

Social Psychology Part 1

Social Psychologists focus on the _____.

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Attribution Theory:

Fundamental Attribution Error: The tendency for observers to

- Underestimate
- Overestimate

Attitudes:

How do we persuade people?

1. Peripheral route persuasion:

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2. Central route persuasion

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Foot-in-the-Door Phenomenon: tendency for people who have agreed to _____ requests to _____ agree to _____ requests.

Role:

Stanford Prison Experiment Video Questions:

1. Who was the psychology professor that ran the experiment?
2. The experiment wanted to find out if the brutality reported among guards in American prisons was due to the sadistic _____ of the guards or whether it has more to do with the prison _____.
3. Why did the guards wear special sunglasses?
4. When meeting the chaplain, how did half of the prisoners introduce themselves?
5. The experiment was supposed to run for 2 weeks. How long did it last?
6. How did the role playing affect the psychologist in charge?

Cognitive Dissonance Theory: the theory that we act to reduce the discomfort (dissonance) we feel when two of our thoughts (cognitions) are inconsistent.

- For example, when we become aware that our _____, we can reduce the resulting dissonance by _____.

Conformity:

We are more likely to conform when we:

- Are made to feel _____ or _____.
- Are in a group with at least ____ people.
- Are in a group where everyone else _____.
- Admire the group's _____ and _____.
- Have not made a prior commitment to any response.
- Know that others in the group will observe our behavior.
- Are from a _____ that strongly encourages respect for _____.

Normative social influence:

influence resulting from a person's desire to _____
_____.

Informational social influence:

influence resulting from a one's willingness to _____
_____.

Obedience: compliance with an order, request, or law or submission to another's authority

In experiments, obedience was highest when

- The person giving orders was _____ and perceived as a _____
_____;
- The research was supported by a _____;
- The victim was _____ or at a distance, and
- There were no _____.

Listen to the podcast **“Taking A Closer Look At Milgram's Shocking Obedience Study”**

<https://www.npr.org/2013/08/28/209559002/taking-a-closer-look-at-milgrams-shocking-obedience-study>

- *Write a 3-4 sentence reflection on the experiment and Gina Perry's new opinion on it. Use at least 2 examples from the podcast in your response.*