Essential Recomposy Social Psychology

and

Preface to the Second Edition		xvii
Preface to the First Edition A Guided Tour		xviii xx
	out the Authors	xxiii
	blisher's Acknowledgements	xxiv
Α	Brief Introduction	xxvi
1	THE SELF	1
	Self-Awareness	2
	Development of Self-Awareness	3
	Neurological Basts of Self-Awareness	3
	Temporary Differences in Self-Awareness	5
	Chronic Differences in Self-Awareness	7
0	Organization of Self-Knowledge	8
	Theories of Self-Concept Maintenance	10
	Theories of Self-Comparison	11
	Control Theory of Self-Regulation	11
	Self-Discrepancy Theory	13
	Theories of Individual Comparison	15
	Social Comparison Theory	15
	Self-Evaluation Maintenance Model	16
	Theories of Group Comparison	18
	Social Identity Approach	18
	Self-Esteem	22
	Development of Self-Esteem	22
	Consequences of Self-Esteem	23
	Mood Regulation	23
	Narcissism '	24

Self-Motives	26
Self-Enhancement	28
Strategies to Enhance the Personal Self'	28
Strategies to Enhance, the Social Self	29
Cultural Differences in Self and Identity	33
Individualist and Coiiectivist Cultures	33
Bicuituralism -	' 34
ATTRIBUTION	42
The Naive Scientist	43
Attribution Theory	44
Types of Attribution	44
Making Attributions	46
Correspondent Inference Theory	46
The Co-variation Model	47
Attributional Biases	51
The Fundamental Attribution Error	51
The Actor-Observer Bias .	53
Self-Serving Attributions	54
Intergroup Attributions	54
Attribution and Social Processes	56
Social Representations .	57
SOCIAL COGNITION	63
The Cognitive Miser vs. the Naive Scientist	64
Heuristics	65
The Representativeness Heuristic	65
The Availability Heuristic	66
The False Consensus Effect	68
The Anchoring Heuristic	68
The Motivated Tactician	69
Social Categorization	
Basic Principles	72
Category content	73
Category structure	74

		Contents
	Why Do We Categorize?	75
	When Do We Categorize?	76
	Consequences of Categorization	79
	Categorization and Prejudice	79
	Categorization and Unconscious Behaviour	80
	Categorization and Self-efficacy	82
	Dual Process Theories	85
4	ATTITUDES	91
	Attitude Formation	92
	Mere Exposure	92
	Associative Learning.	96
	Self-Perception ','	98
	Functional Approach	100
	Utilitarian Function	101
	Knowledge Function	102
	Ego-Defensive Function	102
	Value-Expressive Function	102
	Attitudes and Behaviour	103
	Determinants of the Attitude-Behaviour Relationship	104
	Specificity	104
	Time	104
	Self-Awareness	105
	Attitude Accessibility	105
	Attitude Strength	106
	The Theory of Planned Behaviour	106
	Reasoned Action versus Spontaneity	110
	Attitude Change	111
	Cognitive Dissonance	111
	Factors Affecting Dissonance	114
	Dissonance or Self-perception	114
	Persuasion	114
	Dual Process Models of Persuasion	115
	Processing Route Determinants	115
	Peripheral Cues	120

ΙX

Essential Social Psychology

5	GROUP PROCESSES	126
	Groups	127
	What is a Group?	127
	Entitativity	128
	Group Productivity	129
	Social Facilitation and Social Inhibition	129
	Explanations of Facilitation and Inhibition	129
	Drive Theory	130
	Evaluation Apprehension	131
	Distraction-Conflict	133
	Social Loafing	134
	Diffusion of, Responsibility	135
	Leadership	137
	What Makes a Leader?	139
	Personality Determinants	139
	Situational Determinants	140
	Leadership Style	141
	Automatic, Democratic and Laissez-Faire Leadership	141
	Task-focused versus Socio-Emotional Leadership	142
	Transformational Leadership	144
	Theories of Situation and Style	145
	Leader-Situation Interaction	145
	Leader-Group Interaction	148
6	SOCIAL INFLUENCE	155
	₀Social Norms	156
	Norm Development	156
	Uncertainty and Social Norms	160
	Norms as Group Attitudes	160
	Conformity	161
	Asch's Conformity Experiment	162
	Explaining Conformity	163
	Factors that Moderate Conformity	164
	Moderators of Normative Influence	164
	Moderators of Informational Influence	166
	Impact of Influence on Social Norms	169

Contents	- xi

	Group Polarization	169
	Groupthink '	172
	Minority Influence	175
	Consistency and Confidence	175
	How Minorities Exert Influence ,	176
	Obedience	177
	Wlilgram's Study of Obedience	178
	Explaining Obedience	181
	Determinants of Obedience	181
	Social Impact Theory	182
7	PREJUDICE '	187
	Prejudice: Old and New	189
	Prejudice, Discrimination and Intergroup Bias	189
	Racism	190
	Sexism	193
	Explicit and Implicit Prejudice	194
	Individual Differences in Prejudice	197
	The Authoritarian Personality	197
	Social Dominance Orientation	198
	Prejudice and Self-Regulation	199
	Regulation of Prejudice Through Socially Interactive Dialog	gue 199
	Reducing Prejudice	200
	The Contact Hypothesis	200
	Indirect Contact	203
8	INTERGROUP RELATIONS	211
	Theories of Intergroup Relations	213
	Sherif's Summer Camp Studies	213
	Realistic Group Conflict Theory	214
	The Minimal Group Paradigm	215
	The Category Differentiation Model	217
	Social Identity Theory	220
	Belief Similarity	221
	Self-Categorization Theory •	221
	Self-Anchoring Theory •	223

Terror Management Theory	223
Improving Intergroup Relations	227
The Common Ingroup Identity Model '	227
Crossed Categorization	231
Multiple Categorization	232
AGGRESSION	239
Theories of Aggression	242
Biological Theories of Aggression	242
Psychodynamic. Theory	242
Evolutionary Approach	242
Social Theories of Aggression	243
Frustration-Aggression Hypothesis	243
Cathartic Hypothesis	245
Cognitive Neoassociationalist Model	245
Excitation-Transfer Model	245
Learning Theories of Aggression	249
Person-Centred Determinants of Aggression	254
Gender Differences	254
Personality	256
Alcohol	258
Situation-Centred Determinants of Aggression	260
Physical Environment	261
Temperature	261
Crowding	262
Noise	263
Social Disadvantage	263
Cultural Influences	264
Disinhibition ,	265
Deindividuation	266
Dehumanization	267
Forms of Aggression in Society	271
Domestic Violence	271
Sexual Harassment	272
Sexual Aggression	273
Terrorism	274

10	PROSOCIAL BEHAVIOUR	282
	What is Prosocial Behaviour? ,	283
	Origins of Prosocial Behaviour	284
	Evolutionary Perspective	285
	Social Norms	285
	Modelling	287
	Situation-Centred Determinants of Helping	290
	Latane and Datiey's Cognitive Model	290
	The Bystander Apathy Effect	293
	Processes Underlying the Bystander Apathy Effect	295
	Piliavin's Bystander-Calculus Model	299
	Physiological Arousal '•	299
	Labelling the Arousal '	299
	Calculating the Costs •	300
	Perceiver-Centred Determinants of Helping	305
	Personality	305
	Competence	307
	Mood	308
	Empathy-AStruism	309
	Gender Differences in Helping	312
	Recipient-Centred Determinants of Helping	312
	Similarity	312
	Group Membership	313
	Attractiveness	314
	Responsibility for Misfortune	314
	Receiving Help	315
11	AFFILIATION AND ATTRACTION	321
	Affiliation	322
	When and Why Do We Affiliate?	323
	Psychological Determinants of Affiliation	323
	Individual Differences in Affiliation	324
	Problems with Affiliation and Affiliating	324
	Social Anxiety	324

Loneliness

Contents

325

xiii

Interpersonal Attraction	328
Target-Centred Determinants of Attraction	329
Physical Characteristics "	329
Consequences of Physical Attractiveness	332
Similarity to the Self •	334
Complementary Characteristics	338
Reciprocity	339
Perceives-Centred Determinants of Attraction	341
Familiarity	341
Anxiety .	342
Online Attraction	345
Portraying One's True Self	345
Self-Presentation Online	346
12 FRIENDSHIP AND LOVE	351
Friendship	352
Social Penetration Theory	352
Gender Differences in Friendships	354
Intimacy	354
Physical Contact	355
Why Do These Gender Differences Exist?	356.
Romantic Relationships	357
Types of Love	357
Passionate Love	357
Companionate Love	360
Development of Cultural Knowledge about Love	362
Relationship Satisfaction and Commitment	364
Relationship Satisfaction	364
Social Exchange and Equity	365
Intimacy	'366
Perceived Concealment	366
Interpretation	366
Social Comparison	• 367
Social Networks	367
Attachment	367
Interdependence Theory	370

	Contents	XV
What Determines Whether a Relationship Will Last?	371	
The Investment Model '	371	
Other Models of Commitment ,	373	
Consequences of Commitment	^v 373	
The Breakdown of a Relationship	' 373	
Glossary	379	
References	395	
Author Index	429	
Subject Index	435	