

## **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

**Sandra L. Dunn, Sears, Letitia A.  
Peplau, Thomas P. Dunn**



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## **Table of Contents Social Psychology Study Guide**

1. Understanding the eBook Social Psychology Study Guide
  - The Rise of Digital Reading Social Psychology Study Guide
  - Advantages of eBooks Over Traditional Books
2. Identifying Social Psychology Study Guide
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Social Psychology Study Guide
  - User-Friendly Interface
4. Exploring eBook Recommendations from Social Psychology Study Guide
  - Personalized Recommendations
  - Social Psychology Study Guide User Reviews and Ratings
  - Social Psychology Study Guide and Bestseller Lists
5. Accessing Social Psychology Study Guide Free and Paid eBooks
  - Social Psychology Study Guide Public Domain eBooks

- Social Psychology Study Guide eBook Subscription Services
- Social Psychology Study Guide Budget-Friendly Options
- 6. Navigating Social Psychology Study Guide eBook Formats
  - ePub, PDF, MOBI, and More
  - Social Psychology Study Guide Compatibility with Devices
  - Social Psychology Study Guide Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Social Psychology Study Guide
  - Highlighting and Note-Taking Social Psychology Study Guide
  - Interactive Elements Social Psychology Study Guide
- 8. Staying Engaged with Social Psychology Study Guide
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Social Psychology Study Guide
- 9. Balancing eBooks and Physical Books Social Psychology Study Guide
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Social Psychology Study Guide
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Social Psychology Study Guide
  - Setting Reading Goals Social Psychology Study Guide
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Social Psychology Study Guide
  - Fact-Checking eBook Content of Social Psychology Study Guide
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks

#### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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