I. What is aggression?
   A. Aggression is any act intended to harm another person who does not want to be harmed
   B. Two types
      1. Instrumental aggression - behavior intended to harm another person in order to obtain something of value
      2. Hostile aggression (also called emotional aggression) - behavior intended solely to harm another person

II. Origins of aggression
   A. Evidence for aggressive tendencies being innate
      1. Instinct theory
         a. Freud’s distinction between eros (life instinct) and thanatos (death instinct)
      2. Evolutionary theory
         a. Organisms who successfully aggress against others gain valuable resources, which gives them an advantage in the struggle to survive
         b. Can account for gender differences in aggression
3. Biological factors
   a. Testosterone
   b. Serotonin

B. Evidence for aggression being learned
   1. Social Learning Theory (Bandura, 1977)
      a. Behavior is learned through the observation of others, as well as through direct experience of rewards and punishments
      b. The power of models is key here
         (1) Bandura et al. (1961) Bobo doll study
         (2) Other evidence
   c. Aggression scripts
2. Socialization and gender differences

3. Socialization and cultural differences
   a. There are also cultural differences in aggression
   b. Culture of honor - culture that emphasizes honor and social status, especially for males, and the role of aggression in protecting that honor
   c. Nisbett and Cohen's work on the culture of honor in the South

C. Nature and nurture perspectives interact to influence a person's behavior
III. Situational influences on aggression

A. Frustration

1. The frustration-aggression hypothesis states two things: (1) frustration due to interruption of a person’s progress toward a goal will always cause a person to become aggressive AND (2) all aggression is caused by frustration

   a. Barker, Dembo, & Lewin (1941) toy study

   b. Cutting in line study

2. But…frustration does not always cause aggression, and all aggression is not caused by frustration
B. Negative affect

1. Negative affect is what causes aggression, and frustration is just one cause of negative affect.

2. Any factor that causes negative affect will cause aggression (crimes).

3. What about positive affect?

C. Cognition

1. Cognitive neoassociation analysis (Berkowitz) - negative affect automatically leads to feelings of anger and fear, but what we do with those emotions is determined by higher-order cognitive processing.

![Diagram of the causal model of aggression](image)
a. Berkowitz & LePage (1967) gun study

2. Controlled processes can be used to overcome the influence of the automatic aggressive thoughts

3. Motivation and ability are necessary to use these controlled processes

   a. Alcohol reduces ability to use controlled processes, and thus increases aggression