

Social Psychology Worksheet

Name: _____

Period: _____ Date: _____

Vocabulary: Define and give an example of the following terms.

Example

Attribution Theory: Theory that we tend to explain the behavior of others as an aspect of either a result of internal disposition or a particular situation

A person lies because they are a pathological liar (disposition) vs they don't want their friend to know that other people were saying bad things about them (situation).

Fundamental Attribution Error: _____

Example: _____

Central Route Persuasion: _____

Example: _____

Peripheral Route Persuasion: _____

Example: _____

Foot-in-the-Door Phenomenon: _____

Example: _____

Cognitive Dissonance: In the space below explain cognitive dissonance and give an example of what cognitive dissonance looks like.



Leon Festinger (1919 – 1989) was an American social psychologist who studied at the University of Iowa, graduating in 1941.

He is best known for his cognitive dissonance and social comparison theory. He was recently recognized as the fifth most influential psychologist of the 20th century.

Stanford Prison Experiment (August 1971): In the space below 1) explain the set-up of the Stanford Prison Experiment. Be sure to include how people were recruited and how they made their roles as realistic as possible. 2) Why did they have to discontinue the experiment? 3) Explain how the results of the experiment favor “situational attribution” of behavior rather than “dispositional attribution.”