

<p data-bbox="355 275 594 310">Social Psychology</p>	<p data-bbox="1105 275 1182 310">Script</p>
<p data-bbox="380 659 570 695">Social Context</p>	<p data-bbox="1057 659 1230 695">Social Norms</p>
<p data-bbox="396 1043 553 1079">Situationism</p>	<p data-bbox="1068 1043 1219 1079">Asch Effect</p>
<p data-bbox="401 1428 548 1463">Social Role</p>	<p data-bbox="1068 1428 1216 1463">Conformity</p>
<p data-bbox="384 1812 565 1848">Social Reality</p>	<p data-bbox="971 1812 1313 1848">Diffusion of Responsibility</p>

<p>A cluster of knowledge about the sequence of events and actions expected occur in a particular setting.</p>	<p>Studies the effects of social variables and cognitions on individual behavior and social interactions.</p>
<p>A group's expectations regarding what is appropriate and acceptable for its members' attitudes and behaviors.</p>	<p>The combination of (a) people, (b) the activities and interactions among people, (c) the setting in which the behavior occurs, and (d) the expectations and social norms governing behavior in that setting.</p>
<p>A form of conformity in which a group majority influences individual judgments.</p>	<p>The view that environmental conditions influence people's behavior as much or more than their personal disposition does.</p>
<p>The tendency for people to adopt the behaviors, attitudes and opinions of other members of a group.</p>	<p>One of several socially defined patterns of behavior that are expected of a person in a given setting or group.</p>
<p>Dilution or weakening of each group member's obligation to act when responsibility is perceived to be shared with all group members.</p>	<p>An individual's subjective interpretation of other people and of relationships with them.</p>

Reward Theory of Attraction	Expectancy-Value Theory
Principle of Proximity	Cognitive Dissonance
Similarity Principle	Fundamental Attribution Error (FAE)
Matching Hypothesis	Self-Serving Bias
Discrimination	Prejudice

<p>A theory that people decide whether to pursue a relationship by weighing the potential value of the relationship against their expectation of success in establishing the relationship.</p>	<p>A social-learning view that says we like best those who give us maximum rewards at minimum cost.</p>
<p>A highly motivating state in which people have conflicting cognitions, especially when their voluntary actions conflict with their attitudes.</p>	<p>The notion that people at work will make more friends among those who are nearby-with whom they have the most contact.</p>
<p>The tendency to emphasize internal causes and ignore external pressures. This is more common in individualistic cultures than in collectivist cultures.</p>	<p>The notion that people are attracted to those who are most similar to themselves.</p>
<p>An attributional pattern in which one takes credit for success but denies responsibility for failure. Contrast with the Fundamental Attribution Error.</p>	<p>The prediction that most people will find friends and mates that are perceived to be of about the same level of attractiveness.</p>
<p>A negative attitude toward an individual based solely on his or her membership in a particular group.</p>	<p>A negative action taken against an individual as a result of his or her group membership.</p>

In-Group	Social Facilitation
Social Distance	Social Loafing
Out-group	Deindividuation
Scapegoating	Group Polarization
Violence and Aggression	Groupthink

<p>An increase in an individual's performance because of being in a group.</p>	<p>The group with which an individual identifies.</p>
<p>A decrease in performance/effort because of being in a group.</p>	<p>The perceived difference or similarity between oneself and another person.</p>
<p>Occurs when group members lose their sense of personal identity and responsibility and the group "assumes" responsibility for their behavior.</p>	<p>Those outside the group with which an individual identifies.</p>
<p>When individuals in a group have similar, though not identical views, and their opinions become more extreme when the group is together.</p>	<p>Blaming an innocent person or a group for one's own troubles.</p>
<p>An excessive tendency to seek concurrence among group members.</p>	<p>Terms that refer to behavior that is intended to cause harm and be anti-social.</p>

Cohesiveness	
Mutual Interdependence	

	<p>Solidarity, loyalty and a sense of group membership.</p>
	<p>A shared sense that individuals or groups need each other in order to achieve common goals.</p>

