

Chapter 12

-what is social psychology?

-how individual thoughts, feelings and behaviors are influenced by social situations

-social behavior: interacting with people

-the evolutionary perspective suggests 2 determinants:

- task of survival
- task of reproduction

-survival:

-group: 2 or more people who believe they have something in common

- prejudice: a positive/negative evaluation
- discrimination: a positive/negative behavior
 - in vs out group

-people behave differently when in a group

-why?

1. deindividuation: physical masking
2. social loafing: the tendency for people to expend less effort when in a group than when they're alone

-bystander effect:

-diffusion of responsibility

3. group polarization: the tendency for a group's initial leaning to get stronger over time

-group think hypothesis

-people who are excluded show brain activity similar to pain

-altruism: behavior that benefits another without benefitting oneself

-kin selection: evolution

-reciprocal altruism: expectation

-reproduction

-selectivity

-women are more selective than men

-why?

-differences in reproductive biology?

-social norms also play a role

-attraction

-situational: geographically closer

-physical: attractive features

-psychological: personality, point of view, attitudes, beliefs, values, ambitions and abilities

-relationships

-why?

-our infants are born immature

-three components:

-intimacy

-commitment

-passion

-friendship (companionate love) is high in intimacy and commitment

-relationships high in all three components indicate consummate love

-controlling people

-approval motive: "the power of social acceptance"

-conformity: the tendency to do what others are doing

-Solomon Asch

-obedience: the tendency to do what authorities tell us to do

-Stanley Milgram

-accuracy motive: "the power of being right"

-informational influence: a person's behavior is influenced by another person's behavior

-cognitive dissonance

-people are motivated to reduce cognitive dissonance:

-by changing attitude

-by changing behavior

-Zimbardo Prison Study

-social cognition

-the process by which people come to understand others

-describe what you see

-yellow circles and green triangles?

-example of how we quickly group things into categories

-understanding people

-categorization: identify a stimulus as a part of a group of other

related stimuli

-stereotyping: drawing inferences from categories

-stereotypes: some final thoughts...

-can happen unconsciously and automatically

-attribution: an inference about the cause of a person's behavior

-internal attributions: behavior is due to factors within the person

-external attributions: behavior is due to the situation

-Kelley's Theory of Attributions

****-consensus

-do other people act this way?

****-consistency

-does this person usually act this way?

****-distinctiveness

-other situations?

-attribution errors

-self-serving bias

-tendency to take credit for our success and blame others for our failure

-fundamental attribution error

-tendency to make internal/dispositional attributions for other's behaviors and ignore external/situational factors

-actor-observer effect

-tendency to make internal attributions for other's behaviors and internal attributions for our own behavior