

Chapter 16: Social Behavior

Study Guide

- Social psychology
- Person perception
- Social schema
- Stereotyping
- Prejudice
- Illusory correlation
- Spotlight effect
- Ingroup
- Outgroup
- Attributions
 - External attributions
 - Internal attributions
 - Bernard Weiner
 - Fundamental attribution error
 - Actor-observer bias
- Defensive attribution
- Confirmation bias
- Individualism
- Collectivism
- Interpersonal attractiveness
- Physical appearance
- Matching hypothesis
- Similarity
- Reciprocity
- Self-enhancement
- Self-verification
- Passionate love
- Companionate love
- Intimacy
- Commitment
- Hazan and Shaver
 - Secure adults
 - Anxious-ambivalent adults
 - Avoidant adults
- Cross-cultural studies
- Attitude
 - Cognitive
 - Affective
 - Behavioral
- Factors in persuasion
- Two-sided argument
- Fear arousal
- Validity effect
- Learning theory
- Leon Festinger
 - Dissonance theory
 - Cognitive dissonance
- Elaboration likelihood model
- Bem's Self-Perception Theory
- Solomon Asch
- Conformity
- Stanley Milgram
- Zimbardo: Stanford Prison Simulation
- Obedience
- Groups
- Bystander effect
- Group productivity
 - Loss of efficiency
 - Social loafing
- Group polarization
- Groupthink
- Foot-in-the-door phenomenon