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| Term | Definition | Real World Example |
| 1. Social Psychology |  |  |
| 1. Attribution Theory |  |  |
| 1. Fundamental Attribution Error |  |  |
| 1. Attitude |  |  |
| 1. Peripheral route persuasion |  |  |
| 1. Central route persuasion |  |  |
| 1. Foot-in-the-door phenomenon |  |  |
| 1. Role |  |  |
| 1. Cognitive Dissonance |  |  |
| 1. Conformity |  |  |
| 1. Normative social influence |  |  |
| 1. Informational social influence |  |  |
| 1. Social facilitations |  |  |
| 1. Social loafing |  |  |
| 1. Deindividuation |  |  |
| 1. Group Polarization |  |  |
| 1. Groupthink |  |  |
| 1. Culture |  |  |
| 1. Norms |  |  |
| 1. Prejudice |  |  |
| 1. Stereotype |  |  |
| 1. Discrimination |  |  |
| 1. Just-world phenomenon |  |  |
| 1. Ingroup |  |  |
| 1. Outgroup |  |  |
| 1. Ingroup bias |  |  |
| 1. Scapegoat theory |  |  |
| 1. Other-race effect |  |  |
| 1. Aggression |  |  |
| 1. Frustration-aggression principle |  |  |
| 1. Social Script |  |  |
| 1. Mere exposure   Effect |  |  |
| 1. Passionate love |  |  |
| 1. Companionate love |  |  |
| 1. Equity |  |  |
| 1. Self-disclosure |  |  |
| 1. Altruism |  |  |
| 1. Bystander effect |  |  |
| 1. Social exchange theory |  |  |
| 1. Conflict |  |  |
| 1. Social trap |  |  |
| 1. Mirror-image perceptions |  |  |
| 1. Self-fulfilling prophecy |  |  |
| 1. GRIT |  |  |

**Significant Psychologists TIP**: Create ‘Sig Psych’ flashcards for each of these names. Include their full name on the front, and write a summary of their contribution to psychology/what they are best known for on the back.

Phillip Zimbardo

Leon Festinger

Solomon Asch

Stanley Milgram

Joseph Darley

**Real World Example Help**

You may copy definitions directly from the textbook. The ‘Real Word Example’ must be a CLEAR example of the term. If written correctly, a reader could cover up the term and know EXACTLY which vocabulary word your real world example applies to because it is a clear, obvious, and a correct application of the term to something found in daily life. This is intended to be the most difficult and time consuming piece of the vocabulary notebook as you are challenged to APPLY your understanding of the term to something familiar to you. Only when you truly understand what the term means will you be capable to seeing connections around you.

GRIT:

**Definition** (Graduated and Reciprocal Initiative in Tension-Reduction) which is a strategy designed to decrease international tensions.

**RWE:** During the Cold War, President Ronald Reagan invested in the relationship he had with Mikhail Gorbachev in order to help increase the focus on how both nations could benefit from an end to the tensions of The Cold War.

**NOT THIS**

RWE: President Kennedy talked with Nikita Khrushchev during the Cold War.

**Or THIS**

RWE: Presidents meeting with other leaders

Sometimes students have found it easiest to begin their RWE with a NAME to ensure they are linking the term to an outside situation. ‘When Beyonce’ was in kindergarten, she told everyone she was going to become a rich and famous celebrity one day, and today she is one of the most powerful forces in the entertainment industry.’ Or ‘The crab fishermen on Deadliest Catch all believe filling their boat with the quota every season doesn’t harm the crab population in the Bearing Sea but now it has become very difficult to find enough crab in the ocean to meet their financial needs.’