Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Social Psychology (Unit 14) Terms**

Social Psychology

Attribution Theory

Fundamental Attribution Error

Internal Attribution

External Attribution

Attitude

Central Route to Persuasion

Peripheral Route to Persuasion

Foot-in-the-Door Phenomenon

Role

Cognitive Dissonance Theory

Conformity

Normative Social Influence

Social Facilitation

Social Loafing

Deindividuation

Group Polarization

Groupthink

Culture

Norm

Personal Space

Prejudice

Stereotype

Discrimination

Ingroup

Outgroup

Ingroup bias

Scapegoat Theory

Other-Race Effect

Just-World Phenomenon

Aggression

Frustration-Aggression Hypothesis

Mere Exposure Effect

Passionate Love

Compassionate Love

Equity

Self-Disclosure

Altruism

Bystander Effect

Social Exchange Theory

Reciprocity Norm

Social-Responsibility Norm

Conflict

Social Trap

Mirror-Image Perceptions

Self-Fulfilling Prophecy

Superordinate Goals

GRIT