

Social Psychology



It's simple- you can't have an in-crowd unless you leave somebody out of it- without uncool, there is no cool. So basically, you're nothing without me. HA!



search ID: bctm537

Suzie would later win a Nobel Prize for her ©Original Artist
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"Wail! Wail! Listen to me! ... We don't HAVE to be just sheep!"

Social Psychology Unit Guide REV 2016

Essential Questions:

- Under what conditions do people obey, conform, and help others?
- How do attitudes and actions influence individual and group behavior?

18-2

Attitude
Foot-in-the-door phenomenon
Role

18-3

Conformity
Obedience

18-4

Social facilitation
Social loafing
Deindividuation

19-3

Altruism
Bystander Effect

19-4

Prejudice
Stereotype
Discrimination
Ingroup
Outgroup
Ingroup bias
Scapegoat theory
Other-race effect
Just-world phenomenon

Misc.

Halo effect
Social trap
Proximity
Mere exposure effect
Physical attractiveness
Similarity

Names to know:

Zimbardo

Asch

Milgram

Darley & Latane







Thinking About the Fundamental Attribution Error (FAE)

Instructions: Circle the best answer where appropriate, and complete short-answer items as briefly as possible.

1. Suppose you're at the store asking a clerk a question, and the clerk speaks abruptly to you. There are at least two possible reasons: something about the clerk's personality or something about the situation. If you are like most people, you might initially assume that:
 - A. the clerk is a rude person.
 - B. the clerk is having a stressful day.
 - C. you said something that accidentally offended the clerk.
 - D. Either B or C
2. Suppose you're walking down an alley in a large city and see someone sleeping who appears to be homeless. You may wonder to yourself, "Why is this person homeless?" If you were to commit the fundamental attribution error, which of the following explanations might be your answer?
 - A. The local economy is in bad shape, closing plants and laying off workers.
 - B. Maybe this person's home burned down recently, and the government has not yet acted to help.
 - C. Homeless people tend to be lazy or too irresponsible to hold down a job.
 - D. Either A or B could be your reason.
3. In addition to the examples above, what are some other predicaments or instances of suffering that might be caused by situational factors but are often blamed on personality characteristics? Provide at least two examples.

Example #1:

Example #2:

4. To what degree are you open to the possibility that *you yourself* might sometimes commit the FAE when you explain someone's behavior?
5. For homework, complete the chart on the next page—watching for situations where there could be both situational and personality (dispositional) causes. Record at least 4.

Observed Behavior	One Possible Personality Cause (This is an <u>internal attribution</u>)	One Possible Situational Cause (This is an <u>external attribution</u>)	Another Possible Situational Cause (This is an <u>external attribution</u>)

**** Highlight your initial, “gut” reactions to the behaviors you observed above! Where they situational or dispositional (personality)?**

The World of Entertainment

	Men	Women	Lead roles	Supporting roles	Positive role models
Black					
White					
Asian					
Latino/a					
Native American					
LGBT					
Disabled					

Analysis

1. Which categories was it more difficult to find examples for? Which were the easiest? Why?
2. Does it matter that some groups are overrepresented or underrepresented in the media? Explain your reasoning.
3. Is the number of dominant groups represented in the media related to social privileges? Why or why not?

SOCIAL PSYCHOLOGY: GUESS WHO EDITION



PART ONE:

1. Read the following profiles of well-known people.
2. After reading each profile, describe what demographic information comes to your mind based on the background information provided about the person.
 - Think about things like what that person may do for a living, their race, their gender, and the things that may be important to them.
 - Make note of what you think this person may be well known for.
 - Guess the individual's name and record it in the blank provided.

Personality A:

- Was sent to live in various foster homes and orphanages after mother was admitted into a mental hospital
- Wanted to be a lawyer, but was told by a teacher that those dreams were "unrealistic"
- Became involved in various narcotic, prostitution and gambling rings after moving to New York

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality B:

- Child of Jewish refugees of the Holocaust
- Worked on Robert Kennedy's presidential campaign
- Was mayor of a U.S. city

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality C:

- Was a good student for quite some time but grades began to slip in high school
- Had dreams of becoming an artist, and at age of 18, moved away from home to be closer to a major art school
- Worked odd jobs and was even homeless while trying to get into art school

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality D:

- Born into a very religious family
- Worked for the Oakland Athletics baseball team
- Wanted to play baseball for a living, but joined the Navy instead

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality E:

- Quit school in the 6th grade
- Worked in a bowling alley and a candy shop
- Is from a very close-knit family

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality F:

- Grew up very poor and lived with grandmother on a farm in Mississippi
- Later lived with mother, but was rebellious and got into a lot of trouble
- Was a parent at the age of 14

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality G:

- Dropped out of Harvard
- Refused to do school work in Jr. High and High School
- Involved with building projects through Habitat for Humanity

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality H:

- Experienced a traumatic event and completely stopped talking for almost four years
- Dropped out of high school
- Best friend was a brother named Bailey

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality I:

- Born into a family of actors
- Was a child star
- Abused drugs and alcohol beginning at a young age

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality J:

- As a child, family lived in a car after being evicted from their home
- Started a dance group called Majestic Vision Dancebreakers
- Performed at the 1984 Olympic Games

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality K:

- Born 17th child out of 52 children
- Family owned a construction company
- Family was very wealthy; father was a billionaire

Demographics (race, gender, job, well-known for?):

Who am I? _____

Personality L:

- Was named after an Incan Indian who was a revolutionary
- Loved to write poetry and love songs
- Attended The Baltimore School for the Performing Arts; studied acting and ballet

Demographics (race, gender, job, well-known for?):

Who am I? _____

Name _____

A CLASS DIVIDED VIDEO QUESTIONS



1. What did the children's body language indicate about the impact of discrimination?
2. How did the negative and positive labels placed on a group become self-fulfilling prophecies?
3. As adults, how did Jane Elliott's students reflect on the experience?
4. What do you think – should exercises like this be done with all children? Weigh the pros and cons as you draw your conclusion.

SOCIAL PSYCHOLOGY: GUESS WHO EDITION



PART TWO

Directions: Match each name below to the personality profiles in Part One. Write the letter of the profile in the blank provided.

_____ Maya Angelou

_____ Tupac Shakur

_____ Cuba Gooding Jr.

_____ Drew Barrymore

_____ Osama Bin Laden

_____ Malcolm X

_____ MC Hammer

_____ Oprah Winfrey

_____ Al Capone

_____ Bill Gates

_____ Adolf Hitler

_____ Jerry Springer

Follow-up questions:

1. Did you guess any of the people correctly the first time? If yes, which ones?
2. Did you make any errors regarding gender or race? If yes, why do you think you choose incorrectly (what phrases or attributes made you think one gender or race over another)?
3. How does this activity relate to stereotyping and prejudice?

Shock Levels in Milgram's Obedience Study

Shock level	Verbal designation and voltage level	Shock level at which I believe I would disobey the experimenter	Shock level at which I believe the average high school student would disobey the experimenter	Number of subjects out of 100 who would continue to the 450-volt level
	Slight Shock			
1	15			
2	30			
3	45			
4	60			
	Moderate Shock			
5	75			
6	90			
7	105			
8	120			
	Strong Shock			
9	135			
10	150			
11	165			
12	180			
	Very Strong Shock			
13	195			
14	210			
15	225			
16	240			
	Intense Shock			
17	255			
18	270			
19	285			
20	300			
	Extreme Intensity Shock			
21	315			
22	330			
23	345			
24	360			
	Danger: Severe Shock			
25	375			
26	390			
27	405			
28	420			
	XXX			
29	435			
30	450			

Unmasking the Bystander Effect

Instructions: Read each of the following four (4) scenarios and try to imagine being present in each situation. Answer the questions for each scenario.

1. **On a snowy day, a car is traveling along a busy road. The driver weaves in and out of the passing lane and accelerates quickly to pass other cars barely missing them. Suddenly the car hits a patch of ice and slides off the road and onto the shoulder. Motorists who have been following the driver slow down as they approach the car.**

In your opinion what is the likelihood that an onlooker would help in this situation? Indicate your opinion by putting an "X" on the scale.

1----- 2----- 3----- 4----- 5----- 6----- 7

Very likely
to help

Very unlikely
to help

What factors do you think would influence whether an onlooker would help or not help? List the factors in the columns below.

Factors that would influence onlooker to help

Factors that would influence onlooker not to help

2. **A teacher is walking across school carrying a stack of papers between classes. Bending over to pick up her pen she accidentally drops a large stack of papers she was carrying. At that moment a gust of wind blows the papers all over the sidewalk. Students and passersby watch the papers flying around.**

In your opinion what is the likelihood that an onlooker would help in this situation? Indicate your opinion by putting an "X" on the scale.

1----- 2----- 3----- 4----- 5----- 6----- 7

Very likely
to help

Very unlikely
to help

What factors do you think would influence whether an onlooker would help or not help? List the factors in the columns below.

Factors that would influence onlooker to help

Factors that would influence onlooker not to help

The Bystander Effect: Psychological Research

Each of the following describes a research study in which research subjects are led to believe there is a person in need of help. Read each situation and answer the questions.

Study 1: Subjects in a testing room heard a female experimenter (who was behind a curtain) climb on a chair to retrieve a book from a shelf. They then heard the experimenter fall to the floor and groan: “Oh, my God—my foot . . . I . . . can’t move it. Oh . . . my ankle . . . I can’t get this thing off me.” Her groans lasted for another minute and the entire episode lasted about two minutes. The research subjects were either alone in the room when they heard the accident or in the room with two other subjects.

Predict how the subjects responded. In which of the conditions (alone or with others) were the research subjects more likely to help the woman? Explain the reasons for your prediction.

Study 2: Two male and two female experimenters boarded a subway train separately. The two females took notes and recorded results. The two men remained standing. As the train began to move one of the men lurched forward and collapsed. He lay on the floor, face upward, staring at the ceiling until someone came to his aid. If no one helped, the other male experimenter eventually helped the “victim” to his feet. Several variations of this incident were staged by the experimenters. Sometimes the victim carried a black cane and looked ill, sometimes he smelled of alcohol and carried a bottle of liquor in a brown paper bag.

Predict how the bystanders responded. In which condition were they more likely to help? Explain the reasons for your predictions.

Study 3: Research subjects volunteered to participate in what they thought was a study looking at personal problems of university students. Subjects were led into a room where they put on headphones and spoke into a microphone. They were told they would carry on a conversation with other students located in other rooms in the corridor. The reason for being alone rather than face to face for the conversation was to avoid embarrassment and remain anonymous while discussing personal problems. The experimenter indicated he would not listen to the conversation and would give them a questionnaire to fill out after the conversation. Each subject had two minutes to speak during which the other microphones would be turned off—other subjects could listen but not be heard.

Subjects were led to believe that there were either 2, 3 or 6 subjects taking part in the conversation. In reality there was only one real subject; all the other student voices were just tape recordings. The actual subject was the last to speak. The first “person” to speak admitted that it was hard getting used to living in NYC and his academic work was also very difficult. The person went on to describe having epileptic seizures—especially during stressful times like when working hard or during exam time. All the other subjects then contributed their individual two minute statements to the conversation. When it was the first person’s turn to speak again he began to sputter and speak incoherently about feeling ill and like a seizure was coming on. He continued to speak incoherently while asking for help.

In which conditions were the subjects more or less likely to try to help the victim (when the only other person was the victim, when there were two other people, when there were five other people in the conversation?) Explain the reasons for your prediction.

The Cave Rescue Mission

The Research Management Committee is responsible for a number of projects in team building at the University. An emergency meeting has been called because of a crisis in one of the projects for which you are responsible. The project is studying teams under stressful conditions in a remote part of Perthshire. The experiment involves six volunteers living underground in a cave system for fourteen days. The team's only connection to the outside world is a telephone link to the research station at the entrance to the caves. A call for help has been received from the volunteers. Access to the cave has been blocked by a major fall of rock and their only way out is now through a very long and arduous cave system subject to flooding.

The local cave rescue team reports that it will be extremely difficult to get them out because the only route into the cave where the team are living is very narrow and when flooded it will only be possible to get one person out each hour. In the circumstances of continuing heavy rainfall it is probable that the rapidly rising water will mean that the rescuers will not be able to bring all of the volunteers to safety before the water completely floods their cave.

Through their link to the research station, the volunteers have been made aware of the seriousness of their situation. They have said that they are unwilling to decide on the sequence by which they will be rescued. The responsibility for making this decision now rests with the Research Management Committee: **you must decide the order of rescue. You have 20 minutes before the cave rescue team arrives at the entrance to the cave system.**

Cave Rescue Rankings

Instructions: Your task is to rank the 6 trapped individuals in order of their rescue by writing each of their names next to a number that indicates their order of rescue. Example: #1 is the first to be rescued, #6 is the last to be rescued.

Order of rescue:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

The Cave Rescue Profiles

Helen Richardson, Female, Age 34

Helen is married and a homemaker. Her husband is a member of the City Council. She had been a promising psychology student before leaving the university to be married. Helen has four children (ages 7 months to 8 years) and lives in a suburban community near the university. Helen became introduced to the experiment through Owen, with whom she has become involved.

Tozo Nalkoe, Female, age 19

Tozo is single and a pre-med student at Provincial University. Her parents live in Tokyo where her father is a prominent businessman and her mother is chairperson of the Cancer Research Foundation. She has achieved top honours in her classes for the last three years and has been awarded two scholarships for academic achievements. Tozo was voted by her classmates as most likely to succeed and intends to return to Japan and set up free clinic for the poor.

John Simpson, Male, Age 41

John is married and campus coordinator of Catholic Social Services at Provincial University. He has five children (ages 6 years to 19 years). John worked full-time while attending the university and he earned a master's degree in social work. He has become involved in an anti-racist group, which holds frequent protests.

Owen Smith, Male, Age 40

Owen is a landed immigrant and a high school physical education instructor. He is unmarried and is currently unemployed. He is an automobile mechanic by trade. He was involved in a serious car accident four years ago and lost the use of his left hand. Since the accident, he has taken on odd jobs and relied mostly on government assistance. Two years ago he developed an alcohol problem and is currently attending AA meetings. He is an American and served in Viet Nam where he received several distinguished decorations. Since returning to civilian life, Owen has been unsettled and his drinking became a problem. He came to Canada 5 years ago and met Helen, the wife of a co-teacher.

Suni Vapar, Male, Age 47

Suni is a medical research scientist at the University Hospital. He is recognized as a world authority on the treatment of immune deficiencies. Suni is part of a research team testing a new experimental treatment for the cure of AIDS. He feels that he is getting closer to discovering a cure for AIDS but much of the research data is still in his working notebooks. He recently suffered nervous exhaustion from overwork and volunteered for this project because he felt he needed a break.

Edward Palmerston, Male, Age 59

Edward is married with two grown children who both have their own families. Edward is owner and president of a medium sized manufacturing company. His company employs 250 people and recently has fallen on hard times due to a loss of a major account. Recently, his company has laid off 50 employees and is facing possible bankruptcy. Edward has personally negotiated a major contract for his company and final contract details are awaiting his return to work. This contract, if signed, would guarantee future employment for all 250 employees for at least 10 years. Active socially and politically in the community, Edward's hobby is spelunking (exploring caves) and he intends to write a book on the subject.

Cave Rescue Debrief

Complete the chart below with observations of how these terms did or could have made an impact on your team's interactions and decisions.

Discrimination	
Conformity	
Stereotypes	
Social loafing	

ALTRUISM: WHAT WOULD YOU DO?

Select and watch one of the videos below.

#1 Meet the Pickpocket Family (7:36)

<https://www.youtube.com/watch?v=oGtR62Ccr8M>

#2 Stealing a Waiter's Tips (6:10)

<http://youtu.be/LLVpUIKPC3A?list=UUombFwRes-IzI4g34oZfdJg>

#3 Would You Stop a Dog Thief? (6:32)

<https://www.youtube.com/watch?v=rOMqyNF4h4o>

#4 Sedative Sitter (9:05)

<https://www.youtube.com/watch?v=SF5FzrfoRuw>

#5 Man Racially Profiled While Shopping in NY Store (8:57)

<https://www.youtube.com/watch?v=2FLEq3vMn40>

#6 Homeless Man Denied Service by Restaurant (8:25)

<https://www.youtube.com/watch?v=yFMz6XfLjnc>

#7 Nanny Verbally Berates Child at NJ Café (8:49)

https://www.youtube.com/watch?v=b_V_ETKJxV0

#8 Lemonade Stand (6:51)

https://www.youtube.com/watch?v=_IkE0ZfptLQ

YOUR RESPONSE

1. Summarize the scenario from the video you chose.
2. What are 2 factors that would increase helping behavior in this situation? Explain why each would contribute to helping behavior.
3. What are 2 factors that would decrease helping behavior in this situation? Explain why each would hinder helping behavior.
4. Does your video show evidence of altruism? Provide evidence to support your claim.