

Key Terms and Concepts

Exam 1

As you study for Exam 1, focus on the following terms and concepts. Questions may ask you to identify the correct definition or apply the term or concept to a scenario. For each term, make sure to read more than just the definition – you should be able to explain it to someone who hasn't read the text and offer examples. Use the optional study sources in your ebook and on Canvas to help yourself study!

Module 5: Group Processes

Groups
Social support (including types of social support)
Group cohesion
Hazing
Initiation effect/effort justification
Maltreatment effects
Rejection sensitivity
Optimal distinctiveness theory
Social facilitation
Coordination loss
Social loafing
Diffusion of responsibility
Cyberslacking
Types of leadership (task, social)
Group decision making
Spiral of silence
Groupthink

Module 6: The Social Self

Self-awareness
Darwin's study of self-awareness
Self-concept
Upward social comparison
Social role characteristic
Self-schema
Actual self, ideal self, and ought self
Impression management

Conspicuous consumption
Self-monitoring
Ingratiation
Self-presentation theory
Collective self-esteem
Self-deception (definition, types of self-deception, possible benefits)
Self-esteem
Self-compassion

Module 7: Attitudes and Persuasion

Attitude
Dual attitude
Affect, behavior, cognition (re: attitude formation)
Implicit and explicit attitudes
Facial feedback hypothesis
Self-affirmation theory
Social learning theory
Self-justification
Cognitive dissonance
Types of persuasion
McGuire's six step model of persuasion
Credibility
Peripheral attributes
Lowball technique
Foot-in-the-door technique
Norm of reciprocity