

AP Psychology - Social Psychology

Read pgs 768-824 and complete the chart.

Social psychologists study the social influences that explain why the same person will act differently in different situations. It is the scientific study of how we think about, influence, and relate to one another.

Define each of the following terms and then give a real life example of the term (BE SPECIFIC).

Key Term	Definition	Examples
Fundamental Attribution Error		
Peripheral Route Persuasion		
Central Route Persuasion		
Foot-in-the-Door		
Door-in-the-Face		
Cognitive Dissonance Theory		

Conformity		
Obedience		
Normative Social Influence		
Informational Social Influence		
Social Facilitation		
Social Loafing		
Deindividuation		
Group Polarization		

Groupthink		
Prejudice		
Stereotype		
Discrimination		
Ethnocentrism		
Just-World Phenomenon		
Ingroup		
Outgroup		

Ingroup Bias		
Scapegoat Theory		
Stereotype Threat	Occurs when you're aware of a negative stereotype, and you're a member of that group which then impairs your performance.	
Aggression		
Frustration-Aggression Principle		
Mere Exposure Effect		
Passionate Love		
Companionate Love		

Self-Disclosure		
Equity		
Altruism		
Bystander Effect		
Social Exchange Theory		
Reciprocity Norm		
Social Responsibility Norm		
Self-Fulfilling Prophecies		

Superordinate Goals		