• Social psychology scientifically studies how we think about, influences, and relate to one another
• Social thinking
  o Was the horror of 9/11 the work of crazed evil people or ordinary people corrupted by life events
  o Social thinking involves thinking about others, especially when they engage in doing things that are unexpected
• Attribution theory
  o Fritz Heider
  o Humans have a tendency to give casual explanations for someone’s behavior often by crediting either the situation or the person’s disposition
• Fundamental Attribution Error
  o The tendency to overestimate the impact of personal disposition and underestimate the impact of the situation in analyzing the behaviors of others
• Small-Request/Large Request
  o In the Korean War, Chinese communists solicited cooperation from US army prisoners by asking them to carry out small errands. By complying to small errands they are more likely to comply for larger ones.
    ▪ Foot in the door phenomenon
      o The tendency for people who have first agreed to a small request to comply later with a larger request
  • Role playing effects
    o Zimbardo (1972) assigned a role of guards and prisoners to random students and found that guards and prisoners developed role appropriate attitudes
• Conformity and obedience
  o Behavior is contagious and caught by one another. We follow behavior of others to conform
  o Other behaviors may be an expression of compliance towards authority
• Group pressure and conformity
  o Solomon Asch
  o Suggestibility is a subtle type of conformity adjusting our behavior or thinking some group standard
  o Organized people to take a test
  o Only one real subject
• Conditions to strengthen conformity
  o One is made to feel incompetent or insecure
  o The group has at least 3 people
  o The group is unanimous
  o One admires the group’s status/attractiveness
  o One has no prior commitment or response
  o The group observes one’s behavior
  o One’s culture strongly encourages respect for a social standard
• Festinger
  o Cognitive dissonance
    ▪ Why do actions affect attitudes? One explanation is that when our attitudes and actions are opposed we experience tension.