

EXAM 1 – REVIEW SHEET (Chapters 1-3)
CONCEPTS/IDEAS/THEORIES FROM LECTURES

Definition of social psychology
History of social psychology
3 Research orientations influencing social psychology
Non-experimental research
 Advantages
 Disadvantages
Experimental research
 Advantages
 Disadvantages
Internal validity
 Ensuring
External validity
 Ensuring
Construct validity
 Ensuring
Biases in research -- what they are and how to prevent
 Experimenter bias
 Demand characteristics
 Subject selection
Social cognition approach
 Features
 Assumptions
Information processing model
 Encoding
 Storage
 Retrieval
Schemas
 Types
 Effects on processing
Perseverance effect
Impression
Asch
 Central vs peripheral traits
 Primacy effect
 Meaning change or shift of meaning
Anderson
 Averaging principle
Differences between Asch & Anderson
Person memory
 Encoding implications
 Retrieval
Implicit personality theory
Halo effects
Facial expressions
Heider's common sense psychology
 Internal vs external attributions
 Stable vs unstable attributions

Jones & Davis' correspondence inference theory

Analysis of non-common effects

Freely chosen behavior

Unexpected behavior

Kelly's covariation theory

Actor attribution

Entity attribution

Situational attribution

Distinctiveness

Consistency

Consensus

Patterns of information needed to make attributions