Names and Terms to Know From Unit 3:

Social Psychology

**Names**

* Solomon Asch (1907-1996)
* Stanley Milgram (1933-1984)
* Kurt Lewin (1890-1947)
* Leon Festinger (1919-1989)
* Lev Vygotsky (1896-1934)
* Philip Zimbardo (1933- )
* Fritz Heider (1896-1988)
* Irving Janis (1918-1990)

**Terms**

* Social psychology
* Attribution
* Attribution theory
* Fundamental attribution error
* Actor-observer bias
* Attitudes
* Foot-in-the-door technique
* Door-in-the-face technique
* That’s-not-all technique
* Low-balling
* Role-playing
* Cognitive dissonance theory
* Companionate love
* Passionate love
* Conformity
* Culture
* Informational social influence
* Normative social influence
* Influence
* Social facilitation
* Social loafing
* Social norms
* Deindividuation
* Group polarization
* Groupthink
* Prejudice
* Stereotype
* Discrimination
* In-group
* Out-group
* Personal space
* Scape-goat theory
* Just-world phenomenon
* Aggression
* Conflict
* Social trap
* Frustration-aggression
* Principle
* Mere exposure effect
* Equity
* Self-disclosure
* Altruism
* Bystander effect (aka diffusion of responsibility)
* Social exchange theory
* Reciprocity norm
* Social-responsibility norm
* Social phobia