

Good Concepts to use for Identify Examples of Social Psychology

The following is a list of concepts that I think are easier to identify examples of social psychology out in the “real world”. You don’t have to use these, but I find them easier than the others not listed from the list of key terms.

Chapter 1: An Invitation to Social Psychology

- Fundamental Attributional Error (FAE)
- Independent (individualistic) culture
- Interdependent (collectivist) culture
- Naturalistic fallacy
- Natural selection
- Schemas
- Stereotypes

Chapter 4: Understanding Others

- Actor-observer difference (actor-observer bias or discrepancy)
- Augmentation principle
- Counterfactual thoughts
- Discounting principle
- Explanatory style
- Fundamental attributional error (FAE)
- Just world hypothesis
- Self-serving bias

Chapter 5: Social Judgment

- Availability heuristic
- Bottom-up processing
- Confirmation bias
- Flashbulb memories
- Framing effect
- Illusory correlation (illusion of correlation)
- Leveling
- Planning fallacy
- Pluralistic ignorance
- Representative heuristic
- Top-down processing

Chapter 6: Attitudes, Behavior and Rationalizations

- Balance theory
- Cognitive dissonance theory (cognitive dissonance)
- Terror management theory

Chapter 8: Social Influence

- Compliance
- Conformity
- Door-in-the-face technique
- Foot-in-the-door technique
- Informational social influence (social proof)
- Normative social influence
- Norm of reciprocity
- Obedience
- That's-not-all technique

Chapter 9: Persuasion

- Attitude
- Central route (systematic route)
- Peripheral route (heuristic route)
- Sleeper effect
- Terror management theory

Chapter 12: Stereotyping, Prejudice, and Discrimination

- Basking in reflected glory (BIRG)
- Discrimination
- Ethnocentrism
- Frustration-aggression theory
- Illusory correlation (illusion of correlation)
- Modern racism (symbolic racism)
- Outgroup homogeneity effect
- Prejudice
- Self-fulfilling prophecy
- Social identity theory
- Stereotypes
- Stereotype threat
- Subtyping

Chapter 13: Helping, Hurting and Cooperation

- Altruism
- Diffusion of responsibility
- Learned helplessness

Chapter 14: Groups

- Deindividuation
- Group polarization
- Groupthink
- Risky shift
- Social comparison theory
- Social facilitation
- Social loafing

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

- Loss aversion
- Mental accounting
- Risk aversion
- Risk seeking
- Sunk cost fallacy