to making an internal or external attribution based on Kelly's Covariation Model.
11. Which factors increase the influence of attitudes on behaviors, and which factors increase the influence of behaviors on attitudes.
12. Examples of experiences that would produce cognitive dissonance, and effective ways to reduce the tension.
13. Which characteristics have been found to be high in heritability
14. What the goals of the human genome project are, and what they've found so far
15. What is involved with the four types of genetic research designs
16. What evolutionary psychology does a good job explaining, and what it doesn't explain well
17. Which characteristics are associated with individualistic and collectivistic cultures