SOCIAL PSYCHOLOGY: CONCEPTUAL KNOWLEDGE

SOCIAL THINKING (723-730)
- Describe the three main focuses of social psychology.
- Contrast dispositional and situation attributions, and explain how the fundamental attribution errors can affect our analyses of behavior.
- Describe the conditions under which attitudes can affect actions.
- Explain how the foot-in-the-door phenomenon, role-playing, and cognitive dissonance illustrate the influence of actions on attitudes.

SOCIAL INFLUENCE (730-742)
- Describe the chameleon effect, and give an example of it.
- Discuss Asch’s experiments on conformity, and distinguish between normative and informational social influence.
- Describe Milgram’s experiments on obedience, and outline the condition in which obedience was highest.
- Explain how the conformity and obedience studies can help us understand our susceptibility to social influence.
- Describe the conditions in which the presence of others is likely to result in social facilitation, social loafing, or deindividuation.
- Discuss how group interaction can facilitate group polarization and groupthink.
- Identify the characteristic common to minority positions that sway majorities.

SOCIAL RELATIONS (743-770)
- Identify the three main components of prejudice.
- Contrast overt and subtle forms of prejudice, and give examples of each.
- Discuss the social factors that contribute to prejudice.
- Explain how scapegoating illustrates the emotional component of prejudice.
- Cite four ways that cognitive processes help create and maintain prejudice.
- Describe the three levels of biological influence of aggression.
- Outline four triggers of aggression.
- Discuss the effects of violent video games on social attitudes and behavior.
- Explain how social traps and mirror-image perceptions fuel social conflict.
- Describe the influence of proximity, physical attractiveness, and similarity on interpersonal attraction.
- Define altruism, and give an example.
- Describe the steps in the decision-making process involved in bystander intervention.
- Explain altruistic behavior from the perspective of social exchange theory and social norms.
- Discuss effective ways of encouraging peaceful cooperation and reducing social conflict.

PERSONALITY: CONCEPTUAL KNOWLEDGE

PSYCHOANALYTIC PERSPECTIVE (595-608)
- Discuss how Freud’s view of the mind as an iceberg, and explain how he used this image to represent conscious and unconscious regions of the mind.
- Describe Freud’s view of personality structure, and discuss the interactions of the id, ego, and superego.
- Identify Freud’s psychosexual states of development, and describe the effects of fixation on behavior.
- Describe the function of defense mechanisms, and identify six of them.
- Contrast the views of the neo-Freudian and psychodynamic theorists with Freud’s original theory.
Describe two projective tests used to assess personality, and discuss some criticisms of them.

Summarize psychology’s current assessment of Freud’s theory of psychoanalysis.

The Humanistic Perspective (609-622)
- Cite the main difference between the trait and psychoanalytic perspectives on personality.
- Describe some of the ways psychologists have attempted to compile a list of basic personality traits.
- Explain how psychologists use personality inventories to assess traits, and discuss the most widely used personality inventory.
- Identify the Big Five personality factors, and discuss some of the strengths of this approach to studying personality.
- Summarize the person-situation controversy, and explain its importance as a commentary on trait perspective.
- Explain why psychologists are interested in the consistency of the trait of expressiveness.

The Social-Cognitive Perspective (623-636)
- Explain why psychology has generated so much research on the self, and give three examples of current research on the self.
- Give two alternative explanations for the positive correlation between low self-esteem and personal problems.
- Discuss some of the ways that people maintain their self-esteem under conditions of discrimination of low status.
- Discuss self-serving bias, and contrast defensive and secure self-esteem.