

STUDY GUIDE  
**Chapter 18 - SOCIAL BEHAVIOR**

1. Definition and example of social psychology
2. Explain the difference between and give examples of social roles, ascribed roles and achieved roles
3. Explain the difference between and give examples of social status, social norms, and group cohesiveness
4. Identify the four different levels of personal space and explain who can be in each
5. What is the definition of attribution, and what are the differences between external and internal attributions. Give an example of each
6. Definition of social comparison theory, difference between and examples of upward and downward social comparison
7. Definition of interpersonal attraction
8. Differentiate between personal and situational factors influencing interpersonal attraction and give examples of each as they relate to you
9. Explain the difference between and give examples of conformity, compliance and obedience
10. Explain and give examples of types of power for inducing compliance
11. Explain self handicapping and give a personal example of how the term relates to you
12. Differentiate between the fundamental attribution error and actor/observer bias and give an example of each
13. Difference between social facilitation, social inhibition and social loafing and give examples of each as they relate to you
14. Definition and personal example of a group and its four characteristics
15. Differentiate among and give examples of four compliance techniques; foot in the door, low-ball, door in the face, the hook is set
16. Explain and give examples of at least three factors influencing obedience (from the Milgram Study)