

SOCIAL PSYCHOLOGY STUDY GUIDE — EXAM #1

INTRO TO SOCIAL PSYCHOLOGY — CHAPTER 1

definition of social psychology — the scientific study of the way in which peoples thoughts, feelings, motives, and behaviors are influenced by the real or imagined presence of other people

personality psychology vs. social psychology — personality explains causes of behavior in terms of their individual differences, motivations, traits VS social explains based on situation around us

explanations of behavior — personality: smart, lazy, hardworking, creative, etc. VS social: pressure from parents, friend group decisions, fashion norms, etc.

the fundamental attribution error — the tendency to overestimate the extent to which people's behavior is due to internal, dispositional factors, and to underestimate the role of situation factors (we naturally are more like personality psychologist intuitively)

behaviorism — to understand human behavior, only need to consider reinforcing properties of the environment (when rewarded, repeat and when punished, stop)

construals — subjective perceptions or interpretations (diff people interpret the same objective situation differently)

3 main motivational principles —

1. need to feel good about ourselves
2. need to be accurate

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the Study Guide corresponds to the chapter of the same number in Invitation to Psychology and is broken down into component sections Learning Objectives Key Terms Study Questions Optional Exercises and Practice Quizzes The topics covered in these chapters include the following the definition of psychology the psychological basis of behavior sensation and perception states of awareness learning memory and cognition motivation and emotion abnormal psychology and social behavior Proper use of the Study Guide will help students get the most from what could be their only formal course in psychology To maximize their learning all of the components of each chapter must be completed While no single approach to learning is the best many students benefit greatly from the use of a study guide

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