

Chapter 1

Social psychology – the scientific study of how people think about, influence, and relate to one another

Social neuroscience – an interdisciplinary field that explores the neural bases of social and emotional processes and behaviors, and how these processes and behaviors affect our brain and biology

Culture – the enduring behaviors, ideas, attitudes, and traditions shared by a large group of people and transmitted from one generation to the next

Social representations – a society's widely held ideas and values, including assumptions and cultural ideologies. Our social representations help us make sense of our world.

Hindsight bias – the tendency to exaggerate, after learning an outcome, one's ability to have foreseen how something turned out. Also known as the I-knew-it-all-along phenomenon.

Theory – an integrated set of principles that explain and predict observed events.

Hypothesis – a testable proposition that describes a relationship that may exist between events

Field research – research done in natural, real-life settings outside the laboratory

Correlational research – the study of the naturally occurring relationships among variables

Experimental research – studies that seek clues to cause-effect relationships by manipulating one or more factors (independent variables) while controlling others (holding them constant)

Random sampling – survey procedure in which every person in the population being studied has an equal chance of inclusion

Framing – the way a question or an issue is posed; framing can influence people's decisions and expressed opinions

Independent variable – the experimental factor that a researcher manipulates

Dependent variable – the variable being measured, so called because it may depend on manipulations of the independent variable

Random assignment – the process of assigning participants to the conditions of an experiment such that all persons have the same chance of being in a given condition. (Note the distinction between random assignment in experiments and random sampling in surveys. Random assignment helps us infer cause and effect. Random sampling helps us generalize to a population.)

Mundane realism – degree to which an experiment is superficially similar to everyday situations

Experimental realism – degree to which an experiment absorbs and involves its participants

Deception – in research, an effect by which participants are misinformed or misled about the study's methods and purposes

Demand characteristics – cues in an experiment that tell the participant what behavior is expected

Informed consent – an ethical principle requiring that research participants be told enough to enable them to choose whether they wish to participate

Debriefing – in social psychology, the post experimental explanation of a study to its participants. Debriefing usually discloses any deception and often queries participants regarding their understandings and feelings.

Chapter 2

Spotlight effect – the belief that others are paying more attention to our appearance and behavior than they really are

Illusion of transparency – the illusion that our concealed emotions leak out and can be easily read by others

Self-concept – what we know and believe about ourselves

Self-schema – beliefs about self that organize and guide the processing of self-relevant information

Possible selves – images of what we dream of or dread becoming in the future

Social comparison – evaluating one's abilities and opinions by comparing oneself with others

Individualism – the concept of giving priority to one's own goals over group goals and defining one's identity in terms of personal attributes rather than group identifications

Independent self – construing one's identity as an autonomous self

Collectivism – giving priority to the goals of one's group (often one's extended family or work group_ and defining one's identity accordingly

Interdependent self – construing one's identity in relation to others

Planning fallacy – the tendency to underestimate how long it will take to complete a task

Impact bias – overestimating the enduring impact of emotion-causing events

Immune neglect – the human tendency to underestimate the speed and the strength of the “psychological immune system” which enables emotional recovery and resilience after bad things happen

Dual attitude system – differing implicit (automatic) and explicit (consciously controlled) attitudes may change with education and persuasion; implicit attitudes change slowly, with practice that forms new habit

Self-esteem – a person's overall self-evaluation or sense of self-worth

Terror management theory – proposes that people exhibit self-protective emotional and cognitive responses (including adhering more strongly to their cultural worldviews and prejudices) when confronted with reminders of their mortality

Self-efficacy – a sense that one is competent and effective, distinguished from self-esteem; a sharpshooter in the military might feel high self-efficacy and low self-esteem

Locus of control – the extent to which people perceive outcomes as internally controllable by their own efforts or as externally controlled by chance or outside forces

Learned helplessness – the sense of hopelessness and resignation learned when a human or animal perceives no control over repeated bad events

Self-serving bias – the tendency to perceive oneself favorably

Self-serving attributions – a form of self-serving bias; the tendency to attribute positive outcomes to oneself and negative outcomes to other factors

Defensive pessimism – the adaptive value of anticipating problems and harnessing one's anxiety to motivate effective action

False consensus effect – the tendency to overestimate the commonality of one's opinions and one's undesirable or unsuccessful behaviors

False uniqueness effect – the tendency to underestimate the commonality of one's abilities and one's desirable or successful behaviors

Group-serving bias – explaining away outgroup members' positive behaviors; also attributing negative behaviors to their dispositions (while excusing such behavior by one's own group)

Self-handicapping – protecting one's self-image with behaviors that create a handy excuse for later failure

Self-presentation – the act of expressing oneself and behaving in ways designed to create a favorable impression or an impression that corresponds to one's ideals

Self-monitoring – being attuned to the way one presents oneself in social situations and adjusting one's performance to create the desired impression

Chapter 3

Priming – activating particular associations in memory

Embodied cognition – the mutual influence of bodily sensations on cognitive preferences and social judgments

Belief perseverance – persistence of one's initial conceptions, such as when the basis for one's belief is discredited but an explanation of why the belief might be true survives

Misinformation effect – incorporating "misinformation" into one's memory of the event, after witnessing an event and receiving misleading information about it

Controlled processing – explicit – thinking that is deliberate, reflective, and conscious

Automatic processing – implicit – thinking that is effortless, habitual, and without awareness; roughly corresponds to intuition

Overconfidence phenomenon – the tendency to be more confident than correct – to overestimate the accuracy of one's beliefs

Confirmation bias – a tendency to search for information that confirms one's preconceptions

Heuristic – a thinking strategy that enables quick, efficient judgments