

GRE SUBJECT TEST PSYCHOLOGY

SOCIAL PSYCHOLOGY

Concerned with social behaviour. The ways in which people influences each other's attitudes and behaviors.

Historical Perspective

Norman Triplett

- Published the 1st study of social psychology.
- Investigated the effect of competition on performance; cyclists
- People perform better on familiar tasks.

William McDougall & E.H.Ross

- Published the 1st textbook on social psychology

Verplank

- Suggested that social approval influences behaviour.
- The course of a conversation changes dramatically based upon feedback and approval from others.

Reinforcement Theory

- Verplank, Pavlov, Thorndike, Hull, Skinner
- Holds that behaviour is motivated by anticipated rewards

Role Theory – Bindle

- Bindle
- People are aware of social roles they are expected to fill
- Much of the observable behaviour can be attributed to adopting those roles.

Attitudes

- Attitude refers to:
 - Cognition and beliefs
 - Emotions and feelings
 - Behavioral aspects and predisposition

Consistency Theories

- How attitudes change.
- People prefer consistency, and will change or resist changing attitudes based upon this preference.
- Individuals have a tendency to seek a state of consonance/harmony between their attitudes and their behaviour.
- Inconsistencies are viewed as stimuli or irritants that are often resolved by changing attitudes.

Gre Psychology Study Guide

Marco Cascella



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