AP Psychology

Chapter 11: Social Psychology

Terms Study Guide

You should be able to identify who these people are – what are they known for in Psychology!

Solomon Asch

Stanley Milgram

Latane and Darley

Philip Zimbardo

Jane Elliot

Sherif

You should be able to define/explain/and provide an example (when appropriate) for the following terms. In addition, please remember this list should be used in combination with your textbook[[1]](#footnote-1).

**Key terms/concepts**

* Social norms
* Social role
* Social facilitation
* Conformity (factors that increase)
* Compliance
* Compliance techniques: Door-in-the-face, Foot-in-the-door, norm of reciprocity, and ingratiation
* Obedience to authority (factors that increase)
* Cognitive dissonance
* Groupthink
* *Ethnocentrism*
* Prejudice
* Racism **(not in book)**
* Discrimination
* Stereotype
* Scapegoating
* In group
* realistic conflict
* Robber’s cave experiment
* Out group
* Deindividuation
* Group polarization
* Frustration-aggression hypothesis
* Attribution theory
* Situational cause
* Dispositional cause
* Implicit personality theory
* Fundamental attribution error
* defense attribution **(not in book)**
* Actor-observer bias
* Halo effect **(not in book – will do in class)**
* Self-serving bias
* Self-fulfilling prophecy
* social facilitation
* social inhibition (impairment)
* Diffusion of responsibility
* bystander effect
* Pluralistic ignorance **(not in book)**
* Social loafing
* Reward theory of attraction – proximity, similarity, physical attractiveness
* Expectancy-value theory
* Prosocial behavior
* altruism
* Central route to persuasion
* Peripheral route to persuasion
* Mere exposure effect

1. This means I can still test terms that were in your book, but not on this list ☺ [↑](#footnote-ref-1)