

## Estimated Distribution of Items for the Exams

The current plan is that there are 5 exams with 50 multiple choice items that will cover two chapters. Each chapter is planned to have 25 multiple choice items. In the following tables, I show how many questions I PLAN on having from each section. There may be slight deviations from the plan, but no major deviations. What I mean by this is that if there are 5 items planned for a section, I might make it 4, 5 or 6 items, but not 2 or 8 items.

Exam #1: Chapter 1 and Chapter 4

Exam #2: Chapter 5 and Chapter 6

Exam #3: Chapter 8 and Chapter 9

Exam #4: Chapter 12 and Chapter 13

Exam #5: Chapter 14 and Chapter 15

## Chapter 1: An Invitation to Social Psychology

<b>Characterizing Social Psychology</b>	<b>The Power of the Situation</b>	<b>The Role of Construal</b>	<b>Automatic versus Controlled Processing</b>	<b>Evolution and Human Behavior: How We Are the Same</b>	<b>Culture and Human Behavior: How We Are Different</b>
<ul style="list-style-type: none"> <li>• Explaining Behavior</li> <li>• Comparing Social Psychology with Related Disciplines</li> <li>• Proximal and Distal Influences in Social Psychology</li> </ul>	<ul style="list-style-type: none"> <li>• The Milgram Experiment</li> <li>• Seminararians as Samaritans</li> <li>• Channel Factors</li> <li>• The Fundamental Attribution Error</li> </ul>	<ul style="list-style-type: none"> <li>• Interpreting Reality</li> <li>• Schemas</li> <li>• Stereotypes</li> </ul>	<ul style="list-style-type: none"> <li>• Types of Unconscious Processing</li> <li>• Functions of Unconscious Processing</li> </ul>	<ul style="list-style-type: none"> <li>• Human Universals</li> <li>• Group Living, Language, and Theory of Mind</li> <li>• Evolution and Gender Roles</li> <li>• Avoiding the Naturalistic Fallacy</li> <li>• Social Neuroscience</li> </ul>	<ul style="list-style-type: none"> <li>• Cultural Differences in Self-Definition</li> <li>• Individualism versus Collectivism in the Workplace</li> <li>• Dick and Jane, Deng and Janxing</li> <li>• Who Are You?</li> <li>• Culture and Gender Roles</li> <li>• Some Qualifications</li> <li>• Culture and Evolution as Tools for Understanding Situations</li> </ul>
4	5	5	5	3	3

## Chapter 4: Understanding Others

<b>Introduction: Understanding Others</b>	<b>From Physical Appearance to Inferences about Personality Traits</b>	<b>From Acts to Dispositions: The Importance of Causal Attribution</b>	<b>The Processes of Causal Attribution</b>	<b>Errors and Biases in Attribution</b>	<b>Culture and the Fundamental Attribution Error</b>	<b>Beyond the Internal/ External Dimension</b>
	<ul style="list-style-type: none"> <li>• The Accuracy of Snap Judgments</li> </ul>	<ul style="list-style-type: none"> <li>• The Pervasiveness and Importance of Causal Attribution</li> <li>• Explanatory Style and Attribution</li> </ul>	<ul style="list-style-type: none"> <li>• Attribution and Covariation</li> <li>• Attribution and Imagining</li> <li>• Alternative Actors and Outcomes</li> </ul>	<ul style="list-style-type: none"> <li>• The Self-Serving Bias</li> <li>• The Fundamental Attribution Error</li> <li>• Causes of the Fundamental Attribution Error</li> <li>• The Actor-Observer Difference in Causal Attributions</li> </ul>	<ul style="list-style-type: none"> <li>• Cultural Differences in Attending to Context</li> <li>• Causal Attribution for Independent and Interdependent Peoples</li> <li>• Priming Culture</li> <li>• Dispositions: Fixed or Flexible?</li> </ul>	
2	2	5	5	8	3	

## Chapter 5: Social Judgment

<b>Why Study Social Judgment?</b>	<b>The Information Available for Judgment</b>	<b>How Information Is Presented</b>	<b>How Information Is Sought Out</b>	<b>Prior Knowledge and Knowledge Structures</b>	<b>Reason, Intuition, and Heuristics</b>
	<ul style="list-style-type: none"> <li>• Biases in Information Presented Firsthand</li> <li>• Biases in Information Presented Secondhand</li> </ul>	<ul style="list-style-type: none"> <li>• Order Effects</li> <li>• Framing Effects</li> </ul>	<ul style="list-style-type: none"> <li>• Confirmation Bias</li> <li>• Motivated Confirmation Bias</li> </ul>	<ul style="list-style-type: none"> <li>• How Do Schemas Influence Judgment?</li> <li>• How Is New Information Mapped onto Preexisting Schemas?</li> </ul>	<ul style="list-style-type: none"> <li>• The Availability Heuristic</li> <li>• Availability's Close Cousin: Fluency</li> <li>• The Representativeness Heuristic</li> <li>• The Joint Operation of Availability and Representativeness</li> </ul>
	5	3	5	6	6

## Chapter 6: Attitudes, Behavior, and Rationalization

<b>Predicting Behavior from Attitudes</b>	<b>Predicting Attitudes from Behavior</b>	<b>Self-Perception Theory</b>	<b>Beyond Cognitive Consistency to Broader Rationalization</b>
<ul style="list-style-type: none"> <li>• Attitudes Sometimes Conflict with Other Powerful Determinants of Behavior</li> <li>• Attitudes Are Sometimes Inconsistent</li> <li>• Attitudes Are Sometimes Based on Secondhand Information</li> <li>• The Mismatch between General Attitudes and Specific Targets</li> <li>• “Automatic” Behavior That Bypasses Conscious Attitudes</li> </ul>	<ul style="list-style-type: none"> <li>• Cognitive Consistency Theories</li> <li>• Experiencing and Reducing Dissonance</li> <li>• When Does Inconsistency Produce Dissonance?</li> <li>• Self-Affirmation and Dissonance</li> <li>• Is Dissonance Universal?</li> </ul>	<ul style="list-style-type: none"> <li>• Inferring Attitudes</li> <li>• Evidence of Self-Directed Inference</li> <li>• Testing for Arousal</li> <li>• Reconciling the Dissonance and Self-Perception Accounts</li> </ul>	<ul style="list-style-type: none"> <li>• System Justification Theory</li> <li>• Terror Management Theory</li> </ul>
5	10	5	5

## Chapter 8: Social Influence

<b>What Is Social Influence?</b>	<b>Conformity</b>	<b>Obedience to Authority</b>	<b>Compliance</b>
	<ul style="list-style-type: none"> <li>• Automatic Mimicry</li> <li>• Informational Social Influence and Sherif's Conformity Experiment</li> <li>• Normative Social Influence and Asch's Conformity Experiment</li> <li>• Factors Affecting Conformity Pressure</li> <li>• The Influence of Minority Opinion on the Majority</li> </ul>	<ul style="list-style-type: none"> <li>• The Setup of the Milgram Experiments</li> <li>• Opposing Forces</li> <li>• Would You Have Obeyed?</li> </ul>	<ul style="list-style-type: none"> <li>• Reason-Based Approaches</li> <li>• Emotion-Based Approaches</li> </ul>
1	7	7	10

## Chapter 9: Persuasion

The Basics of Attitudes	Functions of Attitudes	Persuasion and Attitude Change	The Media and Persuasion	Resistance to Persuasion
<ul style="list-style-type: none"> <li>• The Three Components of Attitudes</li> <li>• Measuring Attitudes</li> </ul>	<ul style="list-style-type: none"> <li>• The Utilitarian Function of Attitudes</li> <li>• The Ego-Defensive Function of Attitudes</li> <li>• The Value-Expressive Function of Attitudes</li> <li>• The Knowledge Function of Attitudes</li> </ul>	<ul style="list-style-type: none"> <li>• A Two-Process Approach to Persuasion</li> <li>• The Who, What, and Whom of Persuasion</li> </ul>	<ul style="list-style-type: none"> <li>• The Surprisingly Weak Effects of the Media</li> <li>• The Media and Conceptions of Social Reality</li> </ul>	<ul style="list-style-type: none"> <li>• Attentional Biases and Resistance</li> <li>• Previous Commitments and Resistance</li> <li>• Knowledge and Resistance Attitude Inoculation</li> </ul>
2	2	8	5	8

## Chapter 12: Stereotyping, Prejudice, and Discrimination

<b>Characterizing Intergroup Bias</b>	<b>The Economic Perspective</b>	<b>The Motivational Perspective</b>	<b>The Cognitive Perspective</b>	<b>Being a Member of a Stigmatized Group</b>	<b>Reducing Stereotypes, Prejudice, and Discrimination</b>
<ul style="list-style-type: none"> <li>• Modern Racism</li> <li>• Benevolent Racism and Sexism</li> <li>• Measuring Implicit Attitudes</li> </ul>	<ul style="list-style-type: none"> <li>• Realistic Group Conflict Theory</li> <li>• The Robbers Cave Experiment</li> <li>• Evaluating the Economic Perspective</li> </ul>	<ul style="list-style-type: none"> <li>• The Minimal Group Paradigm</li> <li>• Social Identity Theory</li> <li>• Frustration-Aggression Theory</li> <li>• Evaluating the Motivational Perspective</li> </ul>	<ul style="list-style-type: none"> <li>• Stereotypes and Conservation of Mental Reserves</li> <li>• Construal Processes and Biased Assessments</li> <li>• Explaining Away Exceptions</li> <li>• Automatic and Controlled Processing</li> <li>• Evaluating the Cognitive Perspective</li> </ul>	<ul style="list-style-type: none"> <li>• Attributional Ambiguity</li> <li>• Stereotype Threat</li> </ul>	



## Chapter 13: Helping, Hurting, and Cooperating

<b>Aggression</b>	<b>Altruism</b>	<b>Cooperation</b>
<ul style="list-style-type: none"> <li>• Situational Determinants of Aggression</li> <li>• Construal Processes and Aggression</li> <li>• Culture and Aggression</li> <li>• Evolution and Aggression</li> <li>• Gender and Aggression</li> </ul>	<ul style="list-style-type: none"> <li>• Empathic Concern: A Case of Pure Altruism?</li> <li>• Situational Determinants of Altruism</li> <li>• Construal Processes and Altruism</li> <li>• Culture and Altruism</li> <li>• Evolution and Altruism</li> </ul>	<ul style="list-style-type: none"> <li>• The Prisoner's Dilemma Game</li> <li>• Situational Determinants of Cooperation</li> <li>• Construal Processes and Cooperation</li> <li>• Culture and Cooperation</li> <li>• Evolution and Cooperation: Tit for Tat</li> </ul>

## Chapter 14: Groups

<b>The Nature and Purpose of Group Living Social Facilitation</b>	<b>Deindividuation and the Psychology of Mobs</b>	<b>Group Decision Making</b>
<ul style="list-style-type: none"><li>• Initial Research</li><li>• Resolving the Contradictions</li><li>• Mere Presence or Evaluation Apprehension?</li><li>• Current Perspectives</li><li>• Practical Applications</li></ul>	<ul style="list-style-type: none"><li>• Emergent Properties of Groups</li><li>• Deindividuation and the Group Mind</li><li>• Self-Awareness and Individuation</li></ul>	<ul style="list-style-type: none"><li>• Groupthink</li><li>• Group Decisions: Risky or Conservative?</li><li>• Group Polarization</li><li>• Polarization in Modern Life</li></ul>
8	8	8

1 item will be from the short introduction

Chapter 15: Healthy, Wealthy, and Wise: Social Psychology Applied

Healthy: Social Psychological Influences on Mental and Physical Health	Wealthy: Behavioral Economics and Personal Finance	Wise: Social Psychology and Education
<ul style="list-style-type: none"> <li>• Evolution and Health: Short-Term and Chronic Stress</li> <li>• Culture and Health: Class, Stress, and Health Outcomes</li> <li>• Situational Factors and Health: The Benefits of Social Connection</li> <li>• Construal and Health: The Benefits of Perceived Control and Optimism</li> </ul>	<ul style="list-style-type: none"> <li>• Irrationality in Financial Markets</li> <li>• Loss Aversion</li> <li>• Mental Accounting</li> <li>• Decision Paralysis</li> <li>• Getting Started on Your Own Financial Planning</li> </ul>	<ul style="list-style-type: none"> <li>• Intelligence: Thing or Process?</li> <li>• Culture and Achievement</li> <li>• Blocking Stereotype Threat in the Classroom</li> <li>• Pygmalion in the Classroom</li> <li>• Social Fears and Academic Achievement</li> <li>• Teaching with Telenovelas</li> <li>• Statistics, Social Science Methodology, and Critical Thinking</li> </ul>