

INTRODUCING SOCIAL PSYCHOLOGY

1.1 DEFINING SOCIAL PSYCHOLOGY

- **Social psychology** - the scientific study of the way in which people's thoughts, feelings, and behaviors are influenced by the real or imagined presence of other people: parents, friends, employers, teachers, strangers—indeed, by the entire social situation.
- **Social influence** - for us, those are direct attempts at persuasion, whereby one person deliberately tries to change another person's behavior or attitude.
- To the social psychologist, however, **social influence** is broader than attempts by one person to change another person's behavior. It includes our thoughts and feelings as well as our overt acts, and takes many forms other than deliberate attempts at persuasion.
 - We are often influenced merely by the presence of other people, including perfect strangers who are not interacting with us. Other people don't even have to be present: We are governed by the imaginary approval or disapproval of our parents, friends, and teachers and by how we expect others to react to us. Sometimes these influences conflict with one another, and social psychologists are especially interested in what happens in the mind of an individual when they do.

Social Psychology, Philosophy, Science, and Common Sense

- Throughout history, philosophy has been a major source of insight about human nature. Indeed, the work of philosophers is part of the foundation of contemporary psychology. Psychologists have looked to philosophers for insights into the nature of consciousness and how people form beliefs about the social world. Sometimes, however, even great thinkers find themselves in disagreement with one another.

When that occurs, how are you supposed to know who is right?

- The first task of the social psychologist is to make a hypothesis.
 - **Hypothesis** - educated guess about the specific situations under which one outcome or the other would occur.
 - Just as a physicist performs experiments to test hypotheses about the nature of the physical world, the social psychologist performs experiments to test hypotheses about the nature of the social world.
- The next task is to design well-controlled experiments sophisticated enough to trace out the situations that would result in one or another outcome.
 - This method allows us to make accurate predictions once we know the key aspects of the prevailing situation.
- Social psychologists are not opposed to folk wisdom—far from it. The primary problem with relying entirely on such sources is that, like philosopher A and philosopher B, they often disagree with one another.
- Consider what folk wisdom has to say about the factors that influence how much we like other people.
 - We know that “birds of a feather flock together.” Of course, we say, thinking of the many examples of our pleasure in hanging out with people who share our backgrounds and interests.
 - But folk wisdom also tells us that “opposites attract.” Of course, we say, thinking of all the times we were attracted to people with different backgrounds and interests. Well, which is it?
- Social psychologists would suggest that there are some conditions under which birds of a feather do flock together, and other conditions under which opposites do attract.
- Part of the job of the social psychologist is to do the research that specifies the conditions under which one or another is most likely to take place.

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