

What follows is a list of key terms that will help guide you as you continue to prepare for the Soc 401 final. The exam itself will be structured in the following manner: 30 multiple choice questions (2pts each) and 2 essay questions (20pts each). (You will have four essays questions from which you must answer two.) In general, the exam will focus on guiding principles discussed in class and the readings (i.e., “conformity”, “social psychology”, “persuasion”, etc.) but there are also questions that refer to specific studies. That said, by and large I will not ask you to recall specific results of studies but rather, general findings, such as: factors that increase or decrease interpersonal attraction, variables that impact human aggression, etc. On a final note, as you review the terms below, and the course syllabus, I recommend that you identify one or two studies from the readings that relate directly to the course’s core themes. This will help you prepare for the essay questions.

*List of key terms:*

Hindsight bias

Primacy effect

Contrast effect

Halo effect

False-consensus effect

Actor-observer effect/bias

Kenrick and Gutierrez’ study (*Readings About the Social Animal*)

Cognitive dissonance

Ultimate attribution error

Dutton and Aron’s study (*Readings About the Social Animal*)

Eliot Spitzer case

Choice and motivation

Subjective wellbeing

Social class and moral values

Self-justification