**Social Psychology**

**Study Guide**

**Chapter 6- The Key Self- Motives: Esteem, Presentation & Growth**

**Terms: Consistency**

**Cognitive Dissonance Counterattitudinal advocacy**

**Effort Justification Free Choice Paradigm**

**Induced Compliance Induced Hypocrisy**

**Self-complexity Self-concept Clarity**

**Self-narrative Self-verification**

**Questions**

1. What are the four key self motives?
2. How do you resolve cognitive dissonance?
3. Why do we experience cognitive dissonance?
4. How do the following factors affect the magnitude of dissonance: external justification, choice, commitment, foreseeable aversive consequences, and cultural influences?
5. Why do people love their fraternities after they go through hazing?
6. How does minimal deterrence or insufficient punishment work?
7. How do we reduce dissonance after a decision?
8. How does a decision to behave immorally change us?
9. What happens in the brain as we process dissonant information?
10. Do people with high self-esteem experience more or less dissonance?

**Terms: Self-esteem**

Basking in Reflected Glory (BIRG) Compensation

Projection Self-affirmation

Self-compassion Self-handicapping

**Questions**

1. How do self-serving attributions explain the good and bad things that happen to us?
2. How do they affect our mental health?
3. What is the purpose of self-handicapping?
4. What are the thoughts associated with deciding we are better than average?
5. How might “going public” in announcing progress toward a goal actually reduce your chances of reaching it?
6. Do measured levels of self-esteem mean the same thing for different people?
7. What is the relationship between self-esteem and psychological problems?
8. Is the pursuit of self-esteem cultural?
9. How easily can self-esteem be granted or given to people?

**3-Self-Presentation**

**Terms:**

 **Dramaturgical perspective Flow**

 **Self-monitoring Illusion of transparency**

 **Self-determination theory Mindfulness**

 **Spotlight effect Ingratiation**

 **Intimidation Audience segregation**

**Questions**

1. What is the difference between a sincere and a cynical performance?
2. What are some self-preservation strategies?
3. What are the fundamental motives for self-preservation?
4. What is the difference between a threat and a challenge?
5. Where do we get our scripts?
6. What does the social context define?
7. What are the three fundamental motives for self-preservation?
8. What are some ways to maximize personal growth?