

Topic Review Sheet – Midterm 1

How to use this review sheet: Below you will find a bulleted list of topics that may be on the exam. Anything that is bulleted is a distinct topic that you may find on the exam. The topics are arranged hierarchically to help you organize the ideas in your mind. The best way to study for the exam is to briefly describe each topic in your own words. Then, go back through the review sheet and come up with an example of each topic from an experience you have had. If you can do those two things, you have fully learned the material.

Overview, History, and Methods of Social Psychology

- Definition of Social Psychology
- ABCs of Social Psychology
- Theoretical History
 - Origins of Social Psychology: James, Wundt, & Lewin
 - First experiment: Social facilitation
- Important cultural events and social psychology
 - Role of social psychology in World War II
 - Post-WWII: Milgram's Obedience to Authority
 - Bystander Apathy & Kitty Genovese
 - Jonestown Mass Suicide and Destructive Cults
- Social Psychological Research Toolkit
- Hypothetico-deductive Scientific Method
- Dependent and Independent Variables
- Causal inference based on research design
- Research Designs
 - Correlational Designs
 - Quasi-experimental designs
 - Experimental designs

Social Cognition

- Social Cognition
- Social objects
- Automatic thinking
- Controlled Thinking
- Perception
 - Pre-attentive processes
 - Gaze detection
- Processing/Encoding
 - Encoding
 - Attention
 - Visual attention
 - Schemas

- Race & Weapons “Shooter Task”
- Function of schemas
- Schemas as memory guides
- Persistence of schemas
 - Perseverance effect
 - Self-fulfilling prophecy
- Storage & Knowledge Retrieval
 - Prototype Theory of Categorization
 - Semantic Network
 - Spreading Activation
- Retrieval
 - Accessibility
 - Thought suppression
 - Priming
- Algorithms
- Judgmental Heuristics
 - Availability Heuristic
 - Representativeness Heuristic
 - Base rate bias
 - Anchoring & Adjustment Heuristic
 - Simulation Heuristic
 - Counterfactual thinking

The Self

- The Self
- Self Awareness
 - Mark Test
 - Self-awareness theory
- Levels of the self
- Self-concept & Self-Schema
 - Twenty Statements Test
 - Implicit Measurement of Self-Concept
 - Self-complexity
 - Global and Contextualized Self-Concept
 - Working Self-Concept
 - Self-Concept Centrality
 - Self-Evaluative Maintenance
- Self-Handicapping
- Self-verification
- Multiple Selves
 - Independent & Interdependent Selves
 - Possible Selves
 - Self-discrepancy theory

- Self-esteem
 - Global self-esteem
 - State self-esteem
 - Sociometer Theory
- Perceived regard
- Self-serving biases
 - Self-enhancement
 - Positive illusions
 - Social comparisons
 - Upward and downward comparisons
 - Social comparison theory
- Neural underpinnings of Self
 - Self-referential information processing
 - Self-recognition

Self-regulation

- Self-regulation
- Delay of gratification
 - Bing Study Methods
 - Long term outcomes of the ability to Delay
- Self-regulatory strategies
 - Self-distancing
 - Self-immersed perspective
 - Self-distanced perspective
 - Emotion regulation
 - Reappraisal
 - Suppression
 - Situation selection
 - Response- versus antecedent-focused strategies
 - Cognitive cost of emotion regulation
 - Scope of self-regulatory costs

Perceiving and Predicting Others

- Types of social information
 - Behaviour
 - Nonverbal behaviour
 - Emblems
 - Thin Slices
 - Context
 - Schemas
- Attribution
 - Automaticity of attributions
 - Attribution Theory

- Internal and External Attributions
- Fundamental Attribution Error (FAE)
 - Actor/Observer difference
 - Cultural Variability in FAE
 - Explanations for FAE
 - Perceptual Salience
 - Two-step process of attribution
 - Correspondence bias
 - Covariation theory: Consensus, distinctiveness, consistency
- Self-serving biases
 - Self-serving attributions
 - Defensive Attributions
 - Unrealistic optimism
 - Just World Hypothesis
 - False consensus error
 - Ultimate Attribution Error
- Prediction
 - Accuracy of impressions
 - Implicit personality theories

Social Interaction

- Social Interaction
 - Definition
 - Average time
 - Methods of communication that qualify
- Field Theory
 - $B = f(P, E)$
 - $B = f(P + E)$
 - Doctrine of Interactionism
 - $B = f(P * E)$
 - Reciprocal Determinism
 - $B = f(P * E)$, where $P = f(B * E)$ and $E = f(P * B)$
 - Triadic reciprocity
 - Field theory and social interaction
- General Social Interaction Cycle
 - Impression formation
 - Cyclical Social Interactions
- Nature of social interactions
 - Metaperceptions
 - Transparency overestimation
 - Spotlight effect
 - Expectancy Confirmation
- How do social interactions go well?

- Mimicry
- Self-regulation and social interaction

Attitudes & Persuasion

- Attitudes
 - Definition
 - ABCs
 - Affectively based attitudes
 - Behaviourally based attitudes
 - Cognitively based attitudes
- What goes into an attitude
 - Valence
 - Strength
- Attitude types
 - Explicit attitudes
 - Implicit attitudes
- Attitudes and Behaviour
 - Theory of planned behaviour
 - Cognitive dissonance
 - Overjustification effect
 - Post-decision dissonance
- Liking
 - Liking
 - Balance Theory
- Attitude change
 - Persuasion / Persuasive communication
 - Yale Attitude Change Approach
 - Methods of persuasion
 - Heuristic-systematic model of persuasion
 - Routes of Persuasion / Elaboration Likelihood Model
 - Central route
 - Peripheral route
 - 6 tendencies to say “Yes”
 - Reciprocity Norm
 - Consistency
 - Social Proof
 - Liking
 - Authority/Credibility
 - Scarcity
 - Persuasion Strategies
 - Door-in-the-face
 - Foot-in-the-door
 - Low-balling

- Bait-and-switch
- That's Not All
- Emotional/Traumatic Messages
- Fearful messages / Fear-arousing communication
- Sleeper effect
- Source Monitoring Errors
- Resisting persuasive techniques
 - Forewarning effect
 - Inoculation effect / attitude inoculation