

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

Social Psychology Study Guide

RM Cervero



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