

Exam #5

The following is a general list of topics that you should focus on for Exam #5, questions #26-50. Your review of these concepts should go beyond knowing the definition. This should include, but not limited to identifying examples, identifying conditions in which these psychological processes occur, knowing some basic results of the studies, and/or applying your knowledge to different situations

- Attribution Theory
 - Self-serving bias and the self-effacing bias (3)
 - Fundamental attributional error (2)
 - Blaming the victim and Just world belief (1)
 - Actor-observer bias or discrepancy (1)
- Stereotypes (1)
 - Outgroup homogeneity effect (1)
- Prejudice, ethnocentrism, reducing prejudice (5)
- Conformity (3)
 - Informational social influence
 - Normative social influence
 - Conditions that increase conformity
- Obedience (1)
- Attitudes (1)
- Cognitive Dissonance (2)
- Compliance tactics (foot-in-the-door, door-in-the face, that's not all, etc.) (2)