

Exam2 Study Guide for Psy3201
Read everything. Remember everything. But know these things most.

Everything from lecture is fair game. Remember, if it is in the book and lecture it is important to know for the exam.

Chapter 5: Attitudes

How are attitudes formed?

What makes an attitude strong?

Do attitudes always predict behavior? When do they predict behavior?

In persuasion, focus on dual process models. Don't worry about Cognitive Response section.

What affects the desire for accuracy?

Know balance theory and dissonance. What role does arousal play in dissonance?

In gaining social approval, know self-monitoring and expectation of discussion.

Chapter 6: Social Influence

What are the categories of social influence? How do they differ?

Know Asch, Foot-in-the-Door, the six widely used principles of social influence (especially reciprocation, commitment/consistency, and social validation), and Milgram.

Under the choosing correctly section, know uncertainty, consensus, and uncertainty and the desire for accuracy.

What are descriptive and injunctive norms?

Know about reciprocity.

Don't worry about personal factors affecting social approval, but do know situational factors.

Know commitment-initiating tactics.

Chapter 12: Groups

Know mere presence and social facilitation.

Deindividuation is good stuff.

What are characteristics of "real" groups?

Why do people sometimes loaf in groups? When don't they?

Is diversity in a group good?

Decision making in groups: know group polarization, minority influence, and groupthink.

Don't worry about Leadership.

Chapter 11: Stereotypes, Prejudice, and Discrimination

The Planet Prejudice section is a good overview (pp.355-361).

Know the minimal group paradigm, realistic group conflict theory (the Robber's Cave study is important), and social dominance orientation.

In gaining social approval, know the Times and Religiosity sections.

In managing self-image, be familiar with social identity theory.

Know the core aspects of authoritarianism.

Know stereotypes and efficiency. Don't worry about Need for Structure or Moods and Emotions. Do know about Taxing Circumstances and Overheard Ethnic Slurs.

Know the goal-based approach for reducing prejudices.

What makes contact between groups helpful? What's the jigsaw classroom?