**Chapter 9: Group Processes**

**Terms**

**Group**

**Social roles**

**Gender roles**

**Group cohesiveness**

**Social facilitation**

**Social loafing**

**Deindividuation**

**Groupthink**

**Group polarization**

**Great Person Theory**

**Transactional leader**

**Transformational leader**

**Contingency theory of Leadership**

**Task-oriented leader**

**Relationship-oriented leader**

**Social dilemma**

**Prisoner’s dilemma**

**Tit-for-tat strategy**

1. Why do we join groups; what functions do they serve for us?

2, What is group cohesiveness? Is it more positive in a social group or a working/problem-solving group?

3 Do groups make better decisions than individuals?

4. What did Zimbardo’s prison study show?

5. How does the presence of other cockroaches affect cockroach performance? In what kind of situations does the presence of others arouse us, and in what kind of situations does it relax us? (Why?)

6. Describe the types of attachment. What type of relationships does each type tend to have?

7. What is deindividuation, and what are its effects?

8. What are the consequences of groupthink?

9. How do you avoid groupthink?

10. What is the difference between a task-oriented and a relationship-oriented leader?

11. In the Prisoner’s Dilemma Game, cooperation relies upon trust. What are some ways to increase or at least avoid the erosion of trust?