

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, 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 I recommend that you recognize one or two studies from the readings that relate directly to the term. 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

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

Cognitive dissonance

Instrumental aggression/hostile aggression

Amygdala, monkeys and aggression

Catharsis theory

Carl Ward’s study on highering practices

Ultimate attribution error

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

Eliot Spitzer case

*The Science of Sex Appeal* videos

Reward theory of attraction vs. research reviewed *Readings* and *Social Animal*