I. Groups

A. Definitions
   1. Group
   2. Collective

B. Group characteristics
   1. Roles
   2. Norms
   3. Cohesiveness

C. Group formation
   1. Social Identity Theory
   2. Optimal Distinctiveness Theory
      a) Belongingness & Distinctiveness needs

D. Social Facilitation & Social Loafing
   1. Social Facilitation
      a) Others create arousal which facilitates dominant response
         (1) Why do others cause arousal?
         (2) What is the dominant response?
   2. Social Loafing
      a) Others do not create arousal, which helps hard tasks but hurts easy tasks
   3. Key differences (e.g., evaluative apprehension)

E. Groupthink
   1. Why
      a) Normative conformity
      b) Dissonance reduction
      c) Social validation
      d) Group polarization
         (1) Persuasive arguments
         (2) Social comparison
   2. Risk Factors
   3. Symptoms
   4. Consequences
   5. Solutions

F. Deindividuation
   1. Definition
   2. Factors promoting deindividuation
   3. How does it work?
      a) Accountability cues
      b) Attentional cues

II. Attraction and relationships

A. Why do we have relationships?
   1. Need to Belong

B. Benefits to well-being

C. Initial Attraction
   1. Familiarity
      a) Propinquity Effect
      b) Mere Exposure
   2. Misattribution of Arousal
      a) Dutton & Aron bridge study
   3. Physical Attraction
      a) Universal or culturally bound beauty standards?
      b) Symmetry/Averages
      c) Evolutionary Perspective
         (1) Personal Ad Study
      d) Consequences of Beauty/Attractiveness Stereotype
         (1) What is beautiful is good
         (2) Self-Fulfilling prophecies
         (3) Matching Hypothesis
   4. Similarity
      a) More in common – more likely to meet – more shared activities
      b) Social Validation
      c) Dislike those who are different
   5. Reciprocal liking
      a) Self-fulfilling prophecy
      b) Balance Theory (Heider)

D. Getting to Know You
   1. Flirtation
      a) Techniques used
      b) Cessation of Flirtation
      c) Gender differences
   2. Self-presentation
      a) Reveal some things, conceal others (can lead to Ironic Processes)
      b) Norms
         (1) Decorum
         (2) Modesty
         (3) Behavioral matching
         (4) Consistency
3. Self-Disclosure
   a) Social Penetration Theory
   b) Self-disclosure reciprocity
      (1) Perceived partner responsiveness
      (2) Effects of mood & alcohol

E. Types of Relationships
1. Exchange
   a) Benefits
2. Communal
   a) Clark study (red pen)

F. Love
1. Passionate love vs. Companionate love

G. Social Exchange Theory
   1. Satisfaction = Benefits – Costs – Comparison Level
   2. Commitment = Satisfaction + Investments – Alternatives

H. Attachment Theory
   1. Secure, Avoidant, Anxious
   2. Developmental Origins
   3. Consequences
      a) Daily interaction
      b) Trust
      c) Conflict resolution

I. Implicit Relationship Theories (Knee)
   1. Destiny vs. Growth Beliefs
      a) Associated phenomena

J. Interdependence
   1. Inclusion of Other in Self
      a) Reaction time Study (Aron)
   2. Cognitive Interdependence (Agnew & Rusbult)
      a) Predictive utility (mediates effect of social exchange variables)
   3. Transactive Memory (Wegner)

K. Jealousy
   1. Evolutionary perspective on gender differences

L. Attributions in Relationships

M. Ending Relationships
   1. Predictors of lasting marriage
   2. Coping styles
   3. Breakup process

III. Altruism

A. Definitions
   1. Prosocial Behavior
   2. Altruism
   a) Is there true altruism?

B. Why do we help?
   1. Evolutionary Explanations
      a) Kin Selection
      b) Reciprocal Altruism
      c) Cooperative Groups
   2. Social Exchange
      a) Possible costs and benefits
   3. Empathy Altruism Hypothesis
      a) Toi & Batson Study

C. Individual Differences in Helping
   1. Altruistic Personality
      a) Empathy
      b) Collectivist
      c) Moral reasoning
   2. Learning from parents
      a) Rewarding helping
      b) Promoting empathy
      c) Modeling

D. Who do we help?
   1. Similar others
   2. Ingroup members
   3. Attractive people

E. Who do we not help?
   1. Stigmatized group members
   2. People who are at fault for their own need for help

F. Effects of Mood

G. Latane & Darley
   1. Bystander Effect
   2. Diffusion of responsibility
   3. 5 steps of helping
      a) Notice event
      b) Interpret as emergency
      (1) Pluralistic Ignorance
      c) Assume responsibility
      (1) Diffusion of responsibility
      d) Decide how to help
      (1) The role of special skills
      (2) Direct help
IV. Applications: Law
A. Interrogations
1. What aspects of the interrogation situation make it likely that police can elicit a confession?
2. Role of innocence/guilt
3. False confessions
   a) Internalization
   b) Kassin & Kiechel study
B. Confessions in court
1. Impact on juries
2. Forced confessions
   a) Fundamental attribution error
3. Ability to detect a lying suspect
C. Lie detector tests
1. CRAP
D. Eyewitness identification
1. Acquisition
   a) Weapon Focus Effect
   b) Cross-Race Identification Bias
2. Storage
3. Retrieval
   a) Confidence

V. Applications: Health
A. Stress
1. Definitions
2. Coping with stress
3. Immune function
4. Responding to Stress
B. Perceptions of Control
1. Langer & Rodin Studies
2. Schulz studies
C. Effects of Alcohol
1. Disinhibition Theory
2. Alcohol Myopia
D. Improving health
1. Message framing
2. Dissonance interventions

Other Interesting Material From Your Textbook
9: Social Dilemmas/Prisoner's Dilemma
9: Negotiation/Bargaining
9: Leadership in groups
10: Triangular Theory of love
10: Equity Theory
11: How can helping be increased
SPA1*: Self-efficacy
SPA1: Life Orientation Test
SPA1: Confiding in others
SPA1: Fear-Arousing communications
SPA3: Signs of accurate testimony
SPA3: Pretrial publicity
SPA3: Jury deliberations
SPA3: Jury size
SPA3: Why do people obey the law
SPA3: Procedural Justice

*SPA = Social Psychology in Action – last 3 chapters of your book