

PSY 308: Social Psychology
Exam Review Sheet

Exam 2 Review Sheet

Chapter 4

Define social perception.

Summarize the three explanations that have been offered to account for the differences in social perceptions as a function of such features (pp. 96-98).

Explain how people use nonverbal cues to judge others.

Identify the six “primary” emotions.

Contrast the channels of communication that are most likely to reveal that someone is lying with the channels that perceivers typically try to use to detect deception (pp. 102-104).

Explain how the availability heuristic can give rise to the false-consensus effect.

Describe the base-rate fallacy. Define counterfactual thinking and identify when it is likely to occur.

What is the fundamental attribution error?

What is “belief in a just world”?

Define implicit personality theory.

Describe how belief perseverance, confirmatory hypothesis testing, and the self-fulfilling prophecy can each contribute to the confirmation bias (pp. 122-127).

Chapter 5

Explain the different mechanisms by which stereotypes form.

Discuss the advantages and disadvantages of social categorization.

Distinguish between entity and incremental theorists.

What impacts whether stereotypes are accessed in order to judge others, and whether they are automatic or intentional?

Explain realistic conflict theory and relative deprivation.

Discuss how social dominance orientations and system justification promote prejudice against outgroups (pp. 156-157).

Explain modern racism and discuss reasons that interracial perceptions and interactions are more challenging than perceptions and interactions between sexes (pp. 165-170).

What is stereotype threat?