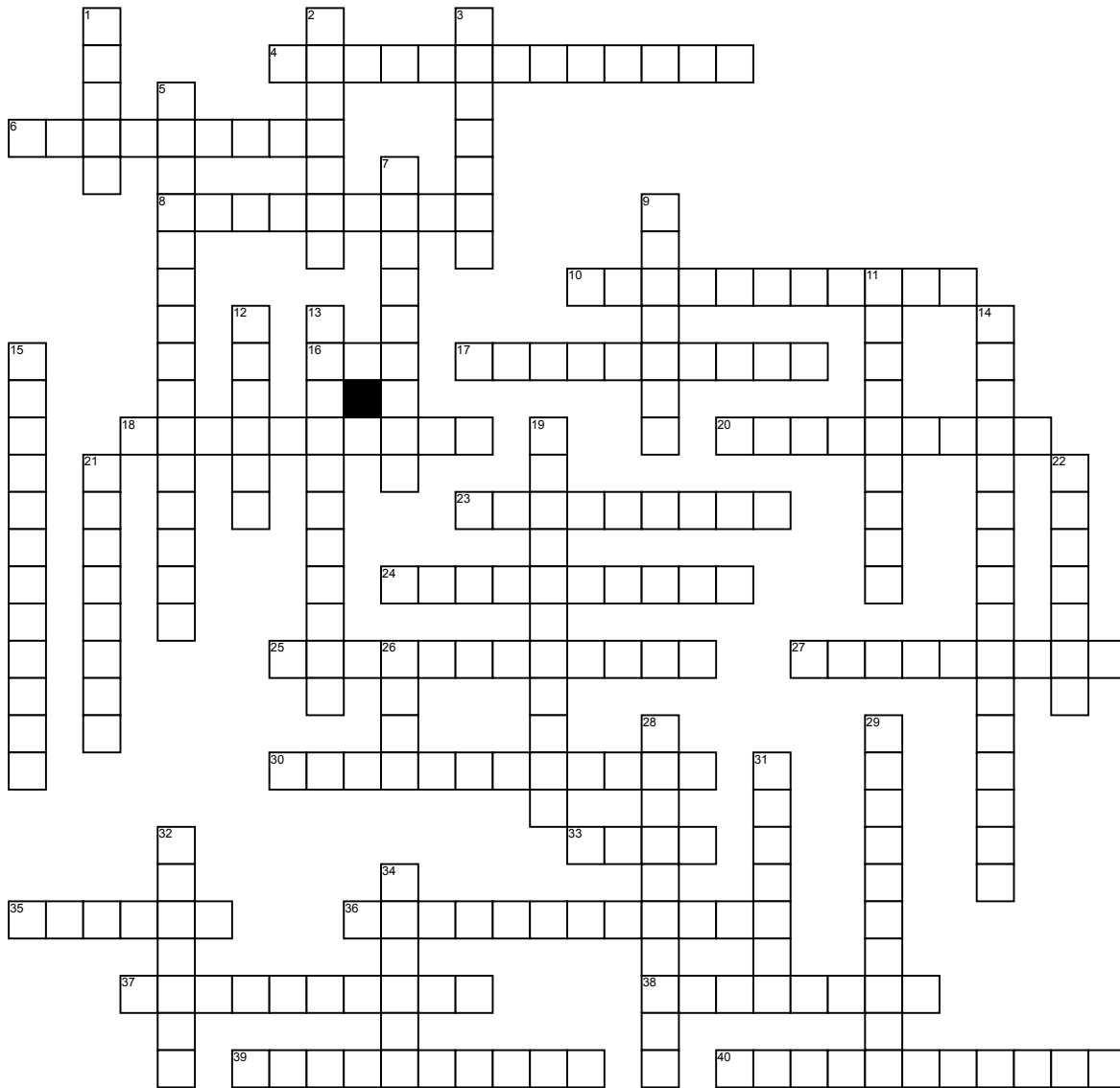


Social Psychology



Across

4. The goal that brings smaller groups together for a common goal or purpose
6. William James describe the I and the 3 Me's. The 3 Me's include material self and the social self. What is the third self?
8. In the case of Genovese, _____ of responsibility occurred.
10. Our own mental representation of ourselves. The answer to "Who am I?"
16. Theory of arousal that suggests we can confuse our cause of arousal such as confusing fear for "love." _____ Factor Theory
17. The type of altruism that occurs when a person helps nonrelatives who return the favor
18. The type of leader that encourages group to set its own goal. The group works moderately and consistently
20. When something comes to mind easily, we believe it to be common is the Availability _____
23. The principle which states that friends are developed based on who they live or work around. _____ Attraction
24. The tendency to underestimate the commonality of one's abilities is false _____
25. The tendency to search for information that confirms one's preconceptions is the _____ bias
27. Behavior that is intended to benefit another

30. The tendency for liking to occur after repeated interaction or familiarity
33. How many horsemen of the apocalypse for marriage did John Gottman describe?
35. A sports team, sorority, small bible study, and a knitting club are all examples of....
36. When group discussion leads to decisions that are more extreme than the original positions of group members is know as group _____
37. Solomon Asch studied _____ with the line judgment task
38. Locus of control where you feel you control your own destiny
39. Door-in-the-face and Foot-in-the-door are techniques for....
40. Sherif's experiment that studied tension and hostility between two groups
- Down**
1. Father of Social Psychology (Last Name)
2. The "B" in the life cycle of a romantic relationship
3. The reduction of one's efforts when working in a group is defined as social _____
5. Not opposites attract but _____ (4 words)
7. The researcher who conducted "The Strange Situation" and identified the childhood attachment styles (Last name)
9. This researcher conducted experiments with a "teacher" and a "learner" to test obedience

11. Motivation is either intrinsic or.....
12. Humans have a need to _____
13. The theory that explains how people explain others' behaviors
14. The scientific study of how people think about, influence, and relate to one another
15. The effect when positive perceptions shape others for the better
19. The procedure for increasing individuals' resistance to an argument by giving weak and easily defeated versions
21. Theory that states humans interact to maximize rewards and minimize costs. Social _____
22. The two routes of persuasion is peripheral and _____
26. The best group size
28. When people in a group are more concerned about getting along than evaluating alternative positions
29. The love that consists of intimacy, passion, and commitment
31. Fritz Heider proposed the _____ theory. The idea we all want harmony and consistency
32. The source of self esteem is either bottom up or _____ (2 words)
34. When we compare ourselves to others to discover who we are. _____ Comparison