

EXAM 2 – REVIEW SHEET (Chapters 4-6)
CONCEPTS/IDEAS/THEORIES FROM LECTURES

Self-concept

James' theory of the self

Origins of the self-concept

Social comparison theory (Festinger)

Self-schemas

Effects on processing

Markus (1977)

Self-referencing effect

Kuiper & Rogers (1979)

Upward vs downward comparisons

Self-discrepancy theory (Higgins)

Actual, ideal, & ought selves

4 common discrepancies

self-consistency motivation

self-enhancement motivation

reconciling these 2 motives (Shrauger)

Swann, et al (1987)

self-evaluation maintenance model (Tesser)

self-presentation strategies

discrimination

prejudice

stereotypes

3 research orientations

psychodynamic orientation

frustration-aggression hypothesis

authoritarian personality theory

socio-cultural (social learning) orientation

Cognitive orientation

Categorization

Benefits & side effects

Outgroup homogeneity effect

Park & Rothbart (1982)

Ingroup bias

Minimal group studies (Tajfel)

Distinctiveness

Illusory Correlation (Hamilton & Gifford, 1976)

Effects of stereotypes on information processing

Sagar & Schofield (1980)

Ultimate attribution error

Self-fulfilling prophecy

Word, Zanna, & Cooper studies

Motivational factors influencing stereotyping & prejudice

Justification for inequality

“Just world” phenomenon

Need for self-esteem

Social identity theory (Tajfel & Turner)

BIRGing

Motivations for prejudice

Frustration-aggression hypothesis

Realistic group conflict theory (Levine & Campbell)

Relative deprivation theory (Crosby)

Modern forms of prejudice

Symbolic racism (Kinder & Sears)

Aversive racism (Gaertner & Dovidio)

Prejudice with compunction (Devine)

Ambivalent racism (Katz & Hass)

Contact theory

4 conditions of contact