# **Social Psychology Unit**

# Review Sheet

**Re-familiarize yourself with the following terms, places and people:**

Social Psychology

Solomon Asch

Stanley Milgram

Leon Festinger

John Darley

Bibb Latane

Kitty Genovese

Jim Jones

Robert J. Lifton

Bystander Effect

Conformity

Obedience

Cognitive Dissonance

Attribution Theory

Internal Disposition

Situational Disposition

Fundamental Attribution Error

*Rude Woman* Experiment

External Validity

*Milgram* Experiment

Planet Clarion

“Marion Keech”

Werther Effect

Beaman Effect

Peoples Temple

Jonestown

Thought Reform

-Milieu Control

-Mystical Manipulation

-Confession

-Self-sanctification..Purity

-Aura of Sacred Science

-Loaded Language

-Dispensed Existence

**Re-familiarize yourself with the following issues and concepts:**

##### **Asch Line Experiment**

* First of all: what is ‘social psychology’ and how do social psychologists explain human behavior?
* How did Asch’s ‘Line Experiment’ demonstrate conformity?
* What were the results (or ‘findings’) of Asch’s Line Experiment?

##### **Attribution Theory**

* What is it?
* What does it mean to attribute other people’s behavior to “inner dispositions”? To “situational dispositions”?
* What is ‘fundamental attribution error’, and when is it most likely to be made?

##### **Milgram Experiment**

* What was the experiment? What was it designed to study?
* Why was the experiment so controversial? Did Milgram deserve the criticism he received after the results were published?
* Why do social psychologists say that: “**where** we are matters more than **who** we are”?
* Did the study have external validity?

##### **Cognitive Dissonance**

* What is it? In what types of situations does it happen?
* In what ways do people typically resolve their dissonance?
* Who was Leon Festinger, and what was the classic study he performed to examine CD?
* Closed cases in CD (remember some of them?).

##### **Bystander Effect**

* What is it (BE) and how did Kitty Genovese’s murder lead to the development of this concept?
* What was Latane and Darley’s unconventional hypothesis of the explanation for the bystander’s inaction in the Genovese murder?
* How do ‘Social Cueing’ and ‘Social Etiquette’ relate to BE?
* Remember Werther Effect? Beaman Effect? (…you should)

##### **Jonestown & the Peoples Temple**

* How does the experience of members of the Peoples Temple show conformity, obedience, and cognitive dissonance?
* How do Lifton’s theories (on thought reform) relate to the ways Jim Jones lead his congregation and ministry?