

Psychology 300
Social Psychology
Study Guide for Exam 4

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. For any research studies mentioned below, you will need to remind yourself what the researchers did and what they found.

Relationships & Chapter 11

Stages of Relationship Development
Social Exchange Theory
Equity Theory
Social Penetration Theory
Superficial vs. Emotional Disclosure
Positive Illusions vs. Self-Verification
Negative Affect Reciprocity
Genderlects
Demand/Withdraw Interaction Pattern
Attributional trap

Helping & Chapter 12

Bystander Effect
Kin Protection
Burnstein et al (1994) “helping relatives study”
Reciprocity Norm
Social Responsibility Norm
Egoistic vs. Altruistic Helping
Empathy-Altruism Theory
Negative State Relief Theory
Distraction
Latane & Darley (1968) “noticing smoke study”
Pluralistic Ignorance
Shotland & Straw (1976) “staged fight study”
Diffusion of Responsibility
Incompetence
Direct vs. indirect helping
Cramer et al (1988) “helpful nurse study”
Audience inhibition
Time Pressure
Darley & Batson (1973) “Good Samaritan study”
Belief in a Just World
Religiosity
Moral inclusion
Social exchange theory

Clinical Applications & Chapter 14

“Spiraling”
Depression
Depressive realism
Depressive vs. Optimistic explanatory style
Loneliness
Sociometer hypothesis
Social anxiety
Self-fulfilling prophecy
Self-perception theory
Foot-in-the-door phenomenon
Self-presentation
Efficacy training
Michaelangelo phenomenon
Behavioral confirmation
Social support
Illusory correlations
Hindsight bias
Overconfidence
Leading questions
Clinical vs. Statistical prediction
Stress
Primary vs. Secondary appraisal
Weiss (1970) “electric shock” study
Type A vs. Type B personalities
Dispositional Optimism
Stress buffers
Fitness
Brown (1990) “fitness & stress” study
Emotional Disclosure
Social Support
Emotional vs. Esteem vs. Tangible vs. Informational
Berkman & Syme (1979) “support & death” study

Legal Applications & Chapter 15

Lineup
Suspect vs. culprit vs. fillers
Photo- vs. Live-lineup
Relative judgments
False confidence
Simultaneous vs. Sequential procedure
Double-blind testing
Misinformation effect
Self-perception
Ingroup bias
Perceptual salience
Locus of causality vs. stability vs. controllability
Belief in a Just World
Authoritarianism
Group polarization
Recency effect
Conformity

Conflict & Chapter 13

Conflict
Social dilemmas
Tragedy of the commons
Competition
Perceived injustice
Equity theory
Misperception
Self-serving bias
Fundamental Attribution Error
Mirror-image perceptions
Peacemaking
Contact
Equal-status contact
Cooperation
Superordinate goal
Non-zero-sum games
Communication
Conciliation
GRIT

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

1. What factors make people stay in (or leave) a relationship, according to social exchange theory
2. The type of attributions made by happy and unhappy couples
3. The two routes to helping.
4. The five steps to helping.
5. The obstacles that inhibit helping, and the effective ways of avoiding each of those obstacles.
6. The personality factors that predict helping behavior.
7. What is typically involved in psychotherapy sessions
8. What problems arise in clinical judgments, and how to solve them
9. Effective ways of dealing with stress
10. What characteristics influential jurors often have
11. The problems that are evident in the legal process (from eyewitness identification & testimony to jury deliberations and sentencing), and some of the ways these problems can be solved
12. The emotional and performance outcomes in Jane Elliot's "A Class Divided" participants, and the ways the conflict was reduced.