

The following are key concepts you should know and questions you should be able to answer from each chapter. You should be able to identify examples of concepts and principles. Numbers in parentheses are page numbers in the text.

AGGRESSION (Chapter 10)

Define: aggression; hostile aggression; instrumental aggression.

Aggression as Biology: Hobbes vs. Rousseau. (a) Instinct: Freud; Lorenz. Why did “instinct” fall into disrepute? What is the adaptive value of aggression in evolutionary psychology? (b) Neural influences: Is there a spot in the brain that controls aggression? Are brain areas related to aggression? (c) Genetic influences: What temperament factors are related to aggression (fearless, impulsive, temper-prone)? (d) Biochemical influences: How are the following related to aggression: alcohol; testosterone; serotonin? Is it scientifically correct to say that violent behavior is genetically programmed into our nature?

Frustration-Aggression: What does this model say? What are: frustration; displacement; hostile aggression? What does the revised model (Berkowitz) say about anger & aggressive cues? Is frustration the same as deprivation? What is a “revolution of rising expectations?” What produces frustration (389)? Relative deprivation (Merton & Kitt, 389). How does television contribute to relative deprivation?

Learning Aggression: How is aggression rewarding (389-390)? What does social learning theory say (Bandura)? Bandura, Ross, & Ross (390). How is aggression related to: physically punitive parents, abuse, father-absent families? What roles do “macho” images & a subculture of honor play (392)?

Aversive stimuli: What is the relationship between aggression & pain (both physical & psychological)? Does this relationship hold across species? Are the animals choosy about targets? (393) Might frustration be only a type of aversive stimulation (394)? How are the following related to aggression: heat, being attacked, crowding?

Arousal: Schachter & Singer (396). How does an increase in arousal affect emotional reactions? Can an increase in arousal from another source intensify anger? Zillmann (396).

Aggression cues: weapons effect (Berkowitz & LePage, 396).

Media Influences: Sexual violence (Malamuth & Check, 399; Mullin & Linz, 399). What is the relationship between pornography and rape rates (Court, 399; Baron & Straus, 399). Donnerstein (400). Are rape rates underreported? If the anticipated punitive consequences are low, will men report a willingness to rape, and if so, what are the characteristics of the men who say they might? (401)

Media Influences: Television. Is TV viewing related to aggressive behavior? Eron (404). Eron & Huesmann (405). What type of aggression (e.g., assault, shoves, cruel comment) is provoked in the TV - aggression experiments (407)? When is the violence - viewing effect strongest (Donnerstein, 407)? Why does TV viewing affect behavior? (407) What are the roles of: arousal; disinhibition; imitation. How does TV influence thinking? What specific changes in perceptions are produced (desensitization, altered perceptions, cognitive priming)? (408-9) In Myer’s opinion, what is the biggest impact of television (409-410)?

Video Games: What effects are associated with violent video games (increased arousal, aggressive thinking, aggressive feelings, aggressive behavior, and decreased prosocial behavior)? (411-412)

Group influences: Diffusion of responsibility. Gaebelein & Mander (413); Mullen (413). Social contagion. In both the lab and everyday world, what factors predict aggression (414)?

Reducing aggression: (a) Catharsis; hydraulic model. Does catharsis work? What evidence is opposite the catharsis hypothesis? (416) Arms et al. (416) Does expressing hostility reduce hostility? Bushman (416) Ebbesen et al. (417) (b) How can one reduce aggression through social learning?

ATTRACTION (Chapter 11)

What is the need to belong? What evidence suggests we are “social animals?” Consequences of ostracism. Twenge (424) Cyberostracism: Williams et al. (425)

Proximity. How is proximity related to friendship & marriage? Is geographical or functional distance more important? Do identical twins share one another’s preferences? Why does proximity produce liking (availability, anticipation of interaction, mere exposure)?

Mere exposure (Zajonc). What is it? Why does it occur? Is awareness of the exposure necessary for the effect? Are emotions separate from & more spontaneous than thinking? (429) Why does the effect have adaptive significance? Mirror-image: Mita, Dermer & Knight (430-431).

Physical attractiveness. How well does physical attractiveness predict dating frequency for men and women? Hatfield et al. (433) - What best predicted liking, and did it work for men & women?

Matching phenomenon. On what qualities do people match up? What types of exceptions exist to matching on attractiveness and intelligence? Compensating with asset matching.

Physical attractiveness stereotype. What is it? What evidence indicates this stereotype exists? Are there benefits of plastic surgery? How does it affect success in business? Do beautiful people actually have desirable traits? What are the disadvantages of beauty?

Who is attractive? Is there any agreement across cultures about what is attractive? How attractive is an “average” face? Facial symmetry? A “hyperfemale” face? According to evolutionary psychology, why should particular features be seen as more desirable than other features? How & why should the waist-to-hip ratio affect judgments of men & women? Contrast effect - Kenrick & Gutierrez (440). How does viewing centerfolds or pornography affect reactions to one’s own partner or to oneself? Do we perceive people we like as more physically attractive?

Similarity & Complementarity. How is similarity related to attractiveness? What evidence indicates that perceived similarity produces liking? Newcomb (443) Mimicry (443) Are similar mates preferred over attractive ones? Does dissimilarity produce dislike? Do opposites attract? What is Buss’ conclusion about complementarity? (446)

Liking those who like us. Do we like those who like us? How do our attributions about motives affect liking (Seligman, Fazio, & Zanna, 448)? How does self-esteem affect reactions to approval (Hatfield, 449)? Is constant approval as valued as a gain in approval (449)? Is it good to “idealize” one’s partner (Murray et al., 449)?

Relationship rewards. What is the reward theory of attraction? What is the liking-by-association principle?

Love. What is Sternberg’s triangle model of love? How does Hatfield define passionate love? What is the two-factor theory of emotion? How does it apply to passionate love? Dutton & Aron (454). Are there cultural differences in the importance placed on different elements in marriage? Do men or women fall more readily in love? Fall out of love more readily? How do men & women differ in their focus (Hendrick & Hendrick, 455)? What is companionate love? Gupta & Singh (457). What cultural differences exist in the importance of personal feelings in relationships (457)?

Attachment. What elements are common to all loving attachments (mutual understanding, giving & receiving support, valuing and enjoying being with the loved one)? What elements are added in passionate love? What are the three major attachment styles (secure, avoidant, insecure)?

Equity. What is equity? When seeking true friendship, do people still prefer tit-for-tat exchanges (Clark & Mills, 461)? If inequity is perceived, how do people react?

Self-disclosure. How do recipients feel about disclosures? Do we disclose more or less when distressed? Do we reciprocate disclosures? Are women or men more likely to disclose? How is disclosure related to companionate love? Aron & Aron (464).

Ending relationships. What characteristics best predict whether two people will stay married (468-9)? What alternative coping strategies besides divorce are used in unhappy relationships (Rusbult, 469)? Unhappy couples exhibit what behaviors (470)?

ALTRUISM: HELPING OTHERS (Chapter 12)

What is altruism? Parable of the Good Samaritan.

Social exchange theory: social economics; minimax strategy. Is exchange consciously calculated? Are the rewards internal or external? Does helping increase a sense of self-worth? What is a possible weakness in reward theory (explaining-by-naming)? What is egoism & why has it fallen into disrepute? How can it escape circularity?

Internal Rewards: How is arousal in response to others' distress related to helping (Krebs, 1979)?

Guilt. McMillen & Austin (1980). Does the guilt-help effect reflect private or public image concerns?

Moods. Does a negative mood affect helping similarly for both children & adults? Why? When do adults not demonstrate the "feel bad - do good" effect? What negative moods do not increase helping (anger, grief)? How does being self-focused vs. other-focused affect helping? Thompson et al. (1981-1982). Does a good mood increase helping? Isen et al. (1983).

Social norms. **Reciprocity norm**: When does this norm apply most strongly? How can unsolicited help make the recipient feel (1984)? **Social responsibility norm**: What types of people in need are most likely to be covered by this norm? Barnes, Ickes, & Kidd (1985). How is gender related to helping?

Evolutionary Psychology. genetic selfishness; kin selection; reciprocity. How do kin selection and reciprocity apply to helping family vs. strangers? In what types of groups does reciprocity work best (1988)? Can groups of altruists survive better than groups of nonaltruists (1988)?

What similarities exist between the three major approaches (1989)? What criticism can be leveled at all?

Genuine altruism. Empathy. How is empathy related to helping? Describe an egoistic & an altruistic route to helping. When empathy is aroused, do people try to escape or help? Batson et al. (1991).

What findings suggest that genuine altruism may exist (1991-2)?

Bystander effect. Latané & Darley - decision model: steps to helping (notice, interpret, take responsibility). Latané & Darley (1968). Illusions of transparency & pluralistic ignorance. Latané & Rodin (1969). Shotland & Straw (1970). Darley & Latané (1968). Darley, Teger, & Lewis (1969). When does the presence of other bystanders inhibit helping? How does ambiguity & the ability to read others' reactions affect helping? (1970)

Prosocial models. What evidence indicates prosocial models increase helping (1973).

Time pressures. How do time pressures affect helping? Darley & Batson (1973).

Similarity: How is similarity related to helping? DeBruine (1974). Does similarity bias extend to race (1975)? What principle explains the conflicting findings about similarity & race?

Personality. Personality factors related to helpfulness: positive emotionality, empathy, & self-efficacy. In what situations are men more helpful than women? Women more helpful than men?

Religiosity. What motivations explain why people volunteer (1978)? How is religious commitment related to volunteering? (1978-1979)

Increasing helping by reducing restraints: (a) Reduce ambiguity, increase responsibility: Personalize requests; use eye contact; use name; anticipation of interaction. How does self-awareness affect helping? (b) Guilt & self-image concerns. Door-in-the-face effect (Cialdini, 1976). Does asking for "even a penny" increase or decrease donation size & the number of people who donate? When approaching previous donors, should one ask for a little or a lot? How does labeling someone as "generous" or "thoughtful" affect helping?

Increasing helping through socializing altruism: (a) Moral inclusion; moral exclusion. (b) Modeling altruism. European Christians who risked their lives to rescue Jews in Nazi Germany usually had what type of parent(s)? Who has had a greater impact, prosocial or antisocial TV models (1974)? (c) Altruistic motives. How can the overjustification effect be applied to helping? Batson (1974). (d) Does learning about the bystander effect increase or decrease subsequent helping? Beaman et al. (1976).

CONFLICT (Chapter 13)

What is conflict?

Social dilemmas. Prisoner's Dilemma Game (PDG) - What is it? Why does it pose a dilemma? What outcomes can be produced by each choice? How do Ss usually behave in the PDG? What is the Tragedy of the Commons? What features do the PDG & Tragedy of the Commons share? What is a non-zero-sum game?

Resolving social dilemmas. Do regulations have a cost (525)? Is a small or large group more likely to resolve a social dilemma? How important is communication, and why does it often work to reduce social dilemmas? How does changing the payoff change behavior? Do appeals to altruistic norms work?

Competition. Is competition related to hostility and conflict? Can competition prime aggression? Sherif (529).

Perceived injustice. What is equity? What is the "golden" rule? How do those who feel exploited react? Is equity different from need or equality? What type of society prefers equity, need, or equality?

Misperception. What are mirror-image perceptions? Are mirror-image perceptions self-confirming? What is the "evil leader - good people" perception?

Simplistic thinking. Does simplistic thinking precede conflict? Does the reverse precede agreements?

Contact. When does desegregation improve racial attitudes? Friendships; equal status contact. Why is it important that contact be equal status?

Cooperation. Do common external threats create cohesiveness in groups? What are superordinate goals? Will such goals reduce conflict? Sherif (546); Blake & Mouton (546). What happens if the goals are not achieved (547)? Does cooperative learning reduce prejudice? What is the jigsaw technique (549), and does it work to lessen prejudice and promote achievement? Overall, how effective is equal status contact between majority and minority groups in the pursuit of common goals in reducing prejudice (550). Do bicultural people have positive self-concepts (552)?

Communication: What are bargaining, mediation, arbitration? Is "tough bargaining" effective in getting more (553)? What are the problems with "tough bargaining"? What is an integrative agreement? How does direct, open communication affect conflict (555)? What is "final-offer arbitration" and why is it used?

Conciliation. What happens to those who are 100% cooperative? GRIT approach (Osgood, 558-9). What are the 3 steps in GRIT? How does it affect cooperation and trust? Does Grit work in controlled laboratory situations? Has GRIT been tried in the real world, and does it seem to work?

PREJUDICE (Chapter 9)

Prejudice, stereotype, discrimination, racism, sexism. What are they, & how do they differ?

Are stereotypes always undesirable? Are they inaccurate? What is the problem with stereotypes (333)?

Is racial prejudice disappearing? Clark & Clark (335) When does the greatest prejudice occur (336)?

What subtle forms occur? Modern racism (336). Can overpraise result (Harber, 337)? Dual attitude system (337). What is automatic stereotyping and prejudice? How are automatic stereotypes primed (337)? Greenwald et al. (338)

How pervasive is gender prejudice? Porter et al. (340). How accurate are gender stereotypes (340-41)?

Do similar gender stereotypes persist across cultures (341)? "women-are-wonderful effect." Is there an overall tendency to devalue women's work (Eagly, 342)?

Social sources of prejudice: (a) Social inequalities - how are unequal status, discrimination, & prejudice related? Can outgroups be both respected & liked (344)? How does status affect respect and liking? How does social dominance orientation relate to prejudice? (b) Authoritarian personality (harsh discipline as children, intolerance of weakness & ambiguity, submissive respect for authority, concern with power and status, punitive attitude). Ethnocentrism. Does authoritarianism exist on both the right and left political sides? Do different forms of prejudice coexist in the same people (345-6)? (c)

Religion - Is being religious associated with more or less prejudice? How do we define “being religious?” Does the definition determine the religion – prejudice relationship? (d) Conformity: Pettigrew (347). Is prejudice always a manifestation of “sick” personalities? (e) Institutional supports (school, government, media). What institutional supports exist for sex bias? How do ads perpetuate sex bias? What is “face-ism?”

Motivational Sources of Prejudice: (a) Scapegoat theory from frustration-aggression. Realistic group conflict theory. Gause’s law. (b) Social identity. What are ingroup & outgroup bias? When is ingroup bias most prevalent? Will randomly formed groups show bias? Do positive feelings toward one’s own group produce negative feelings of outgroups? (c) Need for status, self-regard, & belonging. Are those of lower status also more prejudiced? Are failure or humiliation related to prejudice? Cialdini & Richardson (355). Does thinking about one’s own death increase prejudice? How do people react to self-affirming or self-threatening experiences? (d) Motivation to avoid prejudice. Can people high and low in prejudice have similar automatic prejudicial responses (356)? Can people mentally override or break the prejudice habit?

Cognitive sources of prejudice: What is the theme of the “new look” at prejudice (357)? Stereotypes as by-products. (a) Categorization: When are we most likely to rely on stereotypes (358)? Does prejudice require categorization? Perceived similarities & differences in categorizations: outgroup homogeneity effect. How are familiarity & diversity related (359)? Own-race bias. (b) Distinctive stimuli - how do they affect attention, responsibility, self-consciousness? Langer & Imber (361). Kleck & Strenta (361). Stigma consciousness. How do vivid stimuli and distinctive events affect recall and illusory correlation? Hamilton & Gifford (364). (c) Attribution: group-serving bias. Just world phenomenon - do we think people get what they deserve? Lerner et al. (366). Carli et al. (366).

Consequences of prejudice: (a) Are stereotypes self-perpetuating? What is subtyping? (b) Self-fulfilling prophecy. Allport (370) - reactions to victimization. Word, Zanna, & Cooper (370). Stereotype threat (Steele, 371). Spencer, Steele & Quinn (371). Shih et al. (373). (d) Stereotypes & Individuals. If we know an individual, will group stereotypes still have a significant impact on our judgments of him or her (373)? Does vivid personal information win out over base-rate information (374)? When judging an individual, are people as likely to ignore stereotypes if the stereotypes are stronger?