Unit 13 – Social Psychology

1. Give an example of an internal and external attribution.

2. Define the fundamental attribution error.

3. Give an example of the self-serving bias.

4. Discuss how attitudes are formed and changed. Include the mere exposure effect.


6. Define the difference between stereotype, prejudice, and discrimination.

7. Explain what are social norms.

8. Define deindividuation and describe the factors that cause it.

9. Describe social loafing.

10. Explain the Bystander Effect and what causes it.
11. Describe Solomon Asch’s Line Test for “Conformity”.

12. Explain the strategies for inducing compliance, including foot-in-the-door technique, and low-ball approach.

13. Describe Stanley Milgram’s study and his findings on obedience.

14. Discuss the ethical considerations in carrying out an experiment like Milgram’s Obedience experiment.

15. Compare groupthink with group polarization.

16. Describe psychology’s most famously controversial study, The Stanford Prison Experiment.

17. Explain the difference between central route to persuasion and peripheral route to persuasion.

18. Explain Rosenhan’s Being Sane in Insane Places famous experiment/study.