



- IV. What is a self-fulfilling prophecy? How does it work and how is it related to schemas?
- A. Be sure you understand how the study on kids labeled as gifted shows the effects of a self-fulfilling prophecy.
- B. How might it affect research results and what should experimenters do to avoid it?
- V. 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)
- VI. What is the cognitive miser and motivated tactician view of human information processing? Which is considered to be more accurate?
- VII. What are judgmental heuristics?
- VIII. What is the availability heuristic? (P. 74)
- IX. What is counterfactual thinking? When are we most likely to engage in it?

- X. What is the representativeness heuristic?
- A. What is base rate information and how does it figure into the representativeness heuristic?

- XI. What is the anchoring and adjustment heuristic?

Chapter 4: Social Perception

- XII. What is nonverbal communication and what 4 functions does it serve (p. 97)?

- XIII. What is the universality thesis about emotions? 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? How does the concept of display rules fit with the universality thesis to explain the similarities and differences in emotions across cultures?

- XIV. 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?

XV. How good are we at detecting deception? What kind of information seems relevant to detecting deception?

XVI. What are the 2 main types of attributions?

XVII. What is the fundamental attribution error?

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?

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

XVIII. What is the actor/observer difference?

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

XIX. What are self-serving attributions?

XX. What are defensive attributions?

XXI. What is unrealistic optimism?

XXII. What is belief in a just world?

### Chapter 10: Attraction

know these major antecedents (causes) of attraction

XXIII. Proximity effect (p. 340). Know how the study by Festinger, Schacter, and Back (1950) supports proximity

A. What are functional and physical distance? How is each related to the proximity effect?

B. Why does the proximity effect occur? Know the role of mere exposure (p. 331)

XXIV. 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. 342)?

XXV. What is the role of physical attractiveness? Know about the blind date study of Hatfield (1966).

A. What assumptions do we make about attractive people (the “what is beautiful is good” stereotype)? Why are these assumptions made?

B. What types of attractiveness ratings do composite faces receive and why?

XXVI. Do we like people who like us? What role does self-esteem play in this? (P. 344)

XXVII. What are the evolutionary explanations for attraction and mating? What 2 assumptions are made in these explanations?

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?

XXVIII. 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?

XXIX. 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. 353 for attraction and p. 362 for long-term relationships)

B. equity theory (p. 354 for attraction and p. 364 for long-term relationships)

C. What is the difference between exchange and communal relationships? (P. 365)