

## **Group Influence: Chapter 8**

Group – two or more people who, for longer than a few moments, interact with and influence one another and perceive one another as “us”

Co-actors – co-participants working individually on a noncompetitive activity

Social facilitation – original meaning: the tendency of people to perform simple or well-learned tasks better when others are present; current meaning: the strengthening of dominant (prevalent, likely) responses in the presence of others

Strengthens dominant response: enhance easy behavior, impair difficult behavior

Heightened arousal in crowded homes also tends to increase stress; less distress with many rooms

Evaluation apprehension – concern for how others are evaluating us

Being in a crowd or in crowded conditions is similarly arousing and facilitates dominant responses

Evaluation apprehension and distraction – conflict between paying attention to others and focusing on the task = arousal

Social loafing – the tendency for people to exert less effort when they pool their efforts toward a common goal than when they are individually accountable

Free riders – people who benefit from the group but give little in return

Group members work less hard when performing such “additive tasks.” Diffused responsibility tempts individual group members to free-ride on the group’s efforts

People put forth more effort in group when goal is important, rewards are significant, and team spirit exists

Deindividuation – loss of self-awareness and evaluation apprehension; occurs in group situations that foster responsiveness to group norms, good or bad; group size, anonymity, arousing and distracting activities (clapping), diminished self-awareness

Self-awareness – a self-conscious state in which attention focuses on oneself. It makes people more sensitive to their own attitudes and dispositions

Group polarization – group-produced enhancement of members’ preexisting tendencies; a strengthening of the members’ average tendency, not a split within the group

“risky shift” not universal

group polarization: in schools, in communities, on internet, in terrorist organizations

explain polarization: informational influence (active participation in discussion) and normative influence (social comparison and pluralistic ignorance)

social comparison – evaluating one’s opinions and abilities by comparing oneself with others

pluralistic ignorance – a false impression of what most other people are thinking or feeling, or how they are responding

information gleaned from discussion mostly favors the initially preferred alternative, thus reinforcing support for it

groupthink – the mode of thinking that persons engage in when concurrence-seeking becomes so dominant in a cohesive in-group that it tends to override realistic appraisal of alternative courses of action – Janis  
symptoms: illusion of invulnerability, unquestioned belief in groups morality, closed-minded (rationalization, stereotyped view of opponent), uniformity (conformity pressure, self-censorship, illusion of unanimity)  
mindguards

prevent groupthink: uphold impartiality, encourage devils advocate, subdivide and reunite to discuss, seek outside input, have second-chance meeting before implementing

groups can be more accurate than individuals, groups generate more and better ideas if group is small or if, in a large group, individual brainstorming follows group session

consistency, self-confidence, defections from majority

leadership – the process by which certain group members motivate and guide the group

task leadership – leadership that organizes work, sets standards, and focuses on goals

social leadership – leadership that builds teamwork, mediates conflict, and offers support

transformational leadership – leadership that, enabled by a leader's vision, and inspiration, exerts significant influence

minority speaking up can increase majority self-doubt and prompt to consider other alternatives

minority most influential when consistent and persistent, self-confident, and elicit defections from majority

## **Aggression: Chapter 10**

Aggression – physical or verbal behavior intended to hurt someone

Hostile aggression – aggression that springs from anger; its goal is to injure

Instrumental aggression – aggression that aims to injure, but only as a means to some other end

Instinctive behavior – an innate, unlearned behavior pattern exhibited by all members of a species

Neural (amygdala), genetic influences, biochemical influences (alcohol, testosterone, poor diet)

Testosterone -> dominance dominance -> testosterone

Frustration-aggression theory – the theory that frustration triggers a readiness to aggress (hostile explain)

Frustration – the blocking of goal-directed behavior

Displacement – the redirection of aggression to a target other than the source of the frustration. Generally the new target is a safer or more socially acceptable target

Frustration -> anger and aggression cues -> aggression

Relative deprivation – the perception that one is less well off than others with whom one compares oneself

Social learning theory – the theory that we learn social behavior by observing and imitating and by being rewarded and punished

Bandura bobo doll

Social learning enables family and subcultural influences on aggression, as well as media influences

Frustration from the gap between expectations and achievements

Aversive influences: pain, heat, attacks, arousal

Repeated exposure to erotic films featuring quick, uncommitted sex also tends to: decrease attraction for ones partner, increase acceptance of extramarital sex and of womens sexual submission to men, increase mens perceiving women in sexual terms

Prosocial behavior – positive, constructive, helpful social behavior; the opposite of antisocial behavior

Social scripts – culturally provided mental instructions for how to act in various situations

Catharsis – emotional release; the catharsis view of aggression is that the aggressive drive is reduced when one releases aggressive energy, either by acting aggressively or by fantasizing aggression (actually increases)

Viewing violence: breeds increase in aggressive behavior, desensitizes viewers to aggression, alters perceptions of reality

Counteract factors provoking – reduce aversive stimulation, reward and model nonaggression, elicit reactions incompatible with aggression

### **Social Influence:** Chapter 6

Conformity – a change in behavior or belief as the result of real or imagined group pressure

Compliance – conformity that involves publicly acting in accord with an implied or explicit request while privately disagreeing

Obedience – acting in accord with a direct order or command

Acceptance – conformity that involves both acting and believing in accord with social pressure

Sherif moving dot – norm formation – autokinetic phenomenon – self motion – the apparent movement of a stationary point of light in the dark

Yawning contagious, mirror neurons

Asch group pressure – lines

Milgram – obedience – shock – distance, closeness and legitimacy of authority