

Ch 18 Social Psychology Study Guide Answers

AP Psychology Ch. 18 Social Psych Study Guide

1. Professor Washington's students did very poorly on the last exam. The tendency to make the fundamental attribution error might lead her to conclude that the class did poorly because:
A) the test was unfair.
B) not enough time was given for students to complete the test.
C) students were distracted by some social function on campus.
D) students were unmotivated.
2. Which theory describes how we explain others' behavior as being due to internal dispositions or external situations?
A) social exchange theory
B) reward theory
C) two-factor theory
D) attribution theory
3. When male students in an experiment were told that a woman to whom they would be speaking had been instructed to act in a friendly or unfriendly way, most of them subsequently attributed her behavior to:
A) the situation.
B) the situation and her personal disposition.
C) her personal disposition.
D) their own skill or lack of skill in a social situation.
4. Which of the following is true?
A) Attitudes and actions rarely correspond.
B) Attitudes predict behavior about half the time.
C) Attitudes are excellent predictors of behavior.
D) Attitudes predict behavior under certain conditions.
5. Which of the following is an example of the foot-in-the-door phenomenon?
A) To persuade a customer to buy a product, a store owner offers a small gift.
B) After agreeing to wear a small "Enforce Recycling" lapel pin, a woman agrees to collect signatures on a petition to make recycling required by law.
C) After offering to sell a car at a ridiculously low price, a car salesperson is forced to tell the customer the car will cost \$1000 more.
D) All of the above are examples.

Ch 18 social psychology study guide answers can be a crucial resource for students and individuals seeking to understand the complexities of human behavior in social contexts. Chapter 18 of many social psychology textbooks often delves into the intricate dynamics of group behavior, including topics such as conformity, obedience, groupthink, and the influence of social norms. This article will provide a comprehensive overview of these key concepts, insights into important studies, and practical applications to help you better understand the content typically found in study guides related to this chapter.

Understanding Group Behavior

Group behavior is a fundamental aspect of social psychology, and it examines how individuals act and think differently when in a group compared to when

they are alone. Key concepts include:

- **Conformity:** The tendency to align one's attitudes, beliefs, and behaviors with those of a group.
- **Obedience:** Following the directives or commands of an authority figure.
- **Groupthink:** A psychological phenomenon that occurs within a group of people, in which the desire for harmony or conformity results in irrational or dysfunctional decision-making.
- **Social norms:** The accepted behaviors within a group that dictate how members should act.

Each of these concepts plays a vital role in understanding how individuals navigate their social environments and the pressures they face from group dynamics.

Conformity

Conformity refers to the changes in a person's behavior or beliefs due to real or imagined group pressure. Solomon Asch's famous experiments in the 1950s demonstrated the power of conformity. In these studies, participants were asked to match line lengths while being surrounded by confederates who deliberately chose incorrect answers. The results revealed that a significant number of individuals conformed to the group's incorrect consensus, even when the correct answer was obvious.

Obedience

Obedience is another crucial aspect of social psychology, primarily studied through Stanley Milgram's experiments in the 1960s. Milgram's research aimed to understand the extent to which individuals would obey an authority figure, even when asked to perform actions that conflicted with their personal conscience. Participants believed they were administering electric shocks to others and continued to do so, despite hearing screams of pain, simply because an authority figure urged them to continue. This study highlighted the disturbing capacity for individuals to commit harmful actions under the influence of authority.

Groupthink

Groupthink occurs when a group of individuals prioritize consensus over critical thinking. Irving Janis first introduced this concept in the early 1970s, illustrating how cohesive groups can make poor decisions due to the suppression of dissenting viewpoints. Key symptoms of groupthink include:

1. Illusion of invulnerability

2. Collective rationalization
3. Belief in inherent group morality
4. Stereotyping outsiders
5. Self-censorship
6. Illusion of unanimity
7. Direct pressure on dissenters
8. Mindguards (protection of the group from dissenting information)

Understanding these symptoms can help groups foster a more open environment where all members feel safe to share their perspectives, ultimately leading to better decision-making.

Social Norms

Social norms are the unwritten rules that dictate acceptable behavior within groups. These norms can vary widely across different cultures and social settings. They play a critical role in guiding behavior and establishing a sense of order within societies. Violating social norms can lead to social sanctions or disapproval, demonstrating the power of group influence on individual behavior.

Key Studies in Social Psychology

Several landmark studies have shaped our understanding of social psychology, particularly in the context of group behavior. These studies provide empirical evidence for the theories discussed above and illustrate the profound effects of social influence.

The Stanford Prison Experiment

Conducted by Philip Zimbardo in 1971, the Stanford Prison Experiment aimed to explore the psychological effects of perceived power in a simulated prison environment. Participants were assigned roles as either guards or prisoners, and the results revealed how quickly individuals would conform to their assigned roles, often leading to abusive behaviors by the 'guards.' This study emphasized the impact of situational factors on behavior and the ease with which ordinary people can commit extraordinary acts under pressure.

The Bystander Effect

The Bystander Effect refers to the phenomenon where individuals are less likely to help a victim when other people are present. This concept was popularized by the case of Kitty Genovese in 1964, where numerous witnesses

failed to intervene during her assault. Research by John Darley and Bibb Latané demonstrated that the presence of others diffuses responsibility, leading to inaction. Understanding this phenomenon is crucial for encouraging pro-social behavior in emergencies.

Applications of Social Psychology

The insights gained from studying group behavior in social psychology have profound implications across various fields, including education, organizational behavior, and public policy. Here are some practical applications:

In Education

Educators can create environments that reduce conformity pressures and promote critical thinking. Encouraging diverse opinions and fostering an atmosphere where students feel safe to disagree can lead to enhanced learning outcomes.

In Organizations

Organizations can benefit from understanding group dynamics to enhance teamwork and decision-making. By recognizing the signs of groupthink, leaders can implement strategies to encourage open dialogue, such as:

- Encouraging anonymous feedback
- Bringing in outsiders for fresh perspectives
- Creating smaller group discussions to allow for more diverse input

In Public Policy

Public policy can harness principles of social psychology to promote positive behaviors within communities. Campaigns aimed at changing social norms (e.g., promoting recycling or anti-smoking) can be more effective when they highlight the behaviors of peers, demonstrating that such actions are widely accepted.

Conclusion

The study of group behavior in social psychology provides valuable insights into how individuals think and act in social contexts. Concepts such as conformity, obedience, groupthink, and social norms are essential for understanding the dynamics of human interaction. Key studies like the

Stanford Prison Experiment and the Bystander Effect further illustrate the power of social influence on behavior. By applying these principles in various settings, from education to public policy, we can foster environments that promote critical thinking, collaboration, and positive social change. Understanding and utilizing the answers to the questions posed in a typical **ch 18 social psychology study guide** can empower individuals and groups to navigate the complexities of social behavior effectively.

Frequently Asked Questions

What are the key concepts covered in Chapter 18 of the social psychology study guide?

Chapter 18 typically covers topics such as group dynamics, social influence, conformity, obedience, and interpersonal relationships.

How does social influence impact individual behavior according to Chapter 18?

Social influence can significantly affect individual behavior by altering perceptions, attitudes, and actions through mechanisms such as conformity, compliance, and obedience to authority.

What is the difference between conformity and obedience as discussed in Chapter 18?

Conformity refers to changing one's behavior to match the responses or actions of others, while obedience is following direct orders or commands from an authority figure.

Can you explain the concept of groupthink mentioned in Chapter 18?

Groupthink is a psychological phenomenon where the desire for harmony or conformity in a group leads to irrational decision-making and a suppression of dissenting viewpoints.

What role does social identity play in group dynamics according to the study guide?

Social identity plays a crucial role in group dynamics as it influences in-group favoritism, intergroup conflict, and the overall cohesion and identity of group members.

What are some practical applications of the theories discussed in Chapter 18?

The theories discussed in Chapter 18 can be applied in various fields such as marketing, organizational behavior, conflict resolution, and enhancing teamwork and collaboration.

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