

Learning Goals

Chapter 12: Social Psychology



How Do You Think About Other People?

- 12.1** Explain how nonverbal cues influence social judgments.
- 12.2** Summarize types of attributions and their biases.
- 12.3** Explain why people stereotype and summarize how stereotypes affect people.
- 12.4** Summarize the negative consequences of stereotypes and how to reduce them.

How Do Your Attitudes Affect You?

- 12.5** Summarize three ways that explicit and implicit attitudes develop.
- 12.6** Explain how cognitive dissonance affects attitudes.
- 12.7** Explain how persuasion changes attitudes.

How Do Other People Influence You?

- 12.8** Summarize the four main ways that groups affect people.
- 12.9** Summarize the situational factors that lead to conformity and compliance.
- 12.10** Summarize when people are willing to obey orders.
- 12.11** Summarize the factors that produce aggression or prosocial behavior.

How Can You Develop Strong Relationships?

- 12.12** Summarize four factors that influence the development of relationships.
- 12.13** Summarize how people fall in love and how they maintain it over time.

In addition, you should be able to give examples and elaborate on the major concepts from the chapter.