**Unit 10: Social Psychology**

UNIT OBJECTIVES

1) Contrast dispositional and situational attributions, and explain how the fundamental attribution error can affect our analyses of behavior.

2) Describe the conditions under which attitudes can affect actions.

3) Explain how foot-in-the-door phenomenon, role-playing, and cognitive dissonance illustrate the influence of actions on attitudes.

4) Describe the chameleon effect, and provide an example of it.

5) Describe Asch’s experiments on conformity, and distinguish between normative and informational social influence.

6) Describe Milgram’s experiments on obedience, and outline the conditions in which obedience was highest.

7) Explain how the conformity and obedience studies can help us understand our susceptibility to social influence.

8) Describe the conditions in which the presence of others is likely to result in social facilitation, social loafing, or deindividuation.

9) Explain how group interaction can facilitate group polarization and groupthink.

10) Identify the characteristic common to minority positions that sway majorities.

11) Identify the three components of prejudice, and contrast overt and subtle forms of prejudice.

12) Describe the social factors that contribute to prejudice, and explain how scapegoating illustrates the emotional component of prejudice.

13) Cite four ways that cognitive processes help create and maintain prejudice.

14) Explain how psychology’s definition of “aggression” differs from everyday usage.

15) Describe three levels of biological influences on aggression, and outline four psychological triggers of aggression.

16) Explain how social traps and mirror-image perceptions fuel social conflict.

17) Describe the influence of proximity, physical attractiveness, and similarity on interpersonal attraction.

18) Describe the effect of physical arousal on passionate love, and identify two predictors of enduring companionate love.

19) Describe the steps in the decision-making process involved in bystander intervention.

20) Explain altruistic behavior from the perspective of social exchange theory and social norms.

21) Describe effective ways of encouraging peaceful cooperation and reducing social conflict.

**First Reading Assignment: pp. 518-531**

**Day One:** Wednesday, March 25th

Class: Social Thinking

The Fundamental Attribution Error

How Actions Influence Attitudes

Zimbardo Prison Study

**Homework**: **pp. 531-545**

**Day Two:** Friday, March 27th

Class: Cognitive Dissonance

Social Influence

Conformity and Obedience

**Due:** Zimbardo Prison Study Questions

**Homework: pp. 545-558**

**Day Three:** Tuesday, March 31st

Class: Social Relations and Group Behavior

Racial Prejudice

Aggression and Conflict

**Due:** Milgram Study Questions

**Homework: pp. 558-567**

**Day Four:** Thursday, April 2

Class: Attraction

Altruism and Peacemaking

**Due:** The Bluest Eye Questions

**Homework: pp. 609-624**