

1. How might it affect research results and what should experimenters do to avoid it?
- F. What is the Perseverance Effect and what does it show in terms of schemas persisting even after they are discredited (p. 75)
- G. What do we know about the accuracy of introspection? What studies have addressed this?
1. What are the motivated distortions we talked about in class and how do they contribute to inaccuracies in introspection?
 2. What is controlled processing and what is automatic processing?
 - a. How do these types of processing help explain inaccuracies in introspection?
 - b. What is meant by confabulations and how does this relate to explaining our own behavior?
 - c. What is Gilbert's theory of automatic believing and controlled unbelieving? What experiments have addressed this? (P. 94-96)

- d. What is thought suppression? What ironic effect has it been shown to have and how does this relate to automatic and controlled processes (p. 96-98)
 3. How does not thinking about all the factors present in the actual situation contribute to inaccuracies in introspection?
 4. What is the overconfidence barrier and how is it related to inaccuracies in introspection?
 5. What implications do inaccuracies in introspection have for understanding social psych experiments?
- H. What are judgmental heuristics?
1. What is the availability heuristic? (P. 82)
 2. What is counterfactual thinking? When are we most likely to engage in it? (P 84-85)
 3. What is the representativeness heuristic?
 - a. What is base rate information and how does it figure into the representativeness heuristic?

4. What is the anchoring and adjustment heuristic?
 - a. How is biased sampling thought to play a role?

5. What are the 2 views of the human information processor? (P. 89-92)

Chapter 4: Social Perception

- III. What did Thielen do and find in her Mesa elementary school science fair project? What does this suggest about person perception?

- IV. What is nonverbal communication and what 4 functions does it serve?

- V. What is the universality thesis? What emotions does it pertain to?
 - A. What kind of evidence has been used to support it? Know the general procedure of the cross-cultural studies and about the study with the South Fore.

 - B. What are display rules?

- VI. What inferences do people make based on facial features (i.e., babyfaced versus mature facial features)? What effects have these had in real-life situations such as court cases?

- VII. What are the 2 main types of attributions?
- VIII. What did Heider mean by the term naive psychology?
- IX. What is correspondent inference theory? Under what conditions does it say we will make internal attributions?
- X. What is Kelly's covariation model? What is meant by distinctiveness, consensus, and consistency? What pattern of covariation will lead to an internal attribution, and external attribution, or an attribution that they behavior was caused by something about the combination of the particular circumstances?
- A. When is Kelly's model most applicable?
- XI. What is the fundamental attribution error? (P. 127-134)
- A. Why does it occur? What role does perceptual salience play?
- B. How does anchoring and adjustment affect the attributional process?
- C. What is the 2-step process of attribution that has been used to explain the fundamental attribution error? Notice that this is a variant on the automatic believing and controlled unbelieving model in ch 3.

D. What cultural differences have been observed in the fundamental attribution error and why are they thought to occur?

XII. What is the actor/observer difference? P. 134-137

A. How have perceptual salience and information availability been used to explain this effect?

Chapter 10: Attraction

know these major antecedents (causes) of attraction

XIII. Proximity effect (p. 374). Know how the study by Festinger, Schacter, and Back (1950) supports proximity

A. Why does the proximity effect occur? Know the role of mere exposure (p. 376)

XIV. Which is the more accurate statement: that opposites attract or that birds of a feather flock together? In other words, what effect does similarity have (p. 377)?

A. How do social validation and negative inferences help to produce greater liking for more similar people?

XV. What is the role of physical attractiveness? Know about the blind date study of Hatfield (1966) with heterosexual couples and the study by Sergios & Cody (1986) with gay men.

- A. What assumptions do we make about attractive people? (p. 384) – the “what is beautiful is good” stereotype
 - B. What does the Frieze (1991) study suggest about success at work as a function of physical attractiveness?
- XVI. Do we like people who like us? What role does self-esteem play in this?
- XVII. What are the evolutionary explanations for attraction and mating? What 2 assumptions do these make?
- A. What 3 types of studies support this position (i.e., desired qualities in a partner, # of desired sexual partners, and reactions to infidelity)?
 - B. For each piece of evidence supporting the evolutionary theories, what alternative explanations have been advanced?
- XVIII. Adult attachment styles:
- A. How is this related to the idea of infant attachment styles? What is the “strange situation” and how is it used to assess infant attachment?
 - B. What are the 3 infant attachment styles?

- C. How did Hazan & Shaver assess adult attachment styles? What styles did they find?

 - D. What is the hypothesized relation between infant and adult attachment style?
 - E. What evidence shows that adult attachment styles are likely to affect other things besides just romantic relationships?
- XIX. What are the major theories of attraction? Be sure to note that these theories also apply to long-term relationships and love.
- A. social exchange theory (p. 388 for attraction and p. 398 for long-term relationships)

 - B. equity theory (p. 389 for attraction and p. 401 for long-term relationships)

 - C. What is the difference between exchange and communal relationships?