

Review Sheet Final Exam
 Sociology 2
 Self and Society
 Instructor: Paciotti

About half of the exam will cover select topics from the first 2/3 of the course (see PART I below). The other half will cover all of the material listed in Lectures 14-18. The format will be the same as the first two exams.

PART I

Review the following concepts and short answer questions from the first 2/3 of the course:

Definition of social psychology	When are attitudes and behavior consistent?
What is meant by “person” and “situation”	Dual process model of persuasion
Correlational method	Balance theory
Experimental method	Cognitive dissonance theory
Random assignment	Post-decisional dissonance
Ethical issues	High self monitors and attitude change
Motives and Goals	Definition of social influence
Exemplars and Schema	Conformity, compliance, obedience
Situations can “prime” certain knowledge and ideas	“Line experiments” by Asch and Milgram’s obedience experiments
Descriptive and injunctive norms	Foot in the door technique
Self concepts	Low ball technique
Self esteem	Sternberg’s three component theory of love (intimacy, passion, decision/commitment)
Social comparisons and happiness	Types of love
Individualistic and collective culture	What types of features are attractive
Social cognition: attention, interpretation, judgment, memory	Beauty = good stereotype
Conserving mental effort	Two factor theory
Self-fulfilling prophecy	Secure, anxious, avoidant attachments
Fundamental attribution error	Definition of altruism and egoism
Representative heuristic	Prosocial behavior
Availability heuristic	Inclusive fitness
Regression to the mean	Norm of reciprocity
Downward and upward social comparison	Bystander effect
Self-serving bias	Empathy-altruism hypothesis
Self-presentation	Definition of aggression
High self monitors	Indirect and direct aggression
Self handicapping	Instrumental and emotional aggression
Definition of persuasion	
Definition of attitudes	
Correlation between attitudes and behavior	

- 1.) Be able to contrast the various theoretical perspectives (sociocultural, evolutionary, social learning, social cognition)
- 2.) Compare “Western” and “Eastern” culture, and describe a few experiments that illustrate these differences.

- 3.) Be able to discuss and provide examples for the following ideas: “Different persons respond differently to the same situation”; “Situations choose the person”; “Persons choose the situation”; “Different situations prime different parts of the person”; “Persons change the situation”
- 4.) Describe the goals of social cognition and be able to explain how schema and heuristics are an advantage. Also be able to describe disadvantages of these processes.
- 5.) Review some of the important assumptions from the symbolic interactionist perspective. What are some important differences between this perspective and the “psychological” perspective?
- 6.) Describe the importance of self-concepts in the symbolic interactionist perspective. What are symbols?
- 7.) What is the difference between gender and sex? Review the gender differences described in lecture. Contrast how evolutionary theorists and symbolic interactionists might explain gender differences.
- 8.) Review the theory of sexual selection
- 9.) Describe the difference between conformity, compliance and obedience. Remember that people are influenced by others because of the need to be liked and the need to choose correctly.
- 10.) What are some important components about the decision to break up a relationship?
- 11.) Describe the frustration-aggression hypothesis

PART II

Review the material in lectures 14-18

- 1.) Describe social learning theory, and then describe the Bandura’s “bobo doll” experiments. What were the results of these experiments?
- 2.) What do correlational and experimental studies suggest about TV and aggression?
- 3.) Do you think that the theory of sexual selection can apply to human aggression?
- 4.) What is a “culture of honor”? What evidence was presented to suggest that a culture of honor continues to exist in the American South?
- 5.) Know the difference between prejudice (attitudes), stereotypes, and discrimination.
- 6.) What is the minimal intergroup paradigm? What experiments were used to test these ideas?
- 7.) Describe the “Robbers cave experiment”. Discuss the difference between the minimal intergroup paradigm and realistic group conflict theory.
- 8.) What is “social dominance orientation”?
- 9.) Which types of religious people are the most likely to be prejudiced?
- 10.) What do the bogus pipeline experiments show?
- 11.) What was learned in the the Stanford Prison experiment?
- 12.) Describe groupthink, and provide some examples of this process.
- 13.) Be prepared to describe social dilemmas.
- 14.) Describe the ultimatum game. What was learned from the cross-cultural experiments?
- 15.) What was the main idea of Brian’s research of the Sungusungu? Were they cooperative?
- 16.) How did the Sungusungu achieve cooperation?
- 17.) Review the major theoretical perspectives. Are these theories mutually exclusive, or can these be integrated? How?