**Study Guide**

**Social Psychology**

**Chapter 1: Ways of Thinking & Introduction**

**Terms:**

**Intuitive thinking rational thinking**

**Coincidental/accidental thinking Conspiratorial thinking**

**Pre-modern Modern**

**Post-modern Utilitarian morality**

**Socially-constructed reality Intuitive encyclopedia**

**Existentialism Relativism**

**Social psychology Construal**

**Naïve realism Culture**

**Beliefs Values**

**Norms Attitudes**

**Morals**

**Questions:**

1. Must you be physically present to influence other people?
2. What is the difference between the focus of social psychology and sociology?
3. Who wrote the first Social Psychology textbook and when?
4. You should be able to recognize the structural elements of a culture.
5. What are the four core assumptions of social psychology?
6. According to Kurt Lewin, what two elements combine to produce behavior?
7. What is a social cognition and does it influence behavior?
8. What was the major change of assumption in the transition from pre-modern to modern thinking?
9. What was the major change of assumption in the transition from modern to post-modern thinking?
10. What did Fritz Heider say shapes behavior?
11. What two concepts does the existential perspective deal with?
12. How did existentialism lead to relativitism?