I. Definitions
   A. Group – a collection of people who have direct interactions with each other over an extended period of time and who share a common fate

   B. Collective – a collection of people engaging in a common activity but who have little interaction with each other

II. Effects of being around other people (collectives or groups)
   A. Social Facilitation
      1. Triplett (1898) bikers and fishing reels studies

      2. It seemed that performing in front of other people increased performance...but then came some inconsistent findings

      3. Zajonc's (1965) explanation for inconsistent results
         a. The presence of other people causes arousal
         b. Arousal increases the dominant response
         c. How performance is affected depends on the type of task:
4. Definition of social facilitation - the tendency for people to do better on easy tasks and worse on hard tasks when they are in the presence of other people and their performance can be individually evaluated.

5. Examples

6. Why does the presence of other people cause arousal?

But...social facilitation does not always hold.

B. Social Loafing

1. Social loafing occurs when performance can **not** be individually evaluated.

2. The presence of other people causes relaxation (rather than arousal).

3. How performance is affected depends on the type of task:
4. Definition of social loafing - the tendency for people to do worse on easy tasks and better on hard tasks when they are in the presence of other people and their performance can not be individually evaluated.

5. Examples

6. Decrease social loafing

C. Integration of social facilitation and social loafing
D. Deindividuation

1. The loosening of normal constraints on behavior when people are in a crowd, leading to an increase in impulsive and deviant acts.

2. Examples

3. Why does deindividuation happen?

   a. Accountability cues

   b. Attentional cues

4. Social identity model: deindividuation effects not always bad, they replace personal norms with group norms.

   Evidence:
III. Basic group characteristics and processes

A. Essential characteristics of a group

1. Roles in the group

2. Norms

3. Cohesiveness

B. Stages of Group Development

1. Forming

2. Storming

3. Norming

4. Performing

5. Adjourning

C. Group processes

1. Groupthink - A group decision-making style in which maintaining group cohesiveness and solidarity is more important than considering the facts in a realistic manner