

Social Psychology Study Guide

Chapter 1: Introduction to Social Psychology

- ❖ Know the difference between social psychology and personality psychology
 - Social psychology is the study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people. Whereas personality psychology is the study of the characteristics that make individuals unique and different from one another and it ignores the powerful role played by social influence
- ❖ Know the primary level of analysis in social psychology
 - The individual in the context of a social situation
- ❖ What is the fundamental attribution error?
 - The tendency to explain our own and other people's behavior entirely in terms of personality traits and to underestimate the power of social influence and the immediate situation
- ❖ Know the consequence of underestimating the power of social influence
 - Increases personal vulnerability to possibly destructive social influence
 - Lulls us into lowering our guard
 - Oversimplify complex situations
 - Decrease our understanding of true causes
 - Blame the victim when people are overpowered by social forces
- ❖ Know the outcome to the Wall Street VS Community game discussed in class
 - Community is more likely to cooperate with each other since the title conveyed social norms which influenced the behavior more than the personality trait
- ❖ Know the aspects of the psychological approaches: Psychoanalysis, Humanistic, Behaviorism and Cognitive.
 - **Behaviorism:** A school of psychology maintaining that to understand human behavior, one need only consider the reinforcing properties of the environment
- ❖ What is Naïve Realism?
 - The conviction that we perceive things "as they really are," underestimating how we are interpreting or "spinning" what we see
- ❖ Know the self-esteem motive
 - "The need to feel good about ourselves" → People's evaluation of their own self worth; that is, the extent to which they see themselves as good, competent, and decent

Social Psychology Study Guide

Ian Pickup



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