**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