**AP Psychology**

Unit 14 Test review: Social Psychology *Modules 74-80 (pages 753-820)*

The key terms, concepts, and contributors from your Unit 14 vocabulary will comprise some of the knowledge you will need to recall for the test; make sure to study those. In addition, make sure you are familiar with the other topics/concepts/people listed below from each module.

Module 74-***You should understand, and be able to explain/apply:***

>Fritz Heider’s explanation of people’s behaviors

>Distributional attribution & situational attribution and what the difference between the two is

>Personal distribution, and how it relates to fundamental attribution error

>Make sure you understand what central route persuasion, peripheral route persuasion, & the foot-in-the-door phenomenon are & how they can impact attitudes and/or actions

Module 75-***You should understand, and be able to explain/apply:***

>Suggestibility, mimicry, and the chameleon effect; also make sure you understand how these concepts relate to conformity

>The difference between informational social influence & normative social influence

>The Milgram obedience experiments: the details of the experiments, the findings, results, etc.

>How the findings of the Milgram experiments can be used to explain how great evils in society can grow out of acceptances of “lesser” evils.

>Be familiar with the difference between conformity and obedience; what factors are likely to promote conformity & what factors are likely to promote obedience

Module 76-***You should understand, and be able to explain/apply:***

>The dangers and advantages of groupthink

>How cultural norms influence individual and group behaviors.

Module 77-***You should understand, and be able to explain/apply:***

>The difference between prejudice & stereotypes

>The social, emotional, & cognitive roots of prejudice

>Social identity/identities & its’ effect on ingroup bias

Module 78-***You should understand, and be able to explain/apply:***

>The difference between the psychological definition & the “everyday” definition of aggression

>The genetic, neural, & biochemical influences on aggression

>Psychological & social-cultural factors on aggression

>Media impacts on violence; pay particular attention to the “rape myth”

>Relative impact on aggression of violent TV programming compared to playing violent video games

Module 79-***You should understand, and be able to explain/apply:***

>The impact of proximity, physical attractiveness, & similarity on our attraction to others

>The difference between passionate & companionate love

Module 80-***You should understand, and be able to explain/apply:***

>The four steps of bystander intervention, according to John Darley & Bibb Latane

>What research has shown about whether contact, cooperation, communication, & conciliation can transform prejudice into peaceful attitudes; the research can be based on lab experiments, experimental studies, real experiments, or real world anecdotal evidence

>The difference between a win-lose orientation and a win-win orientation, & how mediators can impact this

>How superordinate goals can help people/groups to overcome differences