

Completion*Complete each sentence or statement.*

13. Shelly went shopping and fell in love with a sweater that she could not afford. Shelly's _____ made her feel uncomfortable as she gave her credit card to the salesclerk.
14. The _____ of a group might include organizing a bake sale or selling candy to raise money.
15. The _____ of a group might include throwing a party to celebrate a successful season.
16. Treating members of certain groups unequally is _____.
17. The way you use your body and facial expressions are forms of _____.
18. The larger the group, the greater the possibility that you will engage in _____, because you feel a reduced sense of accountability.
19. You engage in _____ when what you say publicly about something contradicts what you privately feel about it.
20. You tend to have different opinions and attitudes than your parents toward some things due to _____.
21. Firefighters have a strong sense of _____; they are not highly paid yet risk the effects of entering burning buildings in the course of performing their jobs.
22. The _____ consists of four tests that measure academic development.

Matching**MATCHING***Match each item with the correct statement below.*

- | | |
|-----------------------------|-----------------------|
| a. aggression | m. attribution theory |
| b. attitude | n. brainwashing |
| c. complementarity | o. catharsis |
| d. conformity | p. compliance |
| e. identification | q. deindividuation |
| f. ideology | r. gerontology |
| g. persuasion | s. internalization |
| h. self-fulfilling prophecy | t. norms |
| i. social cognition | u. obedience |
| j. social psychology | v. physical proximity |
| k. stereotype | w. primacy effect |
| l. visualization | x. self-concept |

- _____ 23. a group's common ideas, attitudes, and goals
- _____ 24. set of assumptions about people in a given category
- _____ 25. a belief, prediction, or expectation that operates to bring about its own fulfillment

Name: _____

ID: A

- ___ 26. behavior intended to do physical or psychological harm to others
- ___ 27. mentally rehearsing the steps involved in a successful performance or process
- ___ 28. focuses on how we perceive, store, and retrieve information about social interactions
- ___ 29. predisposition to respond in particular ways toward specific things
- ___ 30. attraction between opposite types of people
- ___ 31. acting in accordance with a specified authority
- ___ 32. the direct attempt to influence attitudes
- ___ 33. the tendency to form opinions of others based on first impressions
- ___ 34. how we see or describe ourselves
- ___ 35. a change in attitude or behavior brought about by social pressure to comply with people perceived to be authorities
- ___ 36. the study of aging
- ___ 37. the distance of one person to another
- ___ 38. uses extreme measures such as physical suffering and intensive indoctrination to change attitudes
- ___ 39. releasing anger or aggression by letting out powerful negative emotions
- ___ 40. analysis of how we interpret and understand other people's behavior
- ___ 41. a change of behavior to avoid discomfort or rejection and to gain approval
- ___ 42. shared standards of behavior accepted by and expected from group members

Short Answer

- 43. Describe the relationship between the primacy effect and a self-fulfilling prophecy.
- 44. Compare and contrast actor-observer bias and self-serving bias.
- 45. What is the difference between a primary group and a secondary group?
- 46. Identify and briefly discuss the three main processes involved in changing attitudes.
- 47. What is the significance of the field of gerontology to society today?
- 48. Identify and briefly discuss each of the three reward values we receive from our friends.
- 49. What are the features that distinguish a group from an aggregate of individuals?
- 50. Explain the concept of diffusion of responsibility and give an example.
- 51. Discuss observational learning as it relates to attitude formation.
- 52. Discuss what researchers have found to be the effects of day care on young children.